

DARRELL DIZOGLIO
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ACHIEVEMENTS

Selected by 1,100 senior executives to create a high-performance career advancement package since 2004.

Sold 750 startups by phone with a try before you buy campaign as Internet Marketing Consultant and Copywriter.

Chosen to create 289 customized Internet Marketing Plans to help 95% of SMB owners realize sales goals.

Sold 357 consecutive business plans that earned bank approval and funding and/or grant funding.

Wrote 50 diverse sales proposals during 2017, 49 of which won new business from client as Copywriter.

Selected for, sold, and wrote over 700 website landing pages as Freelance Copywriter since 1991.

Originated and closed three MM\$ commercial loans in 2003. Partnered effectively with seven Realtors®.

Generated hundreds of sales leads from HowToFindWorkNow.org while helping the unemployed nationwide.

Expert sales, writing, and marketing skills helped > 9200 clients secure employment with new résumés since 2004, most with a healthy raise, advancement, or career change.

Ranked #1 Résumé Writing Expert in Nation on LinkedIn.com from 2008 to 2/2013 versus over 5000 peers.

Author of a game-changing job search eBook for executives and high-income earners, updated annually since 2012.

Recognized by LinkedIn.com for writing a Top 1% Most Viewed Profile on LinkedIn during 2012 vs. over 200M others (big lead generator).

Earned >100 five-star reviews online.

Led Landmark Maps transition from selling print ads to marketing services, which increased sales from \$200,000 per year over the previous eight years to a mind-boggling \$2.1M in year one.

SALES EXECUTIVE · SALES CONSULTANT · B2B SALES REP · ACCOUNT EXECUTIVE · SR. ACCOUNT EXECUTIVE

SALES & MARKETING LEADERSHIP EXPERIENCE

WordsThatSell247.com formerly BarracudaCopywriting.com, Dallas, Texas 01/91 - Present
High-Performance Copywriter · Sales Proposal Writer · Sales & Marketing Consultant
Marketed and sold high ROI websites, landing pages, direct sales letters, sales proposals, advertisements, business plans and marketing services. Recognized by clients nationwide for Real Results as Internet Marketing Writer/Coach & Consultant. Review over 75 glowing client reviews here: <http://linkedin.com/in/darrelldizoglio> (scroll down to bottom of profile for reviews).

RighteousResumes.com and HighPerformanceResumes.com, Dallas, Texas 05/04 - Present
Inside Sales Consultant · Executive Résumé Writer · Certified Professional Résumé Writer
Ranked in top 1% nationwide for most LinkedIn recommendations from clients 2008-2017.

HowToFindWorkNow.org, **Editor in Chief/Webmaster**, Dallas, Texas 01/12 - Present
Earn trust from providing valuable community service, which translates to winning new clients.

Rockland Financial Mortgage Company LLC, Cranston, RI 10/02 - 04/04
Sales and Marketing Manager · Multi-Million Dollar Mortgage Originator · Recruiter
Promoted January 2003; sales of Conforming, FHA, VA, HELOC, Commercial and Nonconforming Mortgages. Recruited and hired sales and support staff for owners.

Ameriquet Mortgage Company, Lincoln, RI 08/01 - 06/02
Assistant Manager · Mortgage Consultant
Highest personal revenue months \$72K and \$69K; routinely #1 in sales and client satisfaction.

Danish Inspirations, Dallas, Texas (Fine Scandinavian, Italian & Office Furniture) 10/98 - 12/00
Sales Consultant · Recruiter · Rainmaker · Multimillion-Dollar Producer 1999 and 2000
Shattered all previous sales records; recruited staff for owner; #1 in sales in 26 of 26 months. Utilized 3D space planning & cost estimation software to showcase design skills/win approvals.

Gordon's Jewelers (a Zale Corporation subsidiary), Dallas, Texas 11/95 - 06/97
Store Manager · Recruiter – Routinely #1 Store in sales and new credit accounts in region.
*Recruited back, former **Store Manager** for Gordon's Jewelers, S. Burlington, VT 6/88 - 11/89.*

Mortgage Originator, Affordable Mortgage, Dallas, Texas 01/94 - 06/96
Earned annual MVP Award twice; Multimillion Dollar Producer and #1 in sales 1995-1996.

Landmark Map Guide Inc., Dallas, Texas 02/91 - 12/93
Sales and Marketing Manager · Recruiter · Copywriter – The tourist and visitor guide to DFW.
Always #1 in monthly advertising sales; promoted into management after one month in Sales.

Diamond Department Manager/Sales, Tilden-Thurber Jewelers, Prov., RI 11/89 - 02/91

CORE SALES STRENGTHS OFFERED

- ▶ Sales, Advertising & Marketing ▶ Writing Compelling Sales Proposals ▶ Consultative Selling
- ▶ Selling Solutions ▶ Overcoming Objections ▶ Leadership and Management ▶ SEM & SEO
- ▶ Email Marketing ▶ Relationship-Based Selling ▶ Effective Marketing ▶ Finance & Banking
- ▶ Win-Win Negotiating ▶ Zoom ▶ Training ▶ CRM Systems ▶ Persuasive Presentations
- ▶ LinkedIn Sales Navigator for Lead Generation ▶ Relationship Building ▶ Microsoft Office 365

EDUCATION, CERTIFICATIONS AND TRAINING

Bachelor of Science in Management and Marketing equivalent from 2.5 years at Bryant University, Smithfield, RI; one year at Rhode Island College, Providence, RI; one year at Austin Community College, Austin, TX; one year at University of Houston, Texas; decades of independent study, research as active investor, and 30 years as a Manager and Owner/Operator.
Certified Professional Résumé Writer, Professional Association of Résumé Writers
Graduate, National College of Real Estate Appraisal & Property Management, Atlanta, GA
Graduate, Gordon's Jewelers' Management Training Program (one year), Houston, TX
Completed Zig Ziglar's Secrets of Closing the Sale Training, Houston, TX