

TONY VENTIMIGLIO

Business Consultant | Sales Leader | Author | Entrepreneur

I have spent my career being accountable for results — building sales organizations, managing operations, developing businesses, improving performance and finding opportunities others overlooked. Today I am applying that experience to consulting, CRM maximization, customer reactivation, publishing, product development and community support.

BUSINESS CONSULTING

Helping owners and sales leaders improve results through practical strategy, sales management, process improvement and business development.

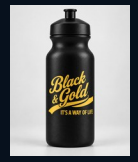
CURRENTLY BUILDING



Author / Publisher



Author / Publisher



Black & Gold



Business Tools



Financial Tools

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WHAT I'M DOING NOW

Still building. Still selling. Still creating.

The work today is broader than one title or one business.

BUSINESS CONSULTING

Helping owners and sales leaders improve results through practical strategy, sales management, process improvement and hands-on problem solving.

CRM MAXIMIZATION + CUSTOMER REACTIVATION

Cleaning up customer and prospect data, improving pipeline visibility, finding dormant opportunities and reconnecting with customers and leads that should not have been lost.

PUBLISHING + CONTENT

Writing and publishing books, building audience-facing content and turning personal experience into useful stories, lessons and resources.

BUSINESS + FINANCIAL PRODUCTS

Developing practical tools such as the Small Business Success Pack, Budget Buster, Knowledge Loophole and related resources designed to solve real problems.

COMMUNITY SUPPORT

Helping nonprofits, churches and community organizations shape offers, build campaigns and create fundraising opportunities with hands-on strategy, execution and accountability.

BLACK & GOLD — IT'S A WAY OF LIFE

Building a consumer product brand around Pittsburgh pride, work ethic, identity and grit — beginning with drinkware and expanding into additional products.

LEADERSHIP AT SCALE

I have been responsible for real numbers, real people and real outcomes.

HOMEFIELD FINANCIAL

Director of Production | 2005–2007

Led the sales and processing organization of a 200-person national mortgage lender, including 70+ loan officers and 20+ processors. Oversaw recruiting and customer service while identifying revenue-producing opportunities and improving productivity.

Average monthly closings of approximately $65 million in real-estate-secured loans.

Restructured compensation and incentive plans to improve staff performance.

Improved profitability through higher yields, productivity gains and organizational changes.

Sales Manager | 2003–2005

Built a new sales team from the ground up.

Grew monthly production from zero to 110 loans.

Developed the company's #1 team for four consecutive months and earned promotion to Director.

ITT FINANCIAL SERVICES

Vice President / Divisional Director

Received multiple promotions during an extended tenure and ultimately managed productivity across 25 consumer finance branches. Responsible for portfolio control, loan production, staffing, budgets, new-site development and branch start-ups.

Managed performance across 25 branch locations.

Built budgets, developed new sites and led start-up operations.

Received ITT's "Superstar Award" for performance in the Top 1% nationally.

The common thread

Accountability for revenue, productivity, people, process and profitability.

ENTREPRENEURIAL + SALES LEADERSHIP

Building businesses, teams and markets

California Mortgage Advisory Corp.

President | 2007–2009

Built a mortgage company from inception: location, lease, equipment, banking relationships, FHA approval, marketing, advertising, database development and networking.

Home Loan Funding, Inc.

Branch Manager | 2001–2003

Launched a new branch, built sales and processing teams and developed the operation into a strong producer of volume and profits.

Real Estate and Home Loan Center, Inc.

Vice President / Broker | 1998–2001

Created and implemented marketing programs, strengthened client relationships and helped develop the organization’s website.

Multiple Mortgage Companies

Loan Officer | 1994–1997

Built branches and sales programs. At Seacoast Equities, ranked #1 in Riverside and #2 in the company out of 20 locations.

Tri County Funding, Inc.

Vice President / Co-Director | 1990–1994

Directed daily operations, hired and trained staff, managed budgets and vendor relationships, and created a direct-mail program that added about 100 closings per month.

RECRUITING + BUSINESS DEVELOPMENT

Management Recruiters of Templeton

Account Executive | 2011–Present

Develop relationships with employers and candidates, uncover business needs, sell solutions, introduce qualified candidates and manage successful transitions. Built an email-marketing program to create brand awareness and generate leads, while training junior staff in research, sales, marketing and prospecting.

