
SENIOR SALES EXECUTIVE

Extensive results-oriented sales experience

Highly accomplished in exceeding quotas and sales performance goals. Continuously demonstrated excellence in revitalizing stagnant programs, projects, products, and sales teams to surpass challenging targets and reach new competitive heights. Dedicated to utilizing executive leadership and sales management expertise to secure high-net-worth clients, increase revenue, and advance organizational mission.

- Sales Management
- Client Retention
- Effective Presenter
- Sales Leadership
- High-Net Worth Clients
- Detail Oriented
- Strong Communications Skills
- Superior Relationship Mgmt
- Positive Attitude and Personality

Professional Experience

VITALE HOMES, KB HOME, REDFIN, NEW HOME STAR, Palm Harbor/Tampa Bay, FL
SALES MANAGER - NEW HOME CONSTRUCTION, LICENSED REAL ESTATE, 2019-Present

- ◆ Team management, build, train, and manage staff to maximize sales.
- ◆ Drive traffic through marketing initiatives to generate traffic and sales to exceed company sales goals.
- ◆ Maintain sales office, model home, and community to white glove standards.

SPC CONSULTING, Tampa, FL

ANGEL INVESTOR/CEO, 2006 - Present

Effectively worked with small cap companies, business angels, and venture capitalists to raise funds for start-ups, company expansions and public offerings. Put lucrative plans into action that penetrate and grow clients' target markets. Perform in-depth examinations of finances and determine the best courses of action for multiple types of business to achieve strategic growth. Design marketing and sales plans that increase profits and strengthen business development processes. Excels at hands-on running of the sales team as well as working with high-net-worth individuals and companies. (OptimizRx, Cryoport, Leedon, LRMA, Etc...)

- ◆ Successfully turned multiple start-ups public.
- ◆ Increased revenue year after year; raised millions of dollars for investments.

Additional Experience

Vice President & Regional Sales Manager at Franklin Templeton Investments, New York, NY 2002 - 2005

Vice President & Regional Sales Manager at Oppenheimer Funds Distributor, FL 1996 - 2002

- Worked for Two of the largest investment mutual funds in industry. Implemented sales strategies utilizing a consistent "sales story". Develop and educate customers and sales staff with dynamic presentations. Reduce market risk by implanting product goals and diversifying sales initiatives. Build, strengthen and maintain key account relationships. Maintained communication with C-level management to ensure marketing activities aligned with business goals. Provided leadership and direction to sales teams to guide the creation of marketing materials and ensure congruence with objectives.