

JEROME LOVASCO

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PROFESSIONAL SUMMARY

Results-driven sales and business development professional with over 20 years of experience across automotive, real estate, recruiting, seafood, and OEM motor parts industries. Proven success in outside sales, consulting, and strategic account management. Strong communicator and relationship builder with a track record of exceeding revenue targets and delivering client-focused solutions.

PROFESSIONAL EXPERIENCE

Danvers Motor Company (Ford) — New & Used Car Sales

Danvers, MA | *April 2025 – August 2025*

- Sold new and certified pre-owned Ford vehicles in a high-volume dealership.
- Delivered exceptional customer service and met monthly sales goals.

Factory Motor Parts — Outside Sales Consultant

Gloucester / Peabody, MA | *January 2004 – August 2025*

- Managed sales for OEM and aftermarket motor parts across the North Shore.
- Built long-term relationships with auto shops, service centers, and distributors.
- Consistently exceeded regional sales targets through expert product knowledge.
- Gloucester Store Closed in August 2025

Atlantic Fish & Seafood — Business Consultant / Project Manager

Gloucester, MA | *November 2022 – January 2023*

- Oversaw seafood sales strategy and outside sales operations.
- Consulted on B2B sales improvements and client acquisition efforts.

Parental Family Care - Care Taker

Gloucester, MA | *January 2021 - Current*

- Caring for my elderly parents since returning to New England.
- Maintaining finances, all billing, medicals, insurances, pensions, up keep.
- Setting all medical and dental related appointments for both parents.
- Meal preparations, home cleaning, and personal hygiene.
- Errand running for all needs. Appointments, medications, groceries, etc.

Zillow Group — *Business Consultant – Sales*

Irvine, CA | *December 2019 – January 2020*

- Sold digital advertising and lead generation tools to real estate professionals.
- Advised agents and brokers on marketing best practices using Zillow's platform.

JPL Talent Inc. — *Owner / Business Consultant*

Irvine, CA | *September 2013 – January 2020*

- Founded and managed a national recruiting firm.
- Sold recruiting solutions to companies across industries.
- Handled business development, client onboarding, and candidate sourcing.

Hirelive — *Regional Sales Manager / Business Consultant*

Aliso Viejo, CA | *March 2011 – September 2013*

- Managed recruitment sales initiatives and career events.
- Sold hiring solutions to HR departments and staffing agencies.
- Worked directly with C level management to obtain recruiting services (Owners, Vice Presidents, CEO's, General Managers, VP's and Directors of Human Resources/Talent Acquisition).
- Promoted to regional sales manager in 2012.

RealtyTrac — *Director of Sales / Account Executive*

Irvine, CA | *November 2004 – March 2011*

- Sold advertising packages to real estate agents focused on foreclosure listings.
- Led a team of account executives and supported national sales campaigns.
- Responsible for building Enterprise relationships with top Industry Brokerages. (Re/Max, Keller Williams, Coldwell Banker, Century 21, Weichert, Exit Realty, Real Team, Compass, Douglas Elliman, etc.)
- Represented at real estate expos. Managed booth & hosted foreclosure trainings.
- Promoted to director of sales in 2006

Realtor.com — *National Account Executive*

Westlake Village, CA - *November 2001 – October 2004*

- Sold advertising and listing services to real estate agents/brokers and agencies.
- Worked with agents to increase online presence and lead conversion.
- Top producer for multiple quarters. Circle of Champions 2003.

EDUCATION

Arizona State University

Attended 1996 – 1998

Mesa Community College

Attended 1995 – 1996

Merrimack College

Attended 1993 – 1995

SKILLS

- B2B & B2C Sales
- Strategic Consulting
- Client Relationship Management
- Automotive & Real Estate Sales
- Recruiting & Talent Acquisition
- Digital Advertising Sales
- Outside Sales & Territory Management