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Nicolás Calle

Operations and finance expert with an MS in Business Analytics and over nine years of experience in the event industry. Helping cultural and artistic projects achieve operational and financial sustainability while maintaining their creative and social goals.

Education

- 2020** | Fordham University (New York, US)
Gabelli School of Business
Master of Science (MSC) in Business Analytics
- 2015** | University of Buckingham (*Buckingham, UK*)
Bachelor in Business Administration

Short Courses

- Introduction to Curating and Cultural Management
Universidad de Los Andes
- Entrepreneurship in Emerging Economies
HarvardX 2020
- Government and Public Policies
EAFIT University 2018
- Music Business Foundations
Berklee University 2021

Skills

Tableau, Power BI, Excel, Python, R, Modeling, Quick Books
Tri-lingual: Spanish:Native. English:Advanced. French:Basic

Entrepreneurship

Viable Smart Events
Accounting Software for large capacity events

Experience

2023
2022
2021

SummerStage Concert Series
Venue Manager - Food and Beverage
New York's largest free outdoor performing arts festival

- Oversee food and beverage operations of large-scale cultural event production with 30+ staff per show
- Coordinate event catering, signage, displays, vendors, design, and staff needs
- Obtained proper food and liquor permitting through the correct regulatory agencies
- Assist in sales growth to reach more \$1.7M in F&B net sales for the season and implemented cost-reducing strategies

Governor's Ball 2021
VIP Services Manager

- Supervised the buildout of a temporary kitchen and worked with the chef in menu creation
- Led a team of 50 staff to produce high-end buffets with upscale service

2014 to now

GREAT PERFORMANCES
Special Events Financial Controller
Largest privately held Hospitality Management company in New York with annual revenue of \$60M+

Miami Open Tennis Tournament Controller 2015 to 2018
Miami International Boat Show Controller 2016 to 2020

- Control of over \$6M in total revenue on a fourteen-day tournament, \$2M million in cash transactions, the functionality of 100+ cash registers and 150+ cashiers
- Assist with the project and site-related objectives, including acquisition, vendor + staff management, product ordering, bar + restaurant operations
- Create interactive dashboards using Tableau to monitor KPIs
- Produce P&Ls, Budgets and enter journal entries
- Oversee the financial operations of venues such as Jazz at Lincoln Center, Brooklyn Museum, Brooklyn Academy of Music, and Apollo Theater. Generate budgets, profit and Loss reports (P&L), and cash flow statements to present to outside auditors

Apollo Theater - Food and Beverage Manager (2015)
The Plaza Hotel - Accounting Assitant (2014)

EVENT PRODUCTION
OPERATIONS

FINANCIAL
PLANNING & ANALYSIS

TEAM / CLIENT
RELATIONSHIPS

FOOD + BEVERAGE
KNOWLEDGE