

# VINCENT TALERICO

## MISSION

Results-oriented Operations Management Professional who works to develop the efficiency of the organization. Self-motivated and dynamic, providing diverse credentials which combine solid and tactical leadership expertise with a strong tech background, thereby increasing the ability to work collaboratively, employing total commitment to achieve corporate goals. Demonstrated strength to develop and implement strategic plans to ensure growth, by continuously focusing on enhancing improved business performance. A proactive team builder and tactical planner with the dexterity to secure lasting business relationships, exceed customer expectations, and maintain high levels of client satisfaction. Exemplary communications, attention to detail, and consistently meeting the most challenging organizational goals have built a reputation of unequalled success.

» Leadership / Motivation / Teamwork    » Company / Operations Development    » Expert Sales Pitching / Closing  
» Profit Optimization / Cost Control    » Communication / Customer Relations    » Project & Process Management  
» Interviewing / Hiring / Recruiting    » Strategic Business Planning / Analysis    » Staff Training & Development

## PROFESSIONAL EXPERIENCE

- 2008 - Current    **CFO & Co-Founder Selling Time, Inc. (VideoAFX)**  
*Online Video Marketing Agency, Chesapeake, Virginia*
- From filming and editing over 70 videos, to maintaining all technical aspects of the company (including the launch of numerous websites, video management, syndication, server management, etc.), the knowledge and experience gained from this start-up has been vast. With well over 100 customers served, the topic of online video has been solved. Tasks completed include, developing and designing the website, paperwork, production flow, distribution and monetization methods, business architecture, conducting trade shows, creative storyboarding, and managing the many people involved.
- 2007 - Current    **Broker/Owner Virginia Beach Estates, Inc.**  
*Real Estate Brokerage, Virginia Beach, Virginia*
- Met state requirements and became a licensed real estate broker in December of 2009. A pioneering, revolutionary online brokerage model has been fully developed and is in the final stage of passing compliance standards. An S Corporation was established in 2007.
- 2005 - Current    **Web Design/Development & Server Management**  
*Server I.P. Address, 209.160.22.39*
- As a minor in college, a strong proficiency exists with everything web related. Please visit <http://www.VincentTalerico.com> for further information.
- 2007 - 2008    **Realtor/Webmaster The Real Estate-XChange**  
*Real Estate Brokerage, Chesapeake, Virginia*
- As a real estate agent and a hired employee, services rendered played a key role in the successful growth rate of this company. A website was developed and deployed, managed by an open source CMS solution, that had an extensive "Virtual Office" backend. Held classes and trained the agents on technology for business growth. The company experienced rapid growth in 2008, which was a correlated result of the video production component and distribution element that was implemented.
- 2005 - 2007    **Realtor GSH Real Estate**  
*Real Estate Brokerage, Virginia Beach, Virginia*
- Produced over \$80,000 in gross commission income (GCI), which led to a Rookie of the Year award for the company. From May of 2006 through September of 2006, a personal real estate website ranked naturally in the search engines (SEO), generating 100-150 visitors per day, which captured roughly 300 leads per month.

## CONTACT INFORMATION

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Phone: 757.630.4547

## EDUCATION

Strayer University    BBA    GPA 3.2

Major: Business Administration  
Minor: Web Development  
Minor: Finance

## SKILLS

HTML	+++++
CSS	+++++
PHP	++
UNIX	++++
SEO	+++++
Photoshop	+++++
InDesign	++++
Flash	++++
Dreamweaver	+++++
Fireworks	+++++
After Effects	++++
Final Cut Pro	+++++
DVD Studio Pro	++++
Microsoft Office	+++++
Camera Operator	+++++
Script Writing	+++++
Video Lighting	+++++
Audio Mixing	++++

## HOBBIES

Golf  
Snowboarding  
Graphic Design & Animation  
Running  
Water Sports

## REFERENCES

Matt Gavano  
The Real Estate-XChange  
Chief Executive Officer  
757.287.4866  
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