

G. CURTIS NASIS

PERMANENT ADDRESS
1601 Allerson Lane
Virginia Beach, VA 23455

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(757)406-5502

CURRENT ADDRESS
401 Green Street, Apt 7
Blacksburg, VA 24060

EDUCATION

Virginia Tech, Blacksburg, VA
BS in Business: Finance Major (CFA Track)

May 2017

HONORS

R.B. Pamplin Freshmen Merit Scholarship

Residential Leadership Community

WORK EXPERIENCE

Price-to-Win / Business Development Intern
BAE Systems, McLean, VA

Summer 2016

- Responsible for writing 10% of proposal points for Alliant 2 contract, not to exceed \$50B
- Constructed Win/Loss debrief analyses which addressed: cost/price variances against awarded contract values, sensitivity of non-cost factors when compared to price, and possible trends in the customer's source selection process
- Redesigned Excel scenario model for strategic pricing options and proposal target recommendations
- Deputy project manager of college recruiting intern council, lead meetings and coordinated with HR to implement fresh recruiting tactics
- Attended *The Trusted Advisor* Customer Relationship Management (CRM) course and dinner
- Performed customer research and analysis using open source intelligence (OSINT) tools and resources
- Assisted in maintaining competitor intelligence repository for I&S (Intelligence and Security sector) existing and target markets
- Provided ad hoc competitive intelligence/price-to-win research to capture teams on sector level bids

Building Information Modeling (BIM) Intern
S.B. Ballard, Virginia Beach, VA

Summer 2015

- Created a library of room data sheets enabling management to determine time intensive tasks, value engineer, and expose future construction complications
- Updated contract drawings and created a current hyperlinked set for digital use from office to jobsite

Construction Management Intern
S.B. Ballard, Virginia Beach, VA

Summer 2014 & 2013

- Saved a minimum of 108 hours of work (per future month) by assisting IT with creation of a new digital file management system for jobsite and in-office use, eliminating multiple user redundancy and inaccuracy
- Contacted subcontractors to discuss incomplete work, relay solutions to construction complications, and schedule arrival times & finishing dates
- Updated drawings for Superintendents and Project Managers by posting change order requests, addenda, and requests for information
- Wrote and submitted Requests for Information to the architect for drawing clarifications and value engineering approvals
- Created spreadsheets to track room completion
- Accompanied Environmental Engineer for building inspections for LEED compliance and tax incentives
- Organized documents and prepared digital files for lawsuits

Food Runner
Surf Club Ocean Grille, Virginia Beach, VA

Summer 2012

SKILLS

Bloomberg Market Concepts Certification – Bloomberg Terminal Training
Commodity Portfolios - Technical & Fundamental Market Analysis, Mark-to-Market (MTM) Accounting
Microsoft Office Suite

- Excel Modeling: bond laddering, mutual fund analysis, option strategies & valuation, capital structure theory, regression analysis, synthetic options, multiples valuation, DCF, DDM, EVA
- Simplex Linear Programming, Solver, Pivot Tables

Adobe Acrobat DC, Autodesk Inventor 2013, Autodesk Revit, Bluebeam REVU, GovWin, GovWin IQ, SharePoint