

---

James Distefano

1618 Twelve Oaks Way, #205  
North Palm Beach, FL 33408  
(561) 951-9505  
Distefano2@gmail.com

## SUMMARY

Highly skilled in sales and management with strong ability to develop new business and to grow existing accounts. Proven strengths in negotiation, developing and managing relationships in retail and wholesale areas. Recently obtained Community Association Manager License and have over three years experience as a Legal Assistant specializing in all legal matters including personal injury and contracts.

## SKILLS

- Personable, out-going, with the ability to adapt to diverse situations
- Over twenty years experience as a top sales leader and innovative marketer
- Ability to make quick, accurate assessments and solve problems
- Excellent interpersonal, organizational and verbal/written communication skills
- Work well independently and as a team member with outstanding level of confidence
- Enthusiastic, self-motivated, and flexible with new concepts/procedures
- Interact well with people of all backgrounds and professional levels
- 

## EXPERIENCE

10/12 – Present

Brooks International

### **Business Development Analyst**

- **Front line engagement of CEO's in "high yield" industries**
- **Set meetings with fortune 100 to 500 companies**

2005 – Present

Vinoce-Twenty Rows Winery

### **Florida State Manager/Winery Liaison**

- Train sales personnel at staff meetings and help develop presentations
- Sold over 1,000 cases per year personally
- Responsible for monthly depletion reports to corporate

4/06 – 1/12

Hampton's of Palm Beach

### **Store Manager**

- Increased sales over 40% in the first two years
- Managed and trained staff in sales techniques and customer service

10/05 – 5/06

Laurenzo Italian Market

### **Assistant Wine Department Manager**

- Selling , training and managing staff
- Maintain and sold over \$500,000 of inventory

## **EDUCATION & CERTIFICATIONS**

Temple University

**Bachelors – Business Administration**

**State of Florida C.A.M. License – CAM40008**

**Athlete Management Certificate**

**State of Florida – Real Estate License (Pending)**