

Darrell Z. DiZoglio

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Achievements and Results

Wrote a sales letter and résumé that reeled in over \$1.25 million worth of revenue for an International Consultant.

Ten executive résumé clients were hired promptly with more than a \$20K raise in 2009, 20 in 2010, 32 in 2011 and one earned a \$554,000 consulting contract.

Due to proven trade secrets, 96% of my résumé clients are hired within 90 days.

Instrumental in helping seven executives earn at least \$200,000 from 2008-2011.

Ranked "Top Résumé Writing Expert" in Nation on LinkedIn.com for a fourth consecutive year with the most Best Answer Awards 2008-2011.

Authored my first eBook "Insider Secrets: Proven Strategies to Get You Hired Quick" in 2011.

Successfully helped over 100 members of the US Army, Navy, Marines and Air Force transition to civilian employment annually with new career documents.

Wrote thousands of ads, websites, sales letters, info articles and brochures with great results for clients since 1991.

Transitioned Landmark Maps from selling print ads to a marketing focus and increased ad sales from \$200,000 annually over the previous eight years to \$2.1M in first full year of using the Professional Direction Giver Network.

No longer required any paid advertising after 2008 due to client referrals, 150 published info articles and expert SEO.

My Philosophy: "One man with a passion will do more than a hundred with an interest."

High Performance Résumé Writer • Executive Résumé Writer Certified Professional Résumé Writer • Copywriter • Editor in Chief

Professional Experience

RighteousResumes.com (Owner/Operator), Johnston, Rhode Island 5/04 to Present

High Performance Résumé Writer • Executive Résumé Writer • Editor in Chief

View transparent client reviews here: <http://www.linkedin.com/in/darrelldizoglio>

Leverage my expertise from extensive experience as a Hiring Manager, Recruiter and Copywriter.

BarracudaCopywriting.com (Owner/Operator), Johnston, Rhode Island 1/91 to Present

High Performance Copywriter • SEO • Editor in Chief

Write high ROI websites, landing pages, direct sales letters, advertisements and email campaigns. Nationally recognized for FEARSOME RESULTS as a Sales, Advertising and Marketing Writer.

Rockland Financial Mortgage Company LLC, Cranston, Rhode Island 10/02 to 4/04

Sales and Marketing Manager • Recruiter • Multi Million Dollar Mortgage Originator

Promoted January 2003; sales of Conforming, FHA, VA, Commercial and Nonconforming Mortgages.

Ameriquist Mortgage Company, Lincoln, Rhode Island 8/01 to 6/02

Assistant Manager • Mortgage Consultant

Highest personal net revenue months \$72K and \$69K; routinely #1 in sales and client satisfaction.

Danish Inspirations, Dallas, Texas (Scandinavian and Italian Fine Furniture) 10/98 to 12/00

Sales Consultant • Recruiter • Rainmaker

Shattered all previous sales records; recruited staff for owner; #1 in sales in 26 of 26 months.

Gordon's Jewelers/Zale Corporation, Dallas, Texas 11/95 to 6/97

Store Manager • Recruiter – Routinely #1 Store in sales and new credit accounts in region.

Recruited here, previously managed for Gordon's Jewelers from 06/88 to 11/89 in VT.

Affordable Mortgage, Dallas, Texas 1/94 to 6/96

Mortgage Originator of Conforming, FHA and Sub Prime loans; **earned annual MVP Award twice.**

Averaged 1.3 million dollars and ten closings per month in year one; always #1 in sales thereafter.

Landmark Map Guide Inc., Dallas, Texas 2/91 to 12/93

Sales and Marketing Manager • Recruiter • Copywriter – The tourist and visitor guide to DFW.

Always #1 in advertising sales; promoted into management after only one full month on the job.

Areas of Expertise

- ▶ Sales, Advertising and Marketing
- ▶ Convincing and Compelling Sales Writing
- ▶ Business Solutions
- ▶ Proven Copywriting Expert
- ▶ Leadership and Management
- ▶ Internet Copywriting
- ▶ Banking, Finance and Investing
- ▶ Natural Health and Healing
- ▶ Sales Psychology
- ▶ Target Marketing
- ▶ Luxury/High-End Sales and Marketing
- ▶ Negotiating Contracts/Closing Sales
- ▶ Desktop Publishing Skills
- ▶ Recruiting Staffs
- ▶ Creative Solutions
- ▶ Real Estate
- ▶ Relationship Building
- ▶ Editing and Proofreading

Education and Professional Development

Rhode Island College, Providence, RI from 1987 to 1988 for Management and Marketing

Austin Community College, Austin, TX from 1986 to 1987 for Management and Marketing

University of Houston, Texas from 1984 to 1985 for Management and Marketing

Bryant University, Smithfield, RI from 1982 to 1984 for Management and Marketing

CERTIFIED PROFESSIONAL RÉSUMÉ WRITER, Professional Association of Résumé Writers

Microsoft® Word, Excel and PowerPoint Certified. Attend several top sales seminars annually.