

**DARRELL DIZOGLIO**  
604 Rosemead Dr., Euless TX 75039  
Mobile: 469.540.0455  
Email: [ddizoglio@gmail.com](mailto:ddizoglio@gmail.com)

## 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 > 10,000 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 · SALES & BUSINESS DEVELOPMENT MANAGER

## SALES & MARKETING LEADERSHIP EXPERIENCE

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

[RighteousRésumés.com](http://RighteousRésumés.com) and [HighPerformanceResumes.com](http://HighPerformanceResumes.com), Dallas, Texas 05/04 - Present  
**Sales Consultant · Executive Résumé Writer · CPRW · Career, Transition & Job Search Coach**  
*Ranked #1 résumé writing expert and careers & education expert in nation on LinkedIn; #2 in Job Search on LinkedIn from 2008-2013. Experts were ranked by total best answer awards earned.*

[HowToFindWorkNow.org](http://HowToFindWorkNow.org), **Editor in Chief/CMO/Career Coach**, Dallas, Texas 01/12 - Present  
Provide employment solutions and info as community service (.org) to unemployed professionals.

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.*

Ameriquist 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

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 (CPRW)**, Professional Association of Résumé Writers  
**Dale Vermillion Mortgage Sales Training 2002; Anthony Robbins Firewalk Sales Training 2002; Graduate, National College of Real Estate Appraisal & Property Management**, Atlanta, GA; **Graduate, Gordon's Jewelers' Management Training Program** (one year), Houston, TX; **Sandler Sales Training; Zig Ziglar's Secrets of Closing the Sale Training**, Houston, TX