

Anthony Forgione

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Professional Experience

Panoramic Doors, Denver, CO

Regional Sales Manager, 3/2023-1/2025

- Developed and managed relationships with builders/contractors throughout Colorado & Wyoming
- Incorporated door products into client drawings – actively communicated with PM's through project completion
- Used knowledge of local building codes to educate and guide clients through process
- Averaged \$1.5mil in sales annually over 2-year period; 1/3 from self-generated leads
- Coordinated installs, service schedules; occasionally met at job sites
- Managed lead pipeline through Hubspot CRM and Paradigm for quoting
- Maintained 1500 sq. ft. showroom to promote and sell door products

Bluebird Windows & Doors, Lafayette, CO

Sales Manager & In-Home Sales, 2017-11/2022

- Ran in-home window & door presentations, \$1-1.4 mil annual sales, 37% close rate (2022)
- Created sales processes for new startup company, and held bi-weekly training sessions for sales team
- Trained new hires the proper steps of an in-home sales process
- Ran trade show booths and networking events throughout Front Range
- Managed a door-to-door canvassing team from Denver to Fort Collins for first 2 years

Fivestars Loyalty Inc., Denver, CO

Inside Sales, 2016-2017

- Developed and managed new business accounts via 90-100 daily outbound calls
- Averaged 17% close rate in a stressful Software startup environment
- Had highest decision-maker contact rate in Denver office – 14%
- Managed sales pipeline of 100+ warm and cold targets via Salesforce & Google

United States Building Supply Inc., Denver, CO

Territory Manager, 2014-2016

- Managed builder and contractor accounts from Denver to Cheyenne while targeting new clients
- Grew territory revenue by 30% during tenure
- Conducted product training sessions for clients and their sales teams – mostly windows, doors, & siding
- Co-developed a mobile-based quoting program for the company

Peter Lik Fine Art USA Inc., Las Vegas, NV

Fine Art Consultant, 2011-2014

- Sold high-dollar artwork in Caesars Palace by photographer Peter Lik
- Consistently reached top 1/3 of producers in a high-pressure retail sales environment
- Maintained database of upscale international clients with off-peak business hours
- 600k-750k annual sales revenue

Drivetime Car Sales Inc., Lakewood, CO

Senior Sales Advisor, 2009-2011

- Averaged 17 cars per month: high point = 26.5 cars February 2011
- Promoted to senior sales advisor, 8/2010
- Led region in sales for 2010 – 3 dealerships

Education

University of Wisconsin – Stevens Point; Bachelor of Arts • 2008
Business Administration, Spanish – NCAA DIII Ice Hockey