

Nik Balducci

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St. Louis, MO

Education University of Missouri Columbia

BA: Digital Storytelling
Minor: Architectural Studies
Multicultural Certificate
December 2021

Software Knowledge

Adobe Creative Suite
Microsoft Office
Canva
Maya
Procreate

Skills

Negotiation
Active Listening
Project Management
Scheduling
Growth Mindset
Illustration
Visual Merchandising

Professional Experience

Grainger

Remote (St. Louis, Missouri)
January 2024 – August 2024

Sales Accelerator Program

- Managed 88+ accounts across multiple time zones while maintaining other projects.
- Utilized Salesforce data to develop optimal plans to maximize the impact of each customer interaction.
- Emphasized the relationships with customers to create personalized solutions based on their business.
- Increased customer average spending by 5-10% while using cost-saving measures.

The Tile Shop

Ellisville, Missouri
August 2022 – October 2023

Sales Associate

- Developed lasting professional relationships with clients while working closely to plan and execute design goals.
- Handled on average 100+ clients simultaneously while maintaining high detail and professionalism.
- Worked closely with industry professionals on a multitude of project types.

Target

Chesterfield, Missouri
July 2015 – January 2022

Manager

- Designed product displays for sale and seasonal promotions, emphasizing drawing in non-typical consumers.
- Managed a multi-person team, ensuring proper training, consistent feedback, and high productivity.
- Implemented planograms, following corporate strategy for customer product engagement.

Team Member

- Illustrated menu graphics for Starbucks releases and promo events.
- Maintained store appearance ensuring a clean, safe, and stocked environment for customers.

Data Connectors

Chesterfield, Missouri
June 2020 – November 2020

Graphic Design Assistant

- Provided multiple styles of graphics for event use in line with the client company's aesthetic.
- Served as the primary contact within the design team for graphics alterations.
- Developed visually compelling marketing materials that aligned with brand identity and marketing goals.