

# Lori Civitillo

Real Estate Agent/Sales Consultant

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## Work Experience

**CURRENT: Pulte Group** - Sales Consultant • New Construction & Development

Beach Walk, Sarasota Florida: 2021-Present • Launch of seaside *DiVosta* Community of 1600 residences. Full luxury resort amenities and 2 onsite restaurants. Exceeding sales goals with over 90M in sales to date • Round table participant, developing strategies to manage large volume of backlog and customer issues due to build challenges and hurricane mitigation. Developing and implementing advanced communication tools between construction management and sales team members.

**Kolter Urban** – Senior Sales Consultant • New Construction & Development

Moderne, Boca Raton, FL: 2016 to 2018 • Senior Sales Consultant • Completed the new sales launch of a luxury lifestyle community in the heart of Boca Raton, an exclusive boutique community of just 75 residences • 3-story town homes showcasing the most recent trends in architecture, engineering, construction, and design • Mentored new team members • Contract and document training for new hires.

**Kolter Urban** – Senior Sales Consultant • New Construction & Development

Water Club, North Palm Beach, FL: 2013 to 2016 • Completed a new \$350M Construction project of 192 residences in three (22 story) luxurious high-rise condominium towers and villas, directly adjacent to the intracoastal waterway • Fulfilled project with prices ranging from \$1M to \$3.5M+ with \$80M in closed sales • 8%+ conversion ratio • Top producing agent in my division • Mentored new team members as part of on boarding.

**Kolter Urban**- Senior Sales Consultant • New Construction & Development

4001 North Ocean, Delray Beach, FL: 2010 to 2013 • Prestigious • Presales from \$2- 5M. Exclusive, 34 residences. Luxury, oceanfront condominiums located in Gulf Stream Florida, the first project post-market crash in the area at that time. The successful sell out of this project stimulated the area and led to the release of other new home projects that had been previously shelved by other developers at the time.

**Kolter Homes** – Sales Consultant • New Construction & Development

PGA Village, FL: 2000 to 2007 • Home to PGA's National Training Center and 5 world class golf courses • 2 country clubs • Central sales executive • HDR • Recognized as a consistent top producer on a floor of 10 agents. • Conversions topping 10% • Numerous awards • Completed a 3K-acre mixed use PUD. The development of this PUD required Kolter pay to install an exit/fly over from the I-95 and in doing so put PSL on the map leading to numerous other developments, both commercial and residential including NY Mets Spring Training Stadium.

LICENSURE & AFFILIATION: Licensed Real Estate Agent, State of Florida, and Connecticut

EDUCATION:

Palm Beach State College, RN prerequisite coursework; health sciences; social sciences.

Continuing Education • Classes and seminars with industry leaders in Real Estate Sales Training.

ADDITION INFORMATION: Certified Hospice Volunteer, Tide Well Hospice.

*References available upon request*