

Contact

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Top Skills

Account Management
Retail Sales
Sales Management

Anthony Costanzo

InvestNext

Berkeley Heights, New Jersey, United States

Summary

People are my passion. I strive to make sure the customer is always taken care of regardless of the circumstances. Truly understanding an individual and guiding them to their goals is a rewarding lifelong pursuit. Using proactive methods to understand the person, remove obstacles, and create a connection allows for honest communication, relationships, and business. This mindset has allowed me to enrich and benefit many lives by helping customers to create new skill sets, adapt to new mindsets, and generate lifetime value for the customer.

My customers sense my authentic care and passion to help them succeed. This creates a space of trust and allows us to work toward our goals.

Feel free to contact me and I'd love to have a chat with you over a delicious cup of coffee. (Boba tea works fine too!)

Experience

InvestNext

1 year 7 months

Sr. BDR

January 2024 - Present (4 months)

- Transitioned to help build the outbound sales team
- Helped generate \$60,000 in outbound driven opportunities in Q1
- Initiated connection in new channel partnership
- Implemented Agoge sequence for outbound campaigns

Sales Executive

October 2022 - December 2023 (1 year 3 months)

- Conducted engaging software demos for SMB to Enterprise clients

- Collaborated with cross-functional teams to develop and execute sales strategies, leading to successful group sales calls and increased customer acquisition.
- Represented InvestNext at the BestEver conference, effectively engaging potential clients and generating a substantial number of leads.
- Implemented outbound sales initiatives, including cold outreach campaigns, resulting in a significant increase in lead generation and brand awareness.

Better

2 years

Senior Account Executive (Mortgage Loan Officer)

August 2021 - March 2022 (8 months)

Charlotte, North Carolina, United States

- Manage a pipeline of up to 100 clients through sales, processing, and closing of home loans from 50k - 1.5 million
- Collaborate cross functionally with sales, title, processing, and closing teams to deliver a smooth process for homeowners.
- Lead daily standup with sales assistants for daily priorities
- Individual training with colleagues on new workflows

Account Executive (Mortgage Loan Officer)

September 2020 - July 2021 (11 months)

New York, New York, United States

- Consistently hit goals and placed in top 33% of sales
- Managed a sales pipeline of up to 600 files
- Co-managed 7 Account Executive Assistants
- Led team and Individual trainings on sales, product promotions, and troubleshooting

Account Executive Associate

April 2020 - August 2020 (5 months)

New York, New York, United States

- Consistently made up to 50 calls a day or generating 3 hours of conversation building trust and winning business
- Handled priority leads from Account Executive
- Managed a full Sales Pipeline for up to two weeks
- Passed NMLS Test on 1st attempt within 4 months of hire

Castello di Amorosa

Sales Associate

January 2019 - July 2019 (7 months)

Calistoga, California

- Generated on average \$30,000 in monthly sales revenue, placing me in the top 10 out of 50 sellers on the sales team

- Met or exceeded my sales goal every month up to 240%

Built and managed on average 150 new customer and VIP relationships daily while ensuring an exceptional customer experience

- Ensured renewal of memberships while continuing to deliver value-added products and services

- Promoted to lead churn reduction

Wingate Wilderness Therapy

Senior Field Guide

September 2017 - August 2018 (1 year)

Kanab, Utah

- Managed 2 junior field guides on 12 two-week expeditions into the challenging wilderness of Utah to mentor groups of 8 at-risk youth suffering from emotional and addictive issues

- Organized and led daily stand-ups to assess team fortitude, gauge positive and negative lead indicators of clients, and discuss treatment implementations

- Developed and conducted lessons on psychological principles to aid staff in effective strategies with their clients

Joy English

Teacher

March 2016 - March 2017 (1 year 1 month)

Xiamen, Fujian, China

- Created an advanced oral English curriculum for 6 classes containing 25 students each ranging from 3 to 14 years old, boosting engagement and verbal skills

- Developed and conducted workshops to assist teachers and faculty with classroom engagement skills and oral English development

- Accountable for 4 foreign teachers' onboarding training, including in-class observation, and providing feedback to ensure competency and adherence to school standards and policies, creating a nurturing and proactive culture

York English

English Teacher

August 2015 - March 2016 (8 months)

Fuzhou, Fujian, China

- Planned, taught, and scored grades for 6 classes at an English Training School, ensuring student retention of key concepts, and ultimately winning an award for generating the most new students for the school through promotions
- Collaboratively generated new ideas in weekly meetings to improve teaching skills through class management, focusing on problem areas, and new engagement techniques

The Kessler Foundation Research Center

Research Assistant

July 2014 - July 2015 (1 year 1 month)

-Established strategic partnerships with hospitals, doctors, online forums, and subjects to expand subject pool and generate data to retain research grant

-Oversaw, scored, and maintained data collection for neurological tests

Boston University

Research Assistant

September 2013 - May 2014 (9 months)

Boston, Massachusetts

- Analyzed, discussed, and coded qualitative data in NVivo for a study on coping in women with HIV to better understand the link between psychological challenges and factors related to women struggling with HIV
- Worked in a team conducting a directed study analyzing links between pronoun usage and coping factors for potential clinical application
- Participated in weekly meetings to analyze current studies, provide feedback for changes, and implementation to strengthen research

Seton Hall University

Teacher's Assistant

January 2013 - May 2013 (5 months)

South Orange, New Jersey

- Clearly explained and taught lab procedures while ensuring competency of students in the application of class theories
- Tutored students to ensure understanding of key concepts

- Maintained lab safety procedures so students could operate in a controlled environment to achieve class goals

Camp Ramapo for Children

Challenge Counselor

June 2012 - August 2012 (3 months)

Rhinebeck, New York

- Worked intensely with children ranging from 5 to 17 years old with behavioral problems and/or cognitive impairment, guiding them to ultimately manage their emotions and have more positive interactions
- Facilitated and led team building exercises to challenge the children personally and team to drive group cohesion
- Behavior managed children with special needs, deploying empathy techniques with the goal of self-identifying and recognizing patterns of behavior

Education

Boston University

Master of Arts (M.A.), Psychology · (2013 - 2014)

Seton Hall University

Bachelor of Arts (B.A.), Psychology-Honors · (2009 - 2013)

Activity

04/18/2024, Imeila Fonua added candidate to BDR- Test Sample