

JOHN J. CERONE, III

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841 Red Oak Drive,
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PROFESSIONAL PROFILE

A dedicated and decisive problem solver with an exceptional record of analyzing and capitalizing on organizational strengths, new markets and process improvements to fuel unprecedented growth in revenue and market share. Possesses a proven ability to manage large cross-functional teams to deliver exceptional results within strict time and budget constraints. Also an effective, people-oriented communicator with a reputation for motivating top performing sales and production teams by exhibiting a strong commitment to developing personnel, rewarding successes and leading by example. Poised and well prepared for new challenges.

AREAS OF EXPERTISE

Business Development;

Sales Force Management & Training;

Implementing and Developing new Vertical Markets;

PROFESSIONAL EXPERIENCE

Consigli Construction, Albany NY

Manager of Special Projects/Business Development

2012-present

(Alliance Construction Services was acquired by Consigli Construction)

- Oversee operational and financial objectives for multiple construction projects.
- Study vertical markets for development investment opportunities.
- Develop marketing and sale strategies for targeted markets. Cultivate opportunities to grow the business in alignment with the company's strategic business plan.
- Enforce project reporting requirements, job-site safety and quality standards.
- Review ACR reports weekly to ensure cost budgeting and self-perform cost management.
- Manage multiple project managers, superintendents and field personnel on a daily basis.
- Meeting with local developers, architects, engineers and business owners creating business opportunity's to ensure the growth of division.

Alliance Construction Services INC, Albany, New York

Vice President of Business Development

2012-2016

- Organizing and executing a variety of construction projects for top real estate development firms and general contractors.
- Offering quality pre construction advice, planning and project administration services, and strategic scheduling.
- Working with regional sales reps for tailored approaches.
- Involved in day to day activities with hands on design/Build, V/E strategies.
- Oversee the formation of business partnerships and negotiation of contracts.
- Lead company's planning and execution of strategies to increase sales and company growth.
- Manage business development and sales staff.
- Developing and maintaining clear communications and positive associations with clients, sub contractors and customers.

LeChase Construction Services LLC, Rochester , New York

2010-2012

Managing Director of Business Development

- Study vertical markets for development investment opportunities.
- Managing work group's in the Higher education marketplace.
- Develop marketing and sale strategies for targeted markets.
- Working with regional sales reps for tailored approaches.
- Involved in day to day activities with hands on design/Build, V/E strategies.

BBL Construction Services LLC, Albany, New York

2006-2010

Vice President of Business Development

- Study vertical markets for development investment opportunities.
- Managing work group's in the Higher education marketplace.
- Develop marketing and sale strategies for targeted markets.
- Working with regional sales reps for tailored approaches.
- Involved in day to day activities with hands on design/Build, V/E strategies.
- Oversee the formation of business partnerships and negotiation of contracts.
- Lead company's planning and execution of strategies to increase sales and company growth.
- Manage business development and sales staff.

Scandirect-EDI, Albany NY
Vice President of Operations

1998-2006

- Support the region and pursue sales opportunities to attract customers for their data center colocation, hybrid environments and product offerings, including disaster recovery.
 - Develop channel partner relationships for data center space and leasing.
 - Call on established clients and prospecting for new accounts among high-potential
 - Hiring, developing and managing sales teams.
 - Prepare proposals, presentations, and briefings.
 - Establish positive relationships with existing business partners.
 - Penetrate Industry verticals to establish new business leads.
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EDUCATION AND PROFESSIONAL DEVELOPMENT

Certified Fitness / Youth Fitness Trainer, Specialist in Sports Conditioning and Sports Nutritionist by International Sports Science Institute; Santa Barbara, California
CPR Medical AED Trained by American Red Cross

COMPUTER SKILLS

Windows, Word, Excel, Timberline and QuickBooks
Accounting Software, PowerPoint, E-mail and Internet

REFERENCES:

- JAMES POLLARD PRESIDENT, RE4ORM ARCHITECTURE (518) 312-0139
- TOM WILSON PRESIDENT, TW& ASSOCIATES (518) 694-6785

- PAUL MCCOY EXECUTIVE, CONSIGLI CONSTRUCTION (518) 461-2768
- DENNIS DEEB DIRECTOR OF PROJECT SERVICES (518) 419-8755
- FRANK O'CONNOR, ATTORNEY (518) 432-7570
- DOMINICK RANIERI, RANIERI ARCHITECTURE (518) 376-6381