

Contact

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Top Skills

Quotas

Lead Qualification

Value Selling

Joshua Lanzieri

Sales Manager at Bluegreen Vacations
Seymour, Connecticut, United States

Summary

Passionate Sales Manager achieving a consistent 130% of budget and driving team success in marketing vacation club products. I help companies identify qualified leads and increase pipeline and am responsible for turning a failing store into producing over budget consistently.

Experience

Bluegreen Vacations

1 year 5 months

Sales Manager

August 2023 - Present (9 months)

Scarborough, Maine, United States

- Exceeded store budget by 200% in first month as Manager, contributing significantly to financial success three-quarters through the budget cycle
- Successfully revitalized a struggling sales team, driving performance above budget
- Pioneered the introduction of our product into a new market, expanding our reach and market presence

Sales Representative

December 2022 - July 2023 (8 months)

Bridgeport, Connecticut, United States

- Emerged as the top team performer within two months of assuming the role
- Sustained a consistent achievement of 150% on monthly targets
- Effectively managed 50% of the team budget for two consecutive quarters prior to promotion
- Closed 25% of leads

RE:WORK TRAINING

BDR Candidate

February 2024 - Present (3 months)

Seymour, Connecticut, United States

re:WORK TRAINING, a 501(c)3 nonprofit organization, is creating workplaces that reflect the

diversity of our neighborhoods.

As a BDR Candidate, I help re:WORK scale their impact by generating qualified prospects through my

participation in their Get This Work Bootcamp, including:

- Generating outbound leads and handle inbound leads for the company's Tech Sales Training Program, Donor Program & Corporate Partnership Program
- Qualifying and develop a robust sales pipeline for RE:WORK's spectrum of programming
- Scheduling and conduct sales calls and demos
- Working closely with Sales and Marketing teams to develop regular strategic plans to meet the company's monthly, quarterly and annual goals
- Maintaining and update prospect records in our CRM to ensure accurate reports
- Communicating and identify areas of improvement in the sales process

Lanzieri Detailing

Founder

July 2022 - January 2023 (7 months)

New Haven County, Connecticut, United States

I founded and operated an independent Mobile Auto Detailing business, successfully achieving financial stability and profitability. Later, I transitioned into a sales-oriented profession with the objective of refining and leveraging my sales skills. This transition was prompted by noteworthy success in managing and growing my business within consumer services.

Education

Southern Connecticut State University

Activity

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