What that work sharpened

Prospecting and opening new relationships.

Listening for the real problem behind the stated need.

Negotiation and closing.

Database development, email marketing and follow-up.

Research, sourcing and evaluating people and opportunities.

WHY IT MATTERS NOW

The same skills now support my consulting work:

finding lost opportunities, improving follow-up, cleaning up customer data, rebuilding pipelines and helping companies get more value from the customers and prospects they already have.

If business is being left on the table, I want to find it.

COMMUNITY + PROFESSIONAL LEADERSHIP

Leadership has never been limited to a job title.

Director, Rotary Club of Cayucos / Seaside
Member, Rotary Club of Cayucos / Seaside
Past Director, Tustin Chamber of Commerce
Past Ambassador, Tustin Chamber of Commerce
Past Vice Chair, Business & Economic Development Committee, Tustin Chamber of Commerce
Past Chair, Business Outreach Committee, Tustin Chamber of Commerce

Past President, Platinum Club BNI
Past Membership Committee, Platinum Club BNI
Past Member, Morro Bay Chamber of Commerce
Past Member, Morro Bay Merchants Association
Past Member, Central Coast Professional Networkers
Member, Global Speakers Forum

EDUCATION + DEVELOPMENT

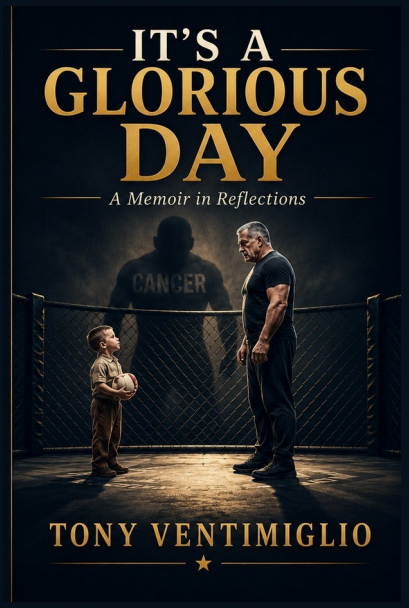
Associate of Science, Dean’s List Honors — Community College of Allegheny County, Pittsburgh, PA

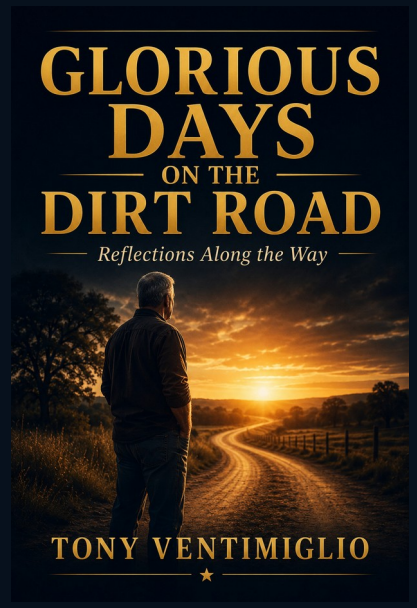
Sandler Sales Institute — President’s Club Member
Residential real estate investor

WHAT COMES NEXT

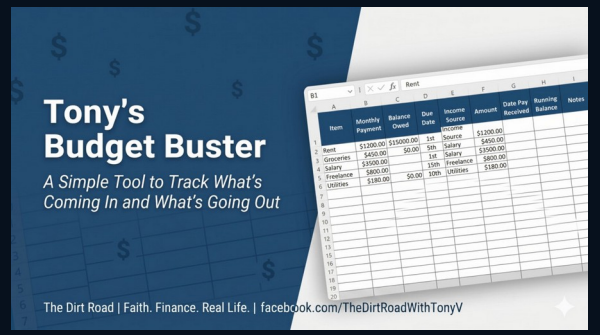
Experience is only useful if you still put it to work.

Today I am using what I have learned to build, advise, write, create products and help organizations move ideas into action.











Business Consulting • Sales Leadership • Helping Sales Teams Obtain Better Results

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