

Dominick J. Sacci

P.O. Box 1611 • Brodheadsville, PA 18322

Office Phone 570.402.7767 • Direct Contact 570.807.7522 • E-mail: dominick.sacci@pmreinc.com

Business Sales Leader

Dynamic 17+ year career in Pocono Mountain real estate sales and marketing.

- Award Winning REALTOR® with work force conscious, results focused, production driven business skill set that showcases exceptional written and oral communication capacities with strong negotiation and presentation utilities. Sales management style is underscored with enhanced knowledge of people dynamic, decisive decision making, drive and energy.
- Career established evidence of efficient executive leadership within primary operations of Northeast Pennsylvania's largest real estate firm. Supervised Management & Sales Staff of a Multi-Million Dollar Corporation. Provided leadership up to 12 office locations, 40 employees, 7 senior managers, and 120 sales associates.
- With previous employer, maintained resourceful and innovative fiscal management faculties successfully assisted in decreasing overall expenses and increasing net profit revenue(s), year over year, in retracting market cycle. Piloted mergers, acquisitions, and joint ventures as the innovator in the industry, which cultivated and shielded market share that proceeded nearest competitor by double digit gains.

Occupational Highlights:

- ~ Instrumental in transitioning business from discontinuing operations to returning to profitability ~
- ~ Exclusively responsible for sustained reporting and presentation of market trends & statistics ~
 - ~ Applied automated technologies that streamlined and augmented client cultivation ~
- ~ Accountable for growing and maintaining exterior relationships to expand affiliate business services ~
 - ~ Primary role in company expansion through new territories ~
 - ~ Opened locations that reported profits in advance of budget/business plan ~

Professional Experience

Pocono Mountains Real Estate, Inc.
Associate Broker

February 2012 - Present

Utilizing my real estate sales and operational experience to specialize in real estate marketing and transactions.

Largest Real Estate Firm in Northeast Pennsylvania

October, 1994 – September 30, 2011

Stroudsburg, Pennsylvania 18360
President, 2010 – 2011

Initiated employ as a REALTOR® professional. Won numerous awards and acknowledgements for sales production. Promoted to Assistant Property Manager first year with firm, grew leasing business by 300% second year, 50% subsequent year. Negotiated monetary amounts, represented clients as specific attorney for class action legal proceedings. Second year of employ, promoted to Leasing Manager, supervised area's largest rental department, responsible for every aspect of the operations, from commencing application(s) to the transactions conclusion. Doubled gross rental units through aggressive target marketing and a well-nurtured referral program, following year increased production by 30%. Created company's rental policy and procedures.

Year 2000, upon ascertaining Associate Brokers license, managed day-to-day operations of several of the firms' offices. Executed talent attraction, training & education, workplace logistics, operated advertising schedules, spearheaded disbursement of new clients, adherence to company's policies and guidelines, supply maintenance.

Year 2008, as General Manager, through strategic and business planning, assisted in maintaining company within the annual multimillion dollar budget and profit & loss statements. Created and implemented senior manager training program and manual. Created and implemented mentoring program for new sales associates. Hosted training seminars for sales professional, award ceremonies, manager & staff meetings, office & monthly company sales meetings. Promoted the company's success through numerous internal and external marketing medias.

Awards/Achievements:

Rookie of the Year	1995	Outstanding Salesperson	1996 & 1999
Certificate of Achievement	1998	Million Dollar Presidents Club	1998 & 1999
Employee of the Year	2002	Manager Appreciation Award	2006

Charity Organization Affiliations:

Muscular Dystrophy Association-Lock Up
American Cancer Society-Relay For Life
Tobyhanna Ecumenical Hunger Ministry-Food Drive
American Red Cross

Habitat for Humanity-House in a Box
Monroe & Pike County Children & Youth-Adopt a Family
Sons of Italy-Toys for Tots
Pride of Chestnuthill