

JUSTIN P. ROSSI

1150 Fremont Street, San Jose, CA 95126 · (408)561-6335
Justin.rossi12@gmail.com

QUALIFICATIONS

- Aggressive prospecting capabilities enabling rapid pipeline generation
- Experience managing sales cycles within SMB from start to close
- Effective presentation skills that lead with solution/technical selling versus product selling
- Strong communication and organizational skills to go to market with Channel, Field and Marketing

EXPERIENCE

SALES MANAGER, EL OBSERVADOR PUBLICATIONS

3/2018-PRESENT

SAN JOSE, CA

- Establish relationships with new customers and secure contracts with new customers that achieve assigned sales quotas and targets
- Drive the entire sales cycle from initial customer engagement to closed sales
- Qualify prospects against company criteria for ideal customers and sales
- Meet with commercial and residential clients in order to conduct estimates and draft and deliver proposals
- Keep detailed notes on prospect and customer interactions
- Work with delivery teams to proactively address problems
- Manage and nurture pipeline to further develop new/existing accounts for future opportunities.
- Be a positive representative of the company and its brand in the marketplace
- Effectively navigated the challenges of COVID-19, transitioning team from full-time office to fully remote while exceeding expected financial performance translating into two record years
- Tenure as Sales Manager increased company sales 50%

BROKER ASSISTANT, PREMIER REAL ESTATE GROUP

1/2017-3/2018

SAN JOSE, CA

- Assist in finding prospects and leads
- Engage prospect with property, and secure meetings
- Provide client and broker support when needed
- Provide professional after-sales support

SALES ASSOCIATE, EL OBSERVADOR PUBLICATIONS

8/2015-3/2018

SAN JOSE, CA

- Prospect for potential customers using various direct methods such as calling and face to face meetings, and indirect methods such as networking.
- Drive the entire sales cycle from initial customer engagement to closed sales
- Consult with prospect about business challenges and requirements, as well as the range of options and cost benefits of each.
- Report on sales activity
- Conduct all sales activities with the utmost integrity and professionalism

EDUCATION

CALIFORNIA STATE UNIVERSITY, SAN FRANCISCO

**8/2013-7/2015
San Francisco, CA**

Completed two (2) years of study towards a Bachelor of Science Degree in Kinesiology. Completed general education

BELLARMINE COLLEGE PREPARATORY

**5/2012
San Jose, CA**

INTERESTS

Golf, Boxing and Reselling