

# ANTHONY FORNABAIO

📍 316 Capri G, Delray Beach, FL, 33484  
☎ 516-316-2228 ▪ ✉ comtelres@gmail.com

## QUALIFICATIONS SUMMARY

Real Estate focused solution sales and management professional with experience developing strategies that drive significant improvement in sales, leasing, property management, operations, team performance and company profitability. Polished negotiation skills with the ability to establish and build relationships at all levels in an organization including senior C-level professionals. Licensed in New York and Florida

## CAREER HIGHLIGHTS

LUXE LIFESTYLES, Jupiter, Fla.

### **Realtor / Investment Advisor**

**2021-Present**

- Work with Investment groups, REITS, Syndicates & Individuals to sell & buy commercial & Luxury residential properties
- Deal directly with real estate investors implementing investment strategies to build their portfolios
- 1031 / NNN Specialist
- Specialize in Off Market Properties
- Transact in both Residential & all Commercial markets
- Serve as Property Manager for clients

HIGHCAP GROUP, New York, NY

### **Director**

**2020-Present**

- Work directly with the CRE investment (Developers, Investors, Retail Chains, Investment groups ) community
- Plan and implement investment sales & leasing strategies for individual, commercial and portfolio transactions
- 1031 / NNN specialist
- Deal primarily in Off Market properties
- Transact in all asset classes, Multi-Family, Industrial, Office, Mixed Use, Retail
- Serve as Property Manager for clients

VANDERBILT REALTY, Glenwood Landing, NY

### **Director of Sales**

**2016-2019**

- Responsible for all aspects of sales organization including the hiring and training of new sales agents
- Oversaw & negotiated all sales & leasing contracts for company
- Served as Exclusive Commercial Broker / Acquisitions Manager for Investors, Retailers and Financial Institutions
- Provided BPO Quotes for Major Financial Institutions
- Specialized in 1031 exchanges in the NNN Investment property sector
- Served as commercial leasing agent for all asset classes achieving maximum value for per transaction
- Oversaw all aspects of marketing & advertising platforms resulting in a 100% year over year increase in traffic and inventory views
- Managed 8 websites for our listing inventory
- Served as Assistant Commercial Property Manager (Mixed Use, Retail, Industrial)
- Served as Assistant Project Manager

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KINGSIII EMERGENCY COMMUNICATIONS, Coppell, TX

**Business Development Manager**

**2014-2015**

Responsible for selling KingsIII Emergency Communications solutions in the Northeast Region  
Initiated and developed relationships with Commercial & Residential Real Estate related entities  
Scheduled & Conducted presentations to Director & C-Level executives  
Surveyed properties to ensure proper engineering specs for installation  
Networked with Elevator companies & Property Management firms to secure installations  
Secured JV Partnership Agreements with Developers/Construction companies, Elevator, Architectural, Engineering & Real Estate firms

CAPSTONE FINANCIAL, Woodbury, NY

**Broker**

**2012-2014**

Advised clients and prospects on Estate and Financial Planning affairs  
Prepared and presented presentations to clients and prospects  
Marketed and promoted firm's financial services platform  
Worked closely with a network of CPA's and Attorneys to cultivate clientele

PAYCHEX, Rochester, NY

**MMS Sr. SALES CONSULTANT**

**2009-2012**

Sold a Professional Services Software platform that provided a unified end-to-end capital management solution. This solution covered all Pre-Hire to Post Retirement product applications  
Developed and negotiated strategic relationships with major market C-Level and senior management personnel  
Successfully completed fiscal 2009 at 100% of plan, achieved Presidents Club status @ 137% in fiscal 2010 while generating 63% revenue growth in territory, Achieved Presidents Club @ 120% of plan in fiscal 2011

ADP DEALER SERVICES, Clifton, NJ

**AREA MANAGER**

**2006-2008**

Sold a Software platform specifically designed for the Automotive industry  
Efficiently managed a territory consisting of 150 auto dealerships  
Conducted comprehensive research in order to provide the most effective software and technology related solutions for the territory  
Provided consultation and resolution to streamline day to day dealership issues  
Sold solutions to Dealer Principals and C-level personnel that streamlined various business processes resulting in cost savings and revenue increases of 10%-40%  
Successfully closed fiscal year 2006 at 126% of quota; attained 141% of quota in fiscal 2007  
Achieved Presidents Club status in 2006 & 2007

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## EDUCATION

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**BACHELOR OF SCIENCE IN BUSINESS MANAGEMENT, MINOR IN ECONOMICS**

State University of New York, Old Westbury, NY

NYS Real Estate License

Florida Real Estate License

NYS Life, Accident & Health License