RAYMOND M. LEONESSA **8 Beechwood Court Hazlet, NJ 07730**

**(732) 670-4261 Email: rleonessa82@gmail.com**

**SUMMARY**

A diversified and dedicated person in the **Sales/Management Field,** with demonstrated vision and creativity, and possessing strong planning and leadership abilities. Successful in growing and increasing a company's value utilizing broad based skills in **Sales/Marketing, Operations, Finance, Management** and **Team Building**. Proven ability to initiate and implement change in strategic direction to achieve business objectives. Exceptional communication, presentation and organizational skills.

**WORK EXPERIENCE**

**Checkpoint HR/PeopleStrategy**

**Manager of Business Development – 2016 – Current**

Responsibilities include managing a team to develop new business for the Account Executives

• Managed a team of 6 and made sure they were hitting metrics each day

• Made 50-75 calls per day and sent out 300 emails each day attempting to reach prospects

• Set up opportunities for the Account Executives to work

**iCIMS, Matawan, NJ**

**Sales Development Representative – 2015 - 2016**

Responsibilities include cultivating new clients and providing them with maximum exposure

* Always exceeded required sales quotas and goals.
* Set up demonstrations for Solutions Consultant to conduct
* Focused on penetrating companies with an employee count of 2500 or more

**PSP Sports,** New York, NY

***Ad Sales Specialist*** – 2013- 2015

Responsibilities include cultivating new clients and providing them with maximum exposure

* Always exceeded required sales quotas and goals.
* Developed a large client base through prospecting new businesses.
* Developed good relations with clients and gain repeat business.

**CDW Direct LLC,** Eatontown, NJ

***Account Manager*** - 2009 to 2013

Responsibilities included the prospecting of sales leads and turning them into true sales and repeat clients.

* Always exceeded required sales quotas and goals.
* Developed a large client base through prospecting new businesses.
* Developed good relations with all outside technology vendors.

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**Allied Mortgage Company,** Wall, NJ

***Senior Loan Officer*** - 2007 to 2009

Responsibilities included the cultivating of sales leads and turning them into Mortgage Sales.

* Consistently the Top Sales Person in the office.
* I would do a complete follow up of the Loan Package from the Application, Approval, Underwriting and finally to Closing.
* Placed mortgages in-house and with several other lenders.

**Foxtons,** Eatontown, NJ

***Sales Manager*** - 2005 to 2007

I started this position as a Real Estate Inside Sales Associate and worked my way up to Sales Manager.

* Responsible for a Team of Inside Sales Associates, including sales quotas and productivity..
* Developed Sales and Marketing Plans to increase Team Real Estate Listings.
* Consistently received awards for Most Dollar Sales and Most Listings. .
* Unfortunately the company filed for bankruptcy and closed.

**EDUCATION**

**Fairleigh Dickinson University** - ***Major-Business Management***- 2001-2005

**Christian Brothers Academy** - ***Academic Course***– 1997-2001

**The Ranney School** - ***Academic Course***– 1987-1997

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