



Curriculum Vitae

DOMENICO ALDO PECERE

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PERSONAL PROFILE

A highly-professional individual with good all round marketing skills and a solid background in property sales, health & safety and customer service. Very capable with the drive and determination needed to succeed in winning business and creating opportunities demonstrated by the successful operation of an Real Estate business in Italy. An excellent communicator who can relate well with people at all levels and has the flexibility of working well both as part of a team and individually. The international background and a fluent English complete the high level profile and match for any ambitious opportunity and new challenging positions.

EXPERTISE, KEY SKILLS & COMPETENCIES

- Excellent commercial awareness and an active interest in the property market
- Strong negotiation and sales skills
- Ability to deal with individuals from all backgrounds
- Natural flair for providing excellent customer relations
- Proven history of motivating, leading and developing teams to deliver exceptional standards of service
- Ability to communicate clearly with clients, team members and senior management to build excellent professional relationships.
- Fully proficient in the use of IT equipment and software packages including the Microsoft Office Suite
- Clear presentation skills. Good team player.
- Rational and strong analytical approach to problem solving
- Abundance of personal energy and drive

CAREER & ACHIEVEMENTS TO DATE

Swimming Teacher / Lifeguard

August 2015 – Present

Virgin Active; Greenwich Leisure Ltd. – London, U.K.

London Aquatics Centre

KEY RESPONSIBILITIES & ACHIEVEMENTS

- As an experienced Swimming Teacher, supporting people to achieve their potential.
- Taking a pupil's nature and needs into account, draw on your knowledge of practices, progression and teaching points - and apply it in the most effective way.
- Some administration involved, teaching and coaching people to become stronger swimmers, whether in a group or one-

to-one, and from babies to adults.

- Interacting with the public responsibly and welcoming all users of the facilities, promoting a positive image of the facility through the provision of high quality customer service.
- Maintaining vigilant watch of the swimming pool areas in accordance with the operating procedures and taking necessary action to ensure the safety of all pool users and staff.
- Checking the safety of equipment and reporting any damage or malfunction of equipment, plant or building fabric to the Duty Manager immediately.
- Assisting in the preparation and operation of events and activities
- Patrolling all areas and ensuring correct usage by customers, making suitable adjustments as necessary.

Customer Care

May 2015 – Mar 2016

McDonalds – London, U.K.

KEY RESPONSIBILITIES & ACHIEVEMENTS

- Delivering fast, friendly and accurate customers service
- Welcoming customers in a hospitable manner.
- Attending to customers' needs as a primary focus.
- Resolving simple and complex customer enquiries
- Adhering to restaurant performance standards as per the directions of the Store Manager
- Following directions for the implementation of new products and procedures

Director / Co-Owner

2012 – 2014

OKCasa Estate Agents – Italy.

KEY RESPONSIBILITIES & ACHIEVEMENTS

- Founding the OKCasa Estate Agency and acting as the primary Real Estate Broker / Manager
- Managing and supervising sub-ordinate agents effectively
- Experience in training and developing staff to strive for service excellence as well as involvement in the recruitment and selection process for the hiring of new staff
- Involvement in brand marketing and promotion to attract new customers and drive sales

Real Estate Agent

2007 – 2012

Re/Max – Bari, Italy.

KEY RESPONSIBILITIES & ACHIEVEMENTS

- Generating appointments for viewings, mortgage advisors, valuations.
- Negotiating with potential sellers and also buyers
- Referring and introducing potential clients to the agencies Mortgage Consultant.
- Preparing professional sales brochures and promotional information.
- Liaising by phone, email and letter with solicitors and surveyors.
- Undertaking promotion of properties to potential buyers or tenants.
- Visiting vacant and inhabited properties for inspection.
- Undertaking property valuations and compiling Home Information packs.
- Identifying property features to buyers and answering questions.
- Advising clients on recommendations for properties to buy or let.
- Devising tenancy agreement contracts.

Administrator Trade Sales
H.C.C.S. S.r.l. Ostuni – Italy.

2003 – 2006

KEY RESPONSIBILITIES & ACHIEVEMENTS

- Undertaking buying duties
- Liaising effectively with suppliers and negotiating terms
- Involvement in marketing concepts

EARLIER CAREER SUMMARY

Sales Associate – Aldo (U.K.)

Feb 2015 – May 2015

Graduate Sales Executive – TeleTrade (Italy)

Sep 2014 – Dec 2014

EDUCATION, QUALIFICATIONS AND COURSES

- **University Degree: Economics (suspended studies on 2006)**
- **STA international swimming teaching Level 2**
- **ESOL Certificate in Advanced English (Level C1)**
- **Forex Trading Courses**
- **TeleTrade Internship**
- **Lifeguard Qualification (NPLQ)**
- **First Aid at Work Qualification**
- **Languages: English, French (Conversational), Italian (Native)**

INTERESTS

Trading, travel, listening to music, playing the guitar, swimming and video editing.

References available upon request.