

Nathan Delgadillo

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EDUCATION

Bachelor of Business Administration (BBA), Management Information Systems

December 2026

San Jose State University, San Jose, CA, 3.3

- Studying Management Information Systems with a focus on how businesses use technology, data, and systems to improve decision-making, efficiency, and strategy.

SKILLS

Business & Sales: Business Development, B2B SaaS Sales Pipeline Management, Blue Ocean Strategy, Prospecting, Solution Selling, CRM, Product Demos, Agile Methodology

Technical: AI Agent Development, AI Platform Development, Python, SQL Database Management Systems, Microsoft Office, Network Infrastructure Cloud Concepts

Languages: English(Native), Spanish(Native), French(Basic)

EXPERIENCE

Business Development Intern (Consulting Project: Logtrade), Qanopy Group, San Ramon, Hybrid

June 2025 - Present

- Designed prototype, pitched, tested, and deployed AI feature completely reworking business model.
- Managing a B2B SaaS sales pipeline, identifying 200+ prospects, executing cold outreach, and qualifying leads.
- Conducted 30+ software demos for logistics companies, guided internal implementation, and transitioned clients to Customer Success Managers.
- Collaborated with engineering, business strategy, and customer success teams to refine business models and identify product-market fit.
- Delivered weekly strategic reports and recommendations directly to the Logtrade CEO.
- Designed CRM workflows and marketing campaigns enhancing client engagement and support.

Brand Ambassador, Puig, San Jose, CA

September 2024 - Present

- Scaled brand to \$1M in sales in one year, establishing market dominance in location.
- Met monthly sales target of \$15,000 within one month.

Brand Ambassador, Dolce & Gabbana, San Jose, CA

October 2024 - Present

- Achieved 30% year-over-year sales growth in five months, exceeding performance targets.
- Coached sales team members, leading to a 40% improvement in overall sales performance.

Brand Ambassador, Parfums Christian Dior, United States

January 2023 - September 2024

- Established first in-store brand as #1 ranked best seller in company territory.
- Represented global luxury brands across diverse retail locations, achieving sales targets.
- Delivered staff training on product knowledge and brand standards to improve customer experience.

PROJECTS

AI Web App, Qanopy Group

September 2025 - Present

- Built functional web application to model UI/UX changes for decision makers.
- Designed and developed a full-stack web application for moving companies to manage clients, houses, rooms, boxes, and household inventories during relocation.
- Optimized user workflows with inline editing, and touch-friendly mobile interactions.
- Implemented Chat-GPT AI-powered item recognition.

Web Scraper, Qanopy Group

August 2025 - Present

- Developing a web scraping python program to pull lead contact information into CSM excel.

EXTRA-CURRICULARS

Fundraising Chair, Theta-Chi Fraternity, San Jose

January 2023 - November 2024

- Organized fundraising initiatives generated \$8,000 for USO philanthropy.

Member, MISA Club, San Jose

February 2023

- Attended MISA meetings and networking workshops to develop industry connections and expand technical/business knowledge.