

Thomas Passalacqua

Certified executive coach specializing in sales training & facilitated learning.

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SUMMARY

I started my career as a founding teacher creating programs and starting new schools which allowed me to refine the learning process and improve on increasing engagement for a variety of learners and audiences.

Transitioning into direct sales, I achieved President's Club for exceeding my sales goals and started to train and mentor other sales professionals. It was in this role where the foundation of my sales training programs were created and refined; all which are relevant and effective strategies that have been applied and honed.

Currently, I am a director of business development helping to grow a multi-million dollar healthcare management company through mergers & acquisitions. Being dynamic and agile within an ever-changing market builds unique skills and abilities that I am excited to share and implement within my programs.

My passion is applying all of my experience and skills to train and support other sales professionals as well as helping leaders navigate their success through executive coaching, leadership development, and facilitation.

EDUCATION

Certified Executive Coach- Center for Executive Coaching: 2025

Sales Enablement Professional Certification & HubSpot Sales Enablement Certification: 2024

Master's of Science in Education- Hofstra University: 2011

Bachelor's of Science in Education- Hofstra University: 2008

SKILLS & EXPERTISE

Business Development
Sales & Marketing Strategy
Customer Engagement
Sales Enablement

Staff & Project Management
Team Leadership & Mentoring
Program Development
Content Creation & Development

Account Management
Needs Assessment
Lead Generation
Reporting & Data Analysis

PROFESSIONAL EXPERIENCE

Director of Business Development

The Smilist Management Inc., Great Neck, NY | (10/2021 – Present)

Dental Sales Consultant- President's Club

VOCO America Inc., New York, NY | (2016 – 2021)

Teaching Experience

(2009 – 2016) New York, NY

The Academy Charter Middle School; Explore Schools Charter Network; Success Academy Charter Network

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