

Jason M. Ragusa

101 Clark Hill Road, Milford, Connecticut – 203.641.4545 – jragusa@hotmail.com

PROFESSIONAL EXPERIENCE

WindowRama, Edgewood, New York

Field Sales Consultant, September 2022 – July 2023

- Visit homeowners, sell window, door, and installation services
- Follow up with all generated leads
- Negotiate contracts and communicate effectively both verbally and in writing
- Participate in ongoing training
- Build relationships with customers and co-workers to ensure exceptional service

USPS, New Haven, Connecticut

Rural Carrier Associate (RCA), March 2020 – September 2022

- Sort and deliver mail to customers along a prescribed route and on a regular schedule, collects money and receipts for accountable mail, picks up mail from customers mailboxes
- Provided quality customer service by using social skills, communication skills, judgement, decision, making, and time management
- Returns mail collected, undeliverable mail, and submits monies and receipts to post office
- Prepares mail for forwarding and maintains records of change of address information. Prepares a daily trip report and maintains a list of the customers on the route

Half Full Brewery, Stamford, Connecticut

Regional Sales Manager, September 2016 – March 2020

- Oversee six markets in CT, MA, and RI
- Conduct monthly/quarterly/annual progress meetings with distributors
- Manage inventory, pricing, programing, and product launches
- Develop and maintain key on/off premise relationships
- Analyze and utilize sales data to structure objectives
- Training and development of sales team and brand ambassadors
- Successful budget tracking
- Increased sales 32%

Opici Family Distributing, Milford, Connecticut

Wine & Spirits Consultant, March 2010 – September 2016

- Promote a vast portfolio of fine wine and spirits for a rapidly expanding distributor
- Develop relationships and build distribution with established customers, while growing business
- Proven track record of exceeding sales goals and objectives
- Provide sales support to customers through merchandising, tastings, training, and dinners
- Build on premise distribution by prospecting, presenting, and securing list placements
- Adept at identifying and capitalizing on growth opportunities
- Successfully manage a sales territory of 140 on and off premise accounts
- Proven ability to drive sales volume, revenue growth, and gain product visibility in competitive markets

Fredo's Pizzeria & Restaurant, Wallingford, Connecticut

Owner, January 2009 – February 2010

- Responsible for all day to day operations, including but not limited to; scheduling, training, banking, ordering product, food preparation, advertising, and customer service
- Established a new customer base
- Successfully managed a 14 member team
- Sponsored local charity events; breast cancer walk, MS walk, and Cut-A-Thon for Down Syndrome

Ace Distributing, Plainville, Connecticut

Wine & Spirits Consultant, March 2008 – May 2009

- Responsible for selling a diverse portfolio of products
- Increased sales by 28% in the first year, lead the company in sales
- Manage accounts receivable in a timely manner
- Provided product knowledge, POS, product tasting, and training to 90 accounts

Vintage Wine & Spirits, Stratford, Connecticut

Owner, July 2006 – March 2008

- Developed customer and vendor relationships
- Inventory management/accounts receivable
- Provided excellent customer service by informing customers of new products, product information, maintaining proper floor space and updating pricing as necessary
- Established weekly product tastings for customers

Dichello Distributors, Orange, Connecticut

Territory Sales Representative (Part Time), February 2005 – July 2006

- Responsibilities included inventory management with suggested beer orders to key accounts
- Directed staff training and product education classes
- Established product tastings with accounts
- Increased sales 4%

Amity Wine & Spirits, New Haven, Connecticut

Assistant Store Manager, October 2003 – July 2006

- Responsible for daily accounting of front end transactions and all opening and closing duties
- Hired and trained store personal for 20 part time staff
- Provided excellent customer service by providing accurate product information, established delivery schedules, responding to customer inquiries, and setting up product tasting sessions
- Determined and implemented monthly price changes

EDUCATION

Quinnipiac University, Hamden, Connecticut

- Degree: Bachelor of Arts, May 2000
- Major: Health Administration

D.E. Jones & Associates

- Results Oriented Selling, August 2011

COMPUTER SKILLS

- Comprehensive knowledge of Microsoft (Word, Excel, Power Point)