

# Darrell Z. DiZoglio

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## Achievements

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

96% of résumé clients hired in 90 days or less due to my proven trade secrets.

Served hundreds of Fortune 500 Executives, Directors, Managers, HR Managers, Writers and Professionals with High Performance Résumés.

Wrote one sales letter that brought in over \$44M worth of mortgage business revenue over two years.

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 yearly over the previous eight years to \$2.1M in first full year of using the Professional Direction Giver Network.

Sold four 4 carat diamonds for over \$235,000 in sales revenue Tilden-Thurber Jewelers 1990.

Promoted to Sales Manager at Rockland Financial Mortgage in 2003.

Selected to recruit the entire district's sales staff for Gordon's Jewelers.

Publisher of Landmark Maps said: "You sold the Mesquite Rodeo? I have been trying to sell them for eight years!"

## My Philosophy

"One man with a passion can do more than a 100 with an interest."

## High Performance Résumé Writer • Copywriter • Editor Certified Professional Résumé Writer • Sales and Marketing Manager

## Experience

[RighteousResumes.com](http://RighteousResumes.com) (Owner/Operator) 05/04 to Present  
Johnston, RI. **High Performance Résumé Writer • Copywriter • Editor**  
View transparent client reviews here: <http://www.linkedin.com/in/darrelldizoglio>

Rockland Financial Mortgage Company LLC 10/02 to 04/04  
Cranston, RI. **Sales and Marketing Manager • Recruiter • Mortgage Originator**  
Sales of Conforming, FHA, Commercial and Nonconforming Mortgages.

Ameriquet Mortgage Company 08/01 to 06/02  
Lincoln, RI. **Assistant Manager • Mortgage Consultant**  
Highest personal net revenue months \$72K and \$69K. Routinely #1 in sales.

Danish Inspirations, Scandinavian/Italian Fine Furniture 10/98 to 12/00  
Dallas, TX. **Sales Consultant • Recruiter • Rainmaker**  
Shattered all previous sales records. Recruited staff for owner. #1 in sales.

Gordon's Jewelers 11/95 to 06/97 and 06/88 to 11/89  
Boston, MA; South Burlington, VT and later Dallas, TX (bought by Zales in 1989).  
**Store Manager • Recruiter • Sales Consultant**  
Routinely #1 in sales. Graduate of Gordon's Jewelers School of Management 1989.

Affordable Mortgage 01/94 to 6/96  
Dallas, TX. **Mortgage Originator** of Conforming, FHA and Sub Prime loans  
Averaged 1.3 million dollars and ten closings per month. Always #1 in sales.

Landmark Map Guide, Inc., The tourist and visitor guide to DFW. 02/91 to 12/93  
Dallas, TX. **Sales and Marketing Manager • Recruiter • Copywriter**  
Always #1 in advertising sales, promoted after only one full month on the job.

Tilden-Thurber Jewelers, American Gem Society Jeweler 11/89 to 02/91  
Providence, RI. **Fine Jewelry Sales**, #1 in Sales for all 3 stores.

## Areas of Expertise

- ▶ Able to meet multi-million dollar sales goals routinely and profitably
- ▶ Focus on solutions vs. problems ▶ Marketing and Copywriting expert
- ▶ Professional management of schedules, mission, personnel, and budgets
- ▶ Negotiation of contracts ▶ Sales force training ▶ Recruiting staffs
- ▶ Increasing efficiency with creative ideas ▶ Turn around specialist
- ▶ Building lifetime relationships ▶ Writing, editing and proofreading

## Education and Professional Development

Bryant University, Smithfield RI 1982 to 1984 for Management/Marketing  
University of Houston, Texas 1984 to 1985 for Management/Marketing  
Rhode Island College, Providence, RI 1986 to 1987 Management/Marketing  
**CERTIFIED PROFESSIONAL RÉSUMÉ WRITER, Professional Association of Résumé Writers**  
MS Word, Excel and PowerPoint Certified. Attended many sales seminars by: Zig Ziglar, Tom Hopkins, Brian Tracy, Harvey Mackay, Ken Blanchard, Les Brown, Dale Vermillion and Tony Robbins.