

NATHANIEL HUNT

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Relationship-driven leader with five years of graduate recruitment and enrollment experience at a top-ranked business school and six years building a technology company from concept to public launch. Raised graduate yield to 57.6 percent against a shrinking applicant pool, and created a staff development program that has become the best-attended series in the college. Looking for a role built on relationships, programming, and leading a team.

PROFESSIONAL EXPERIENCE

Admissions Officer II | University of New Hampshire, Peter T. Paul College of Business and Economics Sept 2023 - Present
Promoted from Admissions Officer I in 2024. Graduate recruitment, enrollment strategy, and event leadership.

- Raised graduate yield to 57.6 percent for fall 2026, with 194 of 337 admitted students enrolling, up 17.3 percentage points from 40.3 percent at the same point the previous year. Held enrollment nearly flat on 169 fewer admits, finishing within 10 accepted offers of the prior year while sector-wide pressures shrank the top of the funnel.
- Recruited the largest Online and Hybrid MBA class in program history for spring 2025.
- Converted a full recruitment funnel from a single event: 20 attendees at the Spring Area Reception produced 14 applications, 14 admissions, and 14 enrollments.
- Supported the launch of six new graduate certificate programs for fall 2026, each of which enrolled students in its first semester offered.
- Partnered with the program director to restructure one certificate into a single-semester format for student-athletes with one year of eligibility remaining, enrolling five or more athletes in its first term.
- Trained and supervised the Admissions Officer I for a year, covering CRM practice, recruitment strategy, and prospect communication.
- Own Salesforce-based applicant tracking and build the enrollment dashboards and conversion reporting used by college leadership.
- Serve as the department liaison to UNH Athletics for graduate student-athlete recruitment.
- Design and host recruitment programming year round, including area receptions, admitted student days, and 52 virtual information sessions in 2025-26; improved lead conversion and event engagement 20 percent year over year.

Co-Founder | AVARON Sports (SPAIR LLC) March 2020 - Present
Athlete and team development platform for individual athletes, coaches, and programs.

- Lead a team of four, setting company direction, running all company meetings, and serving as the primary voice with customers and partners.
- Made the decision to end five years of hardware development and rebuild the business as a software product, then led the rebrand and shipped the app to the Apple App Store in July 2026.
- Raised \$75,000 in non-dilutive funding through pitch competitions, presenting to investors, judges, and industry panels.
- Conducted more than 200 user interviews with athletes and coaches to define the product, and built a coach outreach pipeline in HubSpot covering more than 880 contacts.
- Directed brand strategy, pricing, and partnership development across technical and creative functions.

Operations Coordinator (part-time) | New Hampshire Select Soccer Club, Exeter, NH Oct 2025 - Present
● Run on-field operations for practices and competitions, and serve as liaison among coaches, parents, referees, and facility staff so coaching staff can stay focused on their teams.

Graduate Recruitment Assistant | University of New Hampshire May 2022 - Sept 2023
● Led event planning and national recruitment travel, and supported prospective students from first inquiry through matriculation with personalized communication and CRM management.

LEADERSHIP AND SERVICE

Chair, then Co-Chair | Staff Advisory Committee, Paul College 2025 - Present

- Lead a seven-member committee that serves as the direct line of communication between college staff and the dean.
- Created and continue to run a professional development series after the university cut most development funding, drawing on faculty and staff expertise in house and recruiting outside industry professionals to donate their time. Sessions on networking, LinkedIn, AI in the workplace, Excel, and personal finance draw 25 or more attendees each and are consistently the committee's best-attended programming.
- Brief every presenter in advance on the audience and stakeholders so each session lands with the people in the room.
- Refocusing the committee for 2026-27 on its advisory mandate through staff listening sessions and standing meetings with the dean.

Business Mentor | UNH ECenter 2021 - Present
● Advise student founders on business model, customer research, and go-to-market strategy.

Assistant Coach, Spaulding High School Boys Lacrosse (2025) | Coach, Cocheco Youth Lacrosse (2022-2024)

EDUCATION

Master of Science, Leadership — University of New Hampshire | GPA 4.0 May 2025

Graduate Certificate, Nonprofit Leadership — University of New Hampshire | GPA 4.0 March 2024

Bachelor of Arts, Philosophy: Ethics and Social Responsibility — University of New Hampshire | GPA 3.95 Dec 2021

Minor: International Affairs

SKILLS

CRM and analytics: Salesforce, HubSpot, enrollment and conversion reporting, Excel, Google Sheets, Tableau (beginner)

Leadership: staff supervision and training, committee leadership, cross-functional collaboration, program launch and operations

Relationships: event design and hosting, public speaking, strategic partnerships, stakeholder management, advocacy