

Darrell Z. DiZoglio

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Achievements

Executing one great idea for Landmark Maps got me promoted to Sales and Marketing Manager increasing sales from \$200,000 over the previous eight years to \$2,000,000 in first year of using the PDG network.

Fire Walker 2002

Promoted to Store Manager Gordon's Jewelers 1988. #1 Store in Sales & Profit in NE region 1989.

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. Recruited the sales staff.

Recruited the entire staff for Landmark Maps 1992.

Sold > 38% of stores sales Danish Inspirations for 2 years.

2002 Offered Branch Manager position at Ameriquest Mortgage for outstanding sales results.

Recruited entire sales staff for Gordon's Jewelers 1989.

Quote from Andrew Simpson Publisher of Landmark Maps: "You sold the Mesquite Rodeo? I have been trying to sell them for the last eight years! How on earth did you do it? Tell me everything."

My Philosophy

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

Sales Manager ▪ Marketing Manager ▪ Recruiter Copywriter ▪ High Performance Résumé Writer

Experience

Owner/Operator of <http://RighteousResumes.com> 05/04 to Present
High Performance Résumé Writer ▪ Website Writer ▪ Copywriter ▪ Editor

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

Ameriquest Mortgage Company 08/01 to 06/02
Lincoln, RI **Assistant Manager ▪ Mortgage Consultant**
Highest 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**
Shattered all previous sales records. Recruited staff for owner. #1 in sales.

Gordon's Jewelers 06/88 to 11/89 and 11/95 to 06/97
Boston, MA; Burlington, VT and later Dallas, TX
Store Manager ▪ Recruiter ▪ Sales Consultant
Routinely #1 in sales. Graduate of Gordon's Jewelers School of Management.

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 Maps, The tourist and visitor guide to DFW. 02/91 to 12/93
Dallas, TX **Sales and Marketing Manager ▪ Recruiter ▪ Copywriter**
Always #1 in 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 ▶ Cost saving initiatives ▶ Marketing
- ▶ 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 with clients ▶ Closing key clients
- ▶ Excellent use of teamwork, collaboration and consensus building

Education and Professional Development

Bryant University, Smithfield RI 1982 to 1984 for Management/Marketing
Graduate of Gordon's Jewelers School of Professional Management 1989
University of Houston, Texas 1984 to 1985 for Management/Marketing
University of Rhode Island, Providence, RI 1986 to 1987 Management
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 Anthony Robbins.