



BIELAT SANTORE & COMPANY

A PROFESSIONAL REAL ESTATE ORGANIZATION

Meet the Salesmen of Bielat Santore & Company

Bielat Santore & Company has flourished for the past 35 plus years as an established commercial real estate firm, specializing in the sale of food and beverage real estate and businesses. Serving restaurateurs from all over the tri-state area by providing them with the highest quality of service and establishing close working relationships, the salesmen at *Bielat Santore & Company* treat each client as top priority as they guide them to the closing of one chapter and the beginning of another for all involved. As a small business, the company thrives on making personal relationships within every transaction, so we would like to introduce you to the salesmen who have helped keep the train going all of these years...

Joseph Denker



Joseph Denker has been a contributing salesman at *Bielat Santore & Company* for the past 6 years. Growing up nearby in West Long Branch, New Jersey, he decided to join the family business working part-time his first two and a half years, getting his feet wet in the industry while transitioning as a full-time salesman for the past three and a half years. The experience has paid off for the former Substance Abuse Counselor who has several sales under his belt including Tarantella's in Clark, New Jersey; Tumulty's Pub in New Brunswick; New Jersey; Citrico's in Bradley Beach, New Jersey; 21 South Bar & Grill in Jackson, New Jersey; Il Lago in Highlands, New Jersey and most recently finalized the successful closing of Pizzuto's Market in Eatontown, New Jersey.

Restaurateurs in Middlesex and Somerset counties may have seen him around town, familiarizing himself with the area as that is his primary territories for business. One thing that he often keeps in mind when he comes into work each day is: "going the extra mile goes a long way; doing things that other brokers would not do;" which he definitely has proven since coming on board.

What are your hobbies?

Playing the guitar and spending as much time as possible with my little boy!

Favorite food? Music? Band?

Pork chops. Alternative Rock. Billy Idol

What's something people may not know about you?

I had a budding acting career in my early twenties. I have been in commercial and print ads.

How did you spend your holiday?

Celebrating my baby boy's first Christmas!



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Robert J. Gillis



Robert J. Gillis may be the most recent addition to the sales team at *Bielat Santore & Company*, coming on board in 2015, but his work reflects years of industry experience. The Woodbridge, New Jersey native was the owner and operator of six successful ventures, as a former client of *Bielat Santore & Company's* before stepping on the other side of the business. After a twelve year career in sales and marketing, managing the regional offices of two major U.S. Corporations, Lanier Business Products in Raritan Center, Edison, New Jersey and United States Lines, East Coast Division, Philadelphia, Pennsylvania, his interest in the restaurant industry piqued, prompting him to purchase his first bar in 1988 in Lakehurst, New Jersey, known as the Bulldog Saloon (later called Body Language). From there, he owned and operated several bars/restaurants including: Sporting Life I, Keyport, New Jersey;

Sporting Life II, Pennsauken, New Jersey; Dino's Tiki Bar, Keyport, New Jersey; Hooters, Ocean, New Jersey; and Untouchables, Hazlet, New Jersey.

Currently, as a salesman at *Bielat Santore & Company*, his focus is on Mercer and Burlington County, with recent sales including: Mike's Hiawatha Tavern in Hazlet, New Jersey and Luchento's Country Kitchen in Millstone, New Jersey. His approach to success in this business is "to fully utilize the groundwork already established by *Bielat Santore & Company* in their 35 years in business regarding the company's A to Z approach when it comes to servicing the client's needs, whether representing the buyer or seller. It has become totally clear to me that no one does it like we do."

What are your hobbies?

Trout fishing and horse racing. I normally fish the rivers of North Jersey 12 months a year. Over the years, I have owned and bred a total of 8 Standard-bred racehorses, competing at Freehold, Yonkers and Saratoga Raceways.

Favorite food? Music? Band?

The entire Thanksgiving meal! I like soul, rhythm

and blues, Motown Music, however, my favorite band is the Eagles.

What's something people may not know about you?

Barry Bielat was my college roommate at Duquesne University. Barry enrolled in the Pharmacy program and I in Pre-Med—obviously neither worked out!