

# Michael DiMicco

Little Neck, NY 11362

[michaeldimicco8\\_ck9@indeedemail.com](mailto:michaeldimicco8_ck9@indeedemail.com)

+1 631 220 8635

## Professional Summary

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I enjoy maintaining working relationships with colleagues, and focusing in on my daily tasks. Seeking a professional work centric environment. Looking to fit into and contribute to a team.

Authorized to work in the US for any employer

## Work Experience

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### **Sales Representative**

Total Security Integrated Systems, LLC-West Hempstead, NY  
February 2021 to December 2025

- B2B & B2C sales
- In person sales and telemarketing
- Pipeline building and maintenance
- Drafting proposals as per needs of the client

### **Sales Representative**

Empire Today LLC-Melville, NY  
January 2024 to October 2024

- In person sales calls
- Always on the road
- Asking for referrals / building a client base

### **Marketing Coordinator**

Total Security Integrated Systems, LLC-West Hempstead, NY  
June 2020 to February 2021

- Lead generation
- Expanding product mix
- Lowered lead acquisition cost by 5% during my tenure

### **Sales Associate**

Aflac-Glastonbury, CT  
June 2019 to June 2020

- Canvassing
- Handling Rejection
- Existing within a defined corporate structure

## Education

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### **Business Administration/Marketing (Bachelor's)**

University of Hartford-Hartford, CT

September 2016 to May 2020

## Skills

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- CRM software
- Team management
- Salesforce
- Negotiation
- Computer operation
- Productivity software
- Client relationship development
- HVAC sales
- Sales
- Sales strategy
- Inside Sales
- Outside sales
- Analysis skills
- Closing sales
- B2B sales
- Customer relationship building
- Marketing
- Proposal writing
- Sales proposal development
- Phone communication
- Deal closing

## Certifications and Licenses

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### **Driver's License**

September 2019 to May 2027