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## REAL ESTATE NEWS

# William Pitt-Julia B. Fee Sotheby's announced two new senior leadership positions

**S**tamford — William Pitt-Julia B. Fee Sotheby's International Realty recently announced two new senior leadership positions, created to build upon the firm's growth and agent training strategy. Carolyn Fugere will serve as Vice President of Strategic Growth, and Lily Stelluti as Director of Agent Success.

Carolyn Fugere brings nearly 20 years in real estate to her new role overseeing the company's strategic growth plan, with expertise in managing, marketing and selling in suburban, urban and rural markets. She has previously led the firm's operations in Larchmont, N.Y., Litchfield County and the Berkshires, Mass., where she built and managed some of the most accomplished real estate sales teams in those markets.

She is a recent two-time Wil-



**Carolyn Fugere**



**Lily Stelluti**

liam Pitt-Julia B. Fee Sotheby's International Realty Manager of the Year award recipient. Her skill set extends to acquisitions, large team affiliations and opening brokerages in new markets.

"Carolyn is known among her industry peers as an inspirational leader and powerful motivator," said Paul Breunich, President and Chief Executive Officer of William Pitt-Julia B. Fee Sotheby's International Realty. "Her

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*Paul Breunich, President and Chief Executive Officer of William Pitt-Julia B. Fee Sotheby's International Realty*

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advocacy for continuous learning at every level of the organization, as well as her tireless pursuit of greatness within herself and others, has elevated the firm and the careers of many within it."

Lily Stelluti will oversee training for the firm's sales force of over 1,000 real estate professionals, working to support, educate and elevate the agents within an innovation-based learning environment.

She brings a media-infused background including training,

development and managerial experience with media companies such as Apple and Universal McCann.

She most recently served as Marketing Manager with William Pitt Sotheby's International Realty's Darien and Rowayton brokerages., where she provided workshops and one-on-one training. Her dedication to agent development garnered her the company's June Ruggiero Employee Achievement Award in 2017.

"Lily's talent and enthusiasm

for education and her high standards for customer service will prove an incredible resource for our agents," said Breunich. "She brings a unique ability to support sales professionals through ever-changing technological challenges, while always taking an empathetic, communicative and impactful approach to education."

Both Fugere and Stelluti will operate from the company's exclusive elite real estate training facility, known as the Imagine Lab. The first training center of its kind among all real estate firms in the market areas the company serves, the Imagine Lab combines state-of-the-art technology with client-based hospitality education.

Its primary purpose is to help real estate agents become exceptional professionals by learning the critical fundamentals of the business in a revolutionary new way. Classes ensure an in-depth understanding of real estate sales skills, marketing, social media, customer service and sales psychology.