

Gail Mastrogiovanni

mobile: (214) 766-0357 ✉ email: gailmastrogiovanni@gmail.com

Objective To obtain a Sales, Marketing, or Sales Management position.

Attributes Self-motivated, energetic, personable, team-focused, and a winning smile.

Experience 3 Day Blinds Dallas, Texas

2009-Present. Design Consultant. In-home sales of all 3 Day window treatments, draperies, and Norman shutters. Position consists of interior design consultation, working with homeowners on coordinating window treatments with existing décor. Strategic Partner Development. Developing and maintaining business partnerships and networking. Local marketing development and participation. Sales training and mentoring of new employees. Consistently in the top 20 revenue producers nationwide. President's Club Member 2011, 2012, 2013, 2014, 2015, 2016.

Making Places, Incorporated Dallas, Texas

2004-2009. Owner. Proprietor of a Commercial Furniture Sales business specializing in government accounts including offices, libraries, and courthouses. Annual gross revenues exceeded \$250,000.00. New client development. Developing and maintaining client relations. Worked with clientele across the United States and internationally. Cost estimating, furniture design and layout for architectural projects. Sales and Sales Management. Acquiring new manufacturers and maintaining vendor relationships. Administrative Management including bookkeeping with Quickbooks and Microsoft Office. Member of the American Library Association.

PROVIDENCE Architecture, Inc. Dallas, Texas

2003-2004. Administration and Marketing. Bookkeeping with Quickbooks and Microsoft Office. Travel and events coordinator. Marketing assistant including proposal development in response to RFQs and RFPs from potential clients. Developed furniture layouts and color concepts, providing input to Architects on building designs. Company liaison for all clients, vendors, and contractors.

Hilton Hotels Corporation/Hilton Sales Worldwide Dallas, Texas

2002-2003. Government Account Manager, Groups and Meetings. New account development and event coordinator for federal and state government accounts. Developed business plan for government market. Manager of federal and local government accounts. Event Planner for Hilton's participation at the Annual Education Conference for the Society of Government Meeting Professionals, May 2002 and May 2003.

2000-2002. Account Manager, Groups and Meetings. New account development for Fortune 200 accounts with heavy emphasis on business travel sales and developed business plan, 2002. New business development for Hilton's luxury brand, Conrad USA, and developed business plan, 2002. Team diplomat, 2001. Manager of national corporate, government, and association accounts for group meetings and special events.

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1992-2000. Account Executive, Leisure Sales. Solicited and maintained tour and travel and receptive operator accounts in the United States. Negotiated and contracted annual leisure tour and travel rates at the corporate level. Liaison for Hilton Hotels and Hilton International Hotels national sales offices during the initial stages of the alliance between the two companies. Member of the National Tour Association.

1990-1992. Account Executive, International. Contracted by Hilton International Hotels through Hilton Hotels Corporation to solicit US corporate customers and to field incoming calls for meetings and events opportunities for their hotels. Developed and maintained an account base, booking international business from the company.

1989-1990. Account Executive, Group Sales. Group sales, responding to leads generated through Hilton Direct USA and other Hilton National Sales offices in the US. Consistently met and exceeded sales goals during employment. Served on various committees. Attended extensive sales and management training provided by the company, including basic computer courses.

Education Patterson Catholic Regional High School, Patterson, New Jersey.
Bergen Community College, Paramus New Jersey.
Brookhaven College, Dallas, Texas.

Hobbies & Interests Volunteering at my local Animal Shelter, interior design, travel, party planning, cooking, drawing, and painting.