

VINCE GILL-CUFFARO

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PROFESSIONAL SUMMARY

Results-driven business development and sales professional with 25+ years of experience in consultative, relationship-based selling. Proven track record of building high-value client relationships, growing territory revenue, and consistently exceeding performance benchmarks. Recognized as a top national performer — one of approximately 2% of sales professionals in the country to achieve Platinum status. Adept at prospecting, pipeline management, and closing complex deals across competitive markets.

PROFESSIONAL EXPERIENCE

Sales & Leasing Consultant

2015 – Present

Crown Acura | Brook Park, OH

- Cultivated a robust book of business through proactive outreach, referral networks, and long-term client relationship management, consistently ranking among the dealership's top producers.
- Achieved Acura's prestigious **Platinum Award** — attained by fewer than 2% of sales associates nationally and the first to reach this milestone at this location.
- Progressed through Gold and Goldmaster award tiers, demonstrating sustained year-over-year performance excellence.
- Guided customers through the full sales cycle — needs assessment, product presentation, negotiation, financing, and delivery — with a consultative, customer-first approach.
- Leveraged CRM tools to manage lead pipelines, track client interactions, and drive repeat and referral business.

Automotive Sales & Management

2000 – 2015

Various Automotive Dealerships | Northeast Ohio

- Held progressive roles across multiple dealerships including **General Manager, Sales Manager, Business Development Manager, and Sales & Leasing Consultant** over a 15-year span.
- As General Manager, oversaw full dealership operations — P&L accountability, staff hiring and development, vendor negotiations, and strategic growth initiatives.
- As Sales Manager, coached and managed sales teams, set performance targets, developed incentive programs, and drove monthly revenue goals.
- As Business Development Manager, built and managed lead generation programs, coordinated with marketing to drive showroom traffic, and tracked conversion metrics.
- Consistently identified new business opportunities, nurtured long-term client relationships, and delivered consultative sales experiences that generated strong repeat and referral volume.

AWARDS & RECOGNITION

Acura Platinum Award • Acura Goldmaster Award • Acura Gold Award

Platinum designation achieved by fewer than 2% of Acura sales associates nationwide; first recipient at Crown Acura. Awards reflect sustained excellence in customer satisfaction, sales volume, and brand advocacy.

CORE COMPETENCIES & SKILLS

Business Development • Consultative Selling • Territory Management • Account Growth
Relationship Building • Pipeline Management • Negotiation & Closing • Customer Retention
Team Leadership • P&L Oversight • Microsoft Office Suite • CRM Platforms

EDUCATION

Cleveland State University | Cleveland, OH

Coursework in Business & Marketing