

NATE HOPKINS

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BUSINESS OPERATIONS for ESSENTIAL COLLABORATIONS

Greeley, Colorado USA

Business Operations and Training Specialist

Over 20 years expertise in training, sales and property management

PROFESSIONAL EXPERIENCE

Essential Collaborations 2017 – Present

Business Operations

- Currently co-designing the INC Web with Nick Hopkins redefining collaborations between Applied Gaming Sciences and Continuous Learning in Business into the future.
- Property Management and Large Format Retail liaison

Divisions Maintenance Group 2008 – 2017

Ranked No. 72 on the [Deloitte Cincinnati USA 100](#),

National Training Specialist 2016-2017 (Denver, CO)

- Created and implemented the companywide training program
- Led the Snow Management team training and implementation throughout the company (Divisions Maintenance Group ranked fourth among [Snow Magazine's](#) Top 100 Snow Contractors in the Industry.)

District Manager 2012-2016 (Seattle, WA)

- Opened two new offices simultaneously that became \$1mill offices within first two years, Seattle Washington/Portland Oregon (Newport, Ky. August 16, 2016 – For the fourth year in a row Divisions Maintenance Group ranked among Inc. Magazine's 35th annual Inc. 5000, an exclusive ranking of the nation's fastest-growing private companies in the United States.)
- As the only District Manager in the NW managed 200+ clients covering three states, ID, OR, WA.
- As the only District Manager in the NW created and implemented the business structure which included hiring a team of 50+ subcontractors covering three states ID, OR, WA.
- As the only District Manager in the NW managed a team of 500+ subcontracted employees in ID, OR, WA.
- Worked directly with top Big Box Retail and Property Management Executives including those of Walmart, Kroger, Kohls, Costco, Kimco, Weingarten, Brixmor, CB Richard Ellis, etc.

Account Manager 2008-2012 (Denver, CO)

- Within two years of opening, helped the Denver office become #1 in the company
- Two “District of the Year” awards Denver Colorado
- Worked directly with top Big Box Retail and Property Management Executives including those of Walmart, Kroger, Kohls, Costco, Kimco, Weingarten, Brixmor, CB Richard Ellis, etc.

Independent Business Owner 2003 – 2006

Sold to main competitor in 2006
