



# Dottie Paige Jewell

Business Development Executive



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## Summary:

I'm a highly competitive person with hunter mentality in sales. I enjoy working with a team, but finishing each month as the top performer. I'm incredibