

Rosemary Talucci

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Professional Summary

Results-driven professional with 15+ years of experience in Sales/Marketing, specializing in prospecting, lead generation and negotiation. Proven track record of delivering high-quality results, leading cross-functional teams, and driving organizational success through innovative solutions and strategic planning. Adapting to fast-paced environments and exceeding performance expectations.

Professional Experience

Territory manager- Hayes Handpiece, Kansas City

July 2024 - Present

- Developed and implemented strategic sales plans to penetrate new markets and expand customer base, resulting in 35% increase in revenue
- Built and maintained strong relationships with key accounts, negotiating contracts and securing long-term partnerships
- Utilized CRM software to track leads, manage pipeline, and generate accurate sales
- Implemented effective pricing strategies based on market analysis and competitor offerings
- Identify opportunities for upselling or cross-selling products/services to existing customers, resulting in an increase in average order value by 28%.
- Analyzed territory performance data regularly to identify areas for improvement or growth

Brand Specialist – Luxottica, Milan, Italy]

March 2020 - June 2024

- Brand specialist Polo, Ralph Lauren, Armani and Ralph
- Conduct regular customer trainings
- Cultivate existing customer base with regular visits to their locations, while continuing to prospect for new clients in the market
- Developed and delivered training programs to enhance staff competencies.
- Collaborate with sales counterpart (brand divisions)

NYS Licensed Real Estate Agent -

March 2022- Present

Keller Williams - March 2022- March 2025

The O'Hara Group - March 2025 - April 2026

Dalton Wade Real Estate Group - April 2026- Present

- Guide buyers and sellers through all phases of residential real estate transactions from listing consultation to closing.
 - Independently manage all transaction coordination, ensuring deadlines, contingencies, and contractual obligations are met.
 - Prepare, review, and maintain purchase agreements, disclosures, addenda, and other transaction documents with accuracy and attention to detail.
 - Coordinate communication between clients, attorneys, lenders, title companies, home inspectors, appraisers, and other parties to facilitate smooth closings.
 - Track critical contract dates, inspections, financing milestones, and closing requirements to ensure timely completion of transactions.
 - Provide exceptional client service through consistent communication, education, and proactive problem-solving.
 - Generate new business through networking, referrals, prospecting, and relationship management.
 - Negotiate offers, counteroffers, repairs, and contract terms while advocating for clients' best interests.
 - Utilize MLS, CRM systems, electronic signature platforms, and transaction management software to organize and manage client files.
 - Maintain compliance with New York State real estate regulations, brokerage policies, and ethical standards
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- Managed every aspect of my own transaction coordination, eliminating the need for a dedicated transaction coordinator while maintaining organized, compliant, and on-time closings.
 - Successfully coordinated multiple concurrent transactions while providing a high level of personalized client service.
 - Recognized for exceptional organization, communication, and attention to detail throughout the transaction process.

Education

- MBA - University of Alabama 2007
- BS - SUNY Empire State 2004
- NYS Realtors License 2023

Professional Affiliations

- Payton's One Day Foundation/ The Marble Life Project - President and Founder 501c3 2011-Present
- Biltmore Who's Who - 2013-2017
- CIIAC - Center for Italian and Italian American Culture
- AARDA - American Autoimmune Related Disease Association
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Awards & Licenses

- NYS Realtors License 2022 - Present
- Presidents Club (EMSI) - 2016, 2017 & 2018
- Presidents Club (Hayes Handpiece) - 2025