**John J. Mastri**

Oxford, CT 06478

johnnymastri@aol.com

2039419408

**Work Experience**

**Outside Sales**

Richards Building Supply – Danbury, CT

Currently Employed

* Responsible for developing new clientele
* Maintain and service existing client base
* Attend all vendor product training
* Attend weekly sales meetings
* Support management and insides sales staff
* Complete weekly reports
* Offer management new and innovative ideas to obtain market share in our industry

**Business Development Manager/Commercial Property Manager**

Electric Maintenance Service Co., Inc. - Bridgeport, CT

November 2009 to October 2022

Business Development Manager

(Not technician or mechanic)

* Responsible for managing sales staff
* Directed, spearheaded and managed company’s first marketing campaign
* Converted DOS Operating system to QuickBooks Enterprise Program
* Designed, built and managed company’s first retail store
* Managed company business partners and several suppliers
* Overhauled company budget alongside Accountant & Office Manager

Commercial and Residential Property Management Duties:

* Readied two commercial warehouses and 26 vehicle parking lot (3,000 sq. ft. & 8,000 sq. ft. warehouses) for rental by contracted tenants
* Maintaining entire 45,000 sq. ft. commercial building and property
* Managing three commercial tenants
* Prepared buildings to be Connecticut Fire Code compliant
* Started and Managed new Residential Company for Electric Maintenance Service owner’s

G&G Developers LLC - Owned and Operated by Electric Maintenance Service Owners

* Developed residential property development and management operation
* Managed residential housing and property
* Managed residential tenants
* Assisted in purchasing and selling residential properties

Black Cat Comic Book, Collectible and Memorabilia Gift Shoppe

* Created & Co-Owned comic book, collectible and memorabilia gift shop in Electric Maintenance rented warehouse and office space
* Purchasing, selling, merchandising, trade shows, inventory, bookkeeping, designing,

Online Sales, website design, packing & shipping, event planning, store open/close

**Outside Sales**

Wickes Building Supply - Newtown, CT

February 2006 to October 2009

* Commission-based sales. Responsible for obtaining and servicing customers with average yearly sales of $3.0 to $3.5 million.
* Sales Manager – Managed 4 Outside Sales Representatives
* Worked with distributors in purchasing, promoting and selling of new lines of building products.

**Outside Sales, Customer Service & Shipping Dept.**

Stevenson Lumber - Monroe, CT

January 1994 to February 2006

* Commission-based sales. Responsible for obtaining and servicing customers with average yearly sales of $2.5 to $3 million.
* Worked with distributors in purchasing, promoting and selling of new lines of building products.
* Prior to Outside Sales Position: Inside Sales, Customer Service, Hardware Dept. Manager

**Central Station Call Center Management**

ADT Security - Trumbull, CT

June 1992 to January 1994

* Salary Based Management. Responsible for 2nd. and 3 rd. shift Call Center
* Managed staff over 32 employees per shift. Over 75.000 clients serviced in all of Connecticut,

Westchester County, all five boroughs of New York City and Long Island.

* Managed incoming burglar, fire and medical emergency alarms.

Handled incoming service calls and dispatched service technicians to residence and commercial clients.

* Dispatched and managed ADT Guard Service Required during alarm situations.
* Hired new staff and promoted existing staff as require

**Part-Time Positions:**

Sales Call Center/Inside Sales -Standard Oil Company, Bridgeport, CT.

Security Officer - Bridgeport Train Station, Bridgeport, CT.

Security/Undercover/Camera - Stop & Shop, Fairfield County, CT.

Dock Personnel/Merchandising – Caldor, Trumbull, CT.

Ride Operator - Quassy Amusement Park, Middlebury, CT.

Waitstaff – The Waterview, Monroe, CT

**Personal:**

Cardio and Weight Training at LA Fitness

Connecticut Budo Karate

Boxing Bridgeport Athletic League

Collecting, buying, selling, attending trade shows, auctions, estate sales, private sales: comic books, collectibles, toys, vintage goods, antiques and uniquities

**Education**

**Attending in Business**

Albertus Magnus College - New Haven, CT

May 2021 to Present

**High school Diploma in General**

Central High School

September 1984 to May 1987