

# NICHOLAS KITE

Community-driven leader with extensive experience in nonprofit leadership, public service, and employer wellness engagement. Proven track record in building partnerships that expand access to free and low-cost recreation, healthcare, and the arts. Demonstrated success in managing programs, coordinating cross-sector initiatives, and driving innovation across diverse communities.

## WORK EXPERIENCE

### CORPORATE ACCOUNT MANAGER, EMPLOYER SOLUTIONS

Montage Health – Oct 2024 to Present

- Lead strategic partnerships with employers across Monterey, San Benito, and Santa Cruz Counties to deliver onsite wellness services, health screenings, lectures, and preventive health initiatives.
- Spearhead the transition of the department from 'Worksite Wellness' to 'Employer Solutions,' launching new service lines including VR meditation, flu vaccine clinics, and digital Health Information Centers.
- Coordinate with clinical and marketing teams to expand access to preventive health while driving engagement across diverse employer sectors.

### DIRECTOR OF RESTORES

Habitat for Humanity Monterey Bay – Sept 2016 to Oct 2024

- Directed operations of 2 non-profit resale stores spanning 2 counties, ensuring alignment with organizational mission.
- Spearheaded safety protocols during the Covid-19 pandemic, safeguarding both staff and volunteers.
- Achieved consistent year-over-year sales growth, even amidst challenging circumstances.
- Amplified volunteer engagement by 100%, fostering a robust sense of community involvement.

### INTERNET SALES MANAGER

Capitol Ford (DGDG.com) – Jan 2015 to Sept 2016

- Facilitated seamless transition during ownership change to DGDG.com, preserving customer satisfaction.
- Maintained top-tier customer satisfaction ratings with Ford Motor Co.

### ECRM MANAGER

DGDG.com – Apr 2011 to Jan 2015

- Managed CRM software for 14 car dealerships, streamlining sales processes and enhancing efficiency.
- Trained and supported over 150 sales professionals, optimizing CRM utilization and boosting productivity.
- Implemented data-driven reporting mechanisms, empowering management decision-making.

### PHOTOGRAPHER / ACCOUNT MANAGER

MBI Media – Aug 2008 to Aug 2010

- Documented San Jose Airport Remodel stages for City Archives, ensuring comprehensive historical records.
- Produced time-lapse videos of Bay Area construction projects, facilitating project monitoring and documentation.

## EDUCATION

### BACHELORS DEGREE

Brooks Institute of Photography, Santa Barbara – June 2005 to June 2008

Specialized in digital imaging, graphic design and small business. Completed in an accelerated 3-year program.

## **LEADERSHIP MONTEREY COUNTY**

Feb 2024 to Present

## **MONTEREY COUNTY BUSINESS COUNCIL**

10-month leadership program preparing future community leaders to address regional challenges and support economic growth in Monterey County.

## **OTHER RELEVANT EXPERIENCE**

### **CHAIR**

Monterey County Parks Commission – 2024 to 2025

- Monitored and evaluated park projects and programs to ensure compliance with regulations and alignment with community goals.
- Provided recommendations and guidance to the Parks Department on policy decisions, budget allocations, and project priorities.
- Helped design and mobilize volunteers to build the County's first disc golf course at Royal Oaks Park.
- Engaged with community members, local organizations, and government officials to address concerns and gather input for park improvements.

### **COMMITTEE MEMBER**

Monterey County Economic Development Committee – 2023 to Present

- Contributed to initiatives aimed at fostering economic growth and development in Monterey County.
- Provided insights and recommendations based on knowledge of local economic landscape and community needs.

### **COMMISSIONER**

City of Marina Recreation and Cultural Services Commission – 2021 to 2023

- Applied business acumen to oversee recreational initiatives, aligning with community interests and needs.
- Developed innovative programs to promote community engagement and enhance quality of life.
- Worked closely with city officials and stakeholders to address evolving recreational needs.

### **BOARD PRESIDENT**

Marina Youth Arts – 2021 to Present

- Fostered collaboration between Marina Youth Arts and community entities to revitalize youth arts projects.
- Expanded outreach and participation through strategic partnerships.
- Championed inclusive programming ensuring access for all youth.

### **BOARD VICE PRESIDENT**

Monterey Stinging Jellies Disc Golf Club – 2018 to Present

- Planned and hosted 7+ large disc golf events in the region.
- Founded and run Jr. Jellies Kids Disc Golf Day with participation from over 75 families.
- Leading efforts to install two new disc golf courses in Marina and one in Salinas.

### **BOARD MEMBER**

Citizens for Sustainable Marina – 2016 to 2020

- Participated in community cleanups and graffiti removal.
- Rescued native plants from development sites before destruction.