

# Joseph Festa

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## Professional Experience

### Feel Good Motors INC

**Sales Professional Dec 12 – Aug 13 (Sales License Active)**

#### Major Accomplishment(s)

- Ranked Third highest volume sold
- Created Network of prospects

#### Job Description

- Built Value in the dealership
- Identify customers' needs within a vehicle
- Choose a vehicle that completes these needs
- Sell customer on emotion
- Built a sales network

**Internet Strategy and Sales Manager Mar 13 – Aug 13**

#### Major Accomplishment(s)

- Ran Successful Contests Leading to 10% Monthly Sales Volume increase
- Ranked Highest in Internet Sales
- Tripled Facebook Likes in 6 Months
- Implemented Customer Appreciation program on Facebook

#### Job Description

- I built an aggressive Social Media Strategy and created all content within the following channels
- Managed/Created Channels:
- Facebook
- Twitter
- Pinterest
- Constant Contact Email Marketing
- Autotrader.com
- Cars.com
- Ebay.com
- FeelGoodMotorsINC.com

### Federated Payment Systems

**B2B Appointment Setter Feb 13-Mar13 (Telemarketing)**

#### Major Accomplishment(s)

- Top Ten in Appointments
- 500+ Phone Calls Per Day

#### Job Description

- Spoke with business owners about credit processing. I showed the prospects enough value in our line of product's in a 45 second phone conversation that these men and women would set aside time the next day for a Sales Rep to visit.
- Spoke with businesses both nationally and internationally

## BetaFish Web Design LLC

**Co-Founder/Sales Manager Oct 11-Jan 13**

BetaFish Web Design LLC is an all-inclusive Web Package. Through our company Business owners didn't have to lift a finger to bring their company and brand online.

#### Major Accomplishment(s)

- Created a business from the ground up built on value and ease of use
- Managed six employees from local colleges

#### Services

- Complete Branded Website Design and Content Creation
- Social Media Kick start
- Web Hosting

## Other Experience

**Starbucks** Nov 13 – Current

**Toyota Pavilion @Montage** Aug 13-Sept 13

**Red Robin** Apr 09- Dec 12

**Lahey Family Fun Park** June 08 – Nov 08

## Education

Bachelor of Project and Supply Chain Management

Pennsylvania State University, Erie PA, Expected Graduation May 2016