**James A. Sacco**

**170 Main St. Westfield, MA 01085 • 413-388-2524 • jameesacco@yahoo.com**

**Objective:** Results-oriented, self-motivated individual seeking a challenging sales position where personal talents can be utilized to increase market share with a company who places high priority on ethics and initiative.

**Education: Holyoke Community College 1992-1994**

**Agawam High School 1988-1992**

**Experience: SAC Business Services**

*Account Manager* April 2008-Present

Provide business clients finance solutions including lines of credit, sale leasebacks, cost segregation,

and collateral loans. Match customers with the appropriate lenders based on their individual business

needs. Provide exceptional customer service and assist clients throughout the loan process and with follow-up.

**T-Mobile USA**

*Account Development Representative* June 2006-March 2008

Conducted daily site visits to Retail Partner Sales locations providing sales support and training. Conducted

side-by-side selling and coaching of wireless professionals on delivering effective customer service and

wireless solutions. Delivered and replenished merchandise materials ensuring proper product placement,

current promotions and brand recognition. I served as a point of contact for any questions or issues that arose.

Organized and executed sales events and targeted promotions and managed expenses related to these events.

Prospect and conduct meetings and location visits with new product retailers.

**Six Flags New England**

*Account Executive*  May 1999-July 2005

Managed and supervised the Connecticut and New York sales team. Managed over 700 corporate accounts with

revenues over three million dollars per year. Designed and executed a sales plan to reach sales goals and objectives.

Travelled the territory extensively and conducted formal meetings and presentations with clients. Increased market share

each year, and exceeded quotas between 120% to 160% throughout. Prospected the territory extensively through

telemarketing, cold calls, trade shows, and referrals.

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**Garsuto, Inc.** October 1994-May 1999

*General Manager*

Managed day to day operations of a retail liquor store. Responsible for all ordering, scheduling, hiring, banking,

and related day to day operations.

**Strengths:**

*Strong customer service and account management skills.*

*Proven results in increasing market share and achieving sales goals.*