

# Vincent I. Pesante

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## Sales • Account Management • Marketing

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### Experience

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#### Account Executive, Business Development | Operations

*Heads Up Fire Sprinkler, Co. Fire Sprinkler Contractor*

*Queens, NY 1/18 - 4/21*

- Built and managed client partnerships while vetting contractors, evaluating new projects, and developing areas to increase revenue collection.
  - Negotiated several large contracts with Noble, Inc. totaling \$3.5 Million in new business.
- Led total rebranding campaign which included developing a new company logo and creation of a brand identity.
- Crafted digital footprint on relevant platforms which generated a 10% increase in new leads and web traffic.
- Established partnership with InspectPoint, leading to the full digital transformation of our Inspection department, increasing efficiency and simplifying the invoice process for more than 900 Service Accounts.
- Spearheaded implementation of new CRM to organize and engage with our accounts, creating follow-up reminders to improve collections.
- Handled day-to-day office operations such as staffing, implementing company procedures, fleet management, placing material orders, and coordinating deliveries.

#### Customer Experience Specialist | Delivery Operations

*Tesla, Inc.*

*Paramus, NJ | Brooklyn, NY 02/2016 - 1/18*

- Engaged with potential clients via cold calls and emails to schedule both on-site and at-home test drives.
- Point-of-Contact post sale to assist new owners in scheduling and arranging vehicle deliveries.
  - Coordinated delivery dates, payment options, and trade-in details in addition to executing all paperwork and providing personalized walkthroughs of the vehicle at delivery.
- Organized on-site efforts between logistics, sales and detailing teams in order to meet strict EOQ deadlines.
  - Led Delivery team to \$17 Million in new vehicle deliveries Q3 '17.
- Developed and led customer presentations regarding FAQ's and assisted during test-drive events.

#### Registration Manager | Technology Coordinator

*Stillwell Partners - Advertising Week*

*New York, NY | London, UK - Contracted '14, '15*

- Managed ticketing and registration credentials for all Sponsors, VIPs, and panelists attending the events.
- Supervised event venues and assisted with all special event operations.
- Trained and managed staff/volunteers in the use of all technical devices and apps used at each point of entry.
- Organized and maintained full inventory and catalog of all digital devices used during the events.

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### Skills

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Sales • Marketing • Presentations • Events • Client Acquisition & Retention • Salesforce (Various CRM) • Data Management • Written and Verbal Communication • Networking • Project Management • Brand Development • Staffing • Training

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### Education

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**University of Pittsburgh** - '14 - B.A. Political Science - Excelled in Statistics and Data Processing.

**SAE - School of Audio Engineering** - Certification in Audio Engineering.

Managed registration and credentials for all Sponsors, VIPs, and panelists.

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