

Rocco DiStefano
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Dear Hiring Manager,

For the past 19+ years I have been employed by MarketResearch.com and held many positions with the most recent as Vice President of Sales and General Manager. I have had the ability to be involved in all aspects of the business including New Business Development, Customer Service, Strategic Planning, Hiring, Training, On-Boarding, P&L responsibilities, Start-Ups, SaaS, New Product Launch, Due Diligence and Acquisition of competitors.

I managed a team of (28) that included Customer Service Reps, Client Service and Account Managers. During the past 19 years I was involved in taking a Start Up company that was losing \$300K per month to a company that exceeded \$38 Million in revenue.

Overall, I believe that I am an effective leader, team player and cross functional collaborator who is goal oriented, success driven and committed to the highest level of performance. As an enthusiastic team player I am hands on and have the capabilities to implement any and all corporate objectives.

I have attached a copy of my resume for your review and consideration.

Respectfully,
Rocco DiStefano