

John Giacobbe

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Principal

- Managed sales force and office staff in New England
- Responsible for key customers in New England
- Worked with manufacturers to insure growth in the territory
- Sought out new lines



ToyService

Sales Representative

- Responsible for all retail customers in New England
- Managed other sales representatives in New England



Brio

Northeast Regional Sales Manager

- Managed regional sales force
- Key account manager for national toy chains, school suppliers, and retail catalog accounts
- Set up and exhibited at all national and regional toy shows



PlaySpaces

General Manager

- Oversaw all aspects of start up toy importer
- Managed warehouse and office staff
- Managed national sales force
- Set up and exhibited at all national and regional toy and gift trade shows
- Attended international toy fairs in Germany, France, & United Kingdom
- Worked with factories and agents in Europe and China to secure exclusive product lines to import into the US

Bachelor of Science, Boston College

ASTRA Board Member 2013 – 2016