**Ciro J. Di Domenico**

**27816 Inverness Mission Viejo, CA 92692**

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**Experienced Sales Manager with strong background in consumer products and business development**

**Summary of Qualifications**

* Extensive experience in sales & marketing
* Able to increase sales and market share
* Skilled negotiator and problem solver
* Experienced in developing sales and marketing strategies
* Developed Policies and Procedures
* Familiar with sales management contact software ACT, Goldmine and Sales Force

**Employment History**

**Save Most Self Storage**

**Customer Service, Sales & Operations 03/2017 to 10/2019**

* Customer Inquiries
* All aspects of collections, liens, etc.
* Contracts
* Liaison between vendors and ownership

Identified facility repairs

**Mission Hospital Ambassador 12/2015 to 01/2017**

* Liaison between hospital patients, guests and staff
* Greet and handle patient concerns in outpatient waiting areas
* Assist Rapid Response Nurse in Emergency Room environment with patient and guest concerns in waiting room area
* Identify patients with special needs to Rapid Response Nurse
* Make certain patient and guests needs and concerns are being meet in all areas by hospital staff
* Report any unusual activity or safety and security concerns to appropriate departments
* Assist patients and guests completing forms
* Handle complaints by patients and guests to appropriate department

**DentoPrice.com 03/2014 to 12/2014**

**Sales Director**

* Create marketing programs
* Present program to dentists to join our website
* Present program to groups of dentists

**Lifestyle Lift 08/2012 to 04/2013**

**Consultant**

* Consulted with patients to determine what procedures they were interested in Reviewed all Lifestyle Lift procedures available at surgery center
* Handled all the paperwork including financing, etc.
* Kept track of patient from first consultation through completion of procedure and beyond via contact software program.

**Happy Hour Debit Card 01/02/2010 to 06/2012**

**Territory Manager**

**(949) 745-7661**

* Sold Debit Card to business Hr. Departments & Restaurants

**KPA LLC 1/2008 to 6/2009**

**Regional Account Executive**

* Rank 3rd of 9 Account Executives
* Will end 2008 with over $200,000 in sales
* April 2008 territory expanded to Arizona
* June 2008 territory expanded to Northern California and Nevada
* July 2008 responsibilities increased to call on Truck and Agriculture
* July 2008 responsibilities increased to cover automotive groups

**Dealer Specialties (Division of Trader Publications) 01/03 to 12/2007**

**LA Sales Manager**

* Responsible for a sales team of 8 Representatives
* Responsible for the hiring & training of the sales team
* Development of new accounts
* Develop marketing strategy in existing accounts as well as new accounts
* Developing Sales Procedures and disciplines
* Developed tracking system for prospects and repeat business
* Responsible for maintaining our dealer relationships
* **Opened over 450 new dealers from 2003 through 2007**

**Camisasca Automotive Manufacturing, Inc. Lake Forest, CA 03/00 to 11/02**

**National Sales Manager**

* Responsible for Aftermarket sales and distribution
* Directed distribution from traditional auto class of trade to catalog, car club enthusiasts and gift
* Developed packaging and fixtures for traditional and new classes of trade
* **Increased sales by 58 percent**
* Directly supervised telemarketing

**Consulting Mission Viejo, CA 11/98 to 02/2000**

**Independent consultant to entrepreneurial consumer product companies**

* Developed formal presentations
* Developed strategies for sales, marketing, distribution and advertising
* Fixture design
* Developed point of**purchase material**
* Packaging

**English Ideas Cosmetics, Ltd. Irvine, CA 11/96 to 09/98**

**Vice President of Sales**

* Responsible for sales and distribution
* Established sales, marketing and distribution strategy and redirecting sales from independent distributors to a direct sales organization
* **Established direct sales to 130 specialty and department stores, including Saks Fifth Avenue, Nordstrom and Bloomingdale’s**
* Increased distribution in salons and spas
* **Played a key role in legitimizing company to investors**

**Amerfit (sports nutrition/supplements and diet products) Bloomfield, CT 02/95 to 10/96**

**Regional Manager**

* **Directed and increased sales from $800.0 to $1.4 million within a year**
* Established food broker network including distributors such as Bergen Brunswig, McKesson and Fleming Foods
* Initiated retail distribution to Longs Drug, Drug Emporium, Fedco, Vons and ABCO
* Maintained positive relationships with health food distributors such as Tree of Life, Nature’s Best and Ray’s Food Service
* Managed 7 independent representatives

**Revlon, Inc. New York, NY 10/82 to 02/95**

**Western Regional Sales Manager**

* Hired and transferred to the West Coast to managed 14 western states
* Increased region sales ranking from 5th to 2nd within two years
* **Managed 14 account executives and promotional coordinators generating $13 million in sales**
* Established advertising and distribution strategy for the region
* Transferred back to the East Coast at companies request and returned a year later to develop a new division “Guess Parfums”
* **Region achieved #1 ranking, $500.0 over plan**