

Doug Nadel

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EDUCATION

The Ohio State University, Max M. Fisher College of Business

Columbus, OH

Bachelor of Science in Business Administration

May 2027

- Specialization: Finance

WORK EXPERIENCE

Pride Products Distributors

Livingston, NJ

Business Development Intern

May 2025 – August 2025

- Generated new business through 40-60 outbound cold calls per day and personalized email drip campaigns, specifically targeting law firms and their marketing, recruiting, and event teams
- Managed 300+ client interactions, leads, and sales analytics in CRM while performing market research and prospect screening to qualify potential clients by size, industry, and growth potential

Schwer Realty Partners

Remote

Cold Caller & Business Development Setter

Fall 2025

- Made 500+ outbound cold calls per week to top-producing realtors and brokers, booking qualified meetings between agents and the company owner
- Ran live discovery on calls to qualify prospects, build rapport, and set up the close, pitching a paid Meta ads service that generated more leads for real estate agents
- Handled objections in real time while tracking daily pipeline, conversion rates, and call-to-meeting performance to improve outreach effectiveness

PROJECTS & INDEPENDENT WORK

Main Street Scales (mainstreetscales.com)

Columbus, OH

Founder

July 2026 – Present

- Founding and growing a SaaS/marketing company serving local service-based businesses, owning the full sales cycle from cold outreach and discovery calls through proposal, negotiation, and close
- Signing paying clients and growing the business to \$1,000+ in monthly recurring revenue (MRR), reaching 5 clients within the first two months of launch
- Building and refining the product based on direct client feedback while actively managing an outbound sales pipeline

Morning Memo (morningmemo.live)

Barcelona, ES

Founder

January 2026 – April 2026

- Built and launched an AI-powered personalized daily newsletter platform using Claude Code, Supabase, and Resend, delivering ultra-niche daily content to each subscriber based on their selection from news and finance to trading cards and stolen art repatriation
- Grew platform to 65+ active subscribers through independent outreach, actively iterated on the product through user feedback, and demonstrated end-to-end AI-driven product development

Personal Brand (instagram.com/wwwDoug)

Online

Content Creator

2026 – Present

- Creating and growing an Instagram account publishing original content on entrepreneurship, AI, and sales
- Reached 25,000+ views within the first 30 days of launch, building an engaged early audience around personal brand and business insight

RELEVANT SKILLS

Sales Skills: Cold Outreach, Discovery Calls, Objection Handling, Pipeline Management, Prospecting

Sales & CRM: Salesforce, Apollo.io, GoHighLevel, LinkedIn Sales Navigator, Klaviyo

AI & Automation: Claude Code, Codex, Zapier, n8n

Design & Content: Canva, CapCut, Adobe Premiere Pro

E-Commerce: Shopify

Spreadsheets & Analytics: Excel, Google Sheets