

VINCENT I. PESANTE

Sales, Marketing, & Business
Development Professional

CONTACT

917-337-3387

Vincent.I.Pesante@gmail.com

linkedin.com/in/vincent-pesante

EDUCATION

University of Pittsburgh – B.A.

SAE – School of Audio Engineering

SKILLS

Sales | Client Services | Project

Management | Data Management |

ZoomInfo | Salesforce

EXPERIENCE

Sales & Leasing Consultant

Bayside Volkswagen

4/23 - 2/24

- Managed all aspects of the sales process, from lead generation and initial contact, to finalizing paperwork and delivery; ensuring a seamless and positive customer experience.
- Negotiated pricing and financing options to obtain optimal value for customers while maintaining profitability for the dealership.
- Closed over \$2.5M in new and used vehicle sales FY23. Exceeding sales goals in Q2, Q3, and Q4 by 20%.
- Maintained high customer satisfaction through prompt issue resolution and personalized post-sale follow-up.

Account Executive, Inside Sales | New Business Development

iHeartMedia

5/22 - 1/23

- Prospected and cultivated a steady pipeline of leads with quality research and thorough outreach.
- Collaborated with various internal teams to create effective campaigns that best suited the client's KPIs and maximized ROI.
- Fostered and nurtured relationships within the existing client base to retain and renew key accounts.
- Presented detailed client proposals through storytelling to communicate the value of a campaign.

Account Executive, New Business Development | Marketing Manager

Heads Up Fire Sprinkler, Co.

1/18 - 4/21

- Led full rebrand with the introduction of a new company logo and website.
- Managed digital overhaul utilizing web, SEO, social, and new CRM tool which helped generate a 50% increase in new leads/web traffic over the second half of FY18.
- Oversaw existing client relationships while vetting new contractors and evaluating upcoming projects; closed several contracts totaling \$3.5M in new business for FY19.
- Forged strategic partnerships leading to the full digitization of our Inspection department, increasing efficiency and simplifying collections for 900+ service accounts.

Customer Experience Specialist | Delivery Operations

Tesla, Inc.

2/16 - 1/18

- Organized on-site efforts between logistics, sales, and service teams to meet strict EOQ deadlines which lead to \$17 Million in new vehicle deliveries in Q3 FY17.
- Handled post-sale client relations assisting new owners with vehicle delivery scheduling, payment options, trade-in details, and the completion of all required paperwork before providing personalized walkthroughs of the vehicle.
- Prospected potential clients via cold calls and emails to schedule both on-site and at-home test drives.
- Designed and led customer presentations regarding FAQs and assisted with Marketing teams during test-drive events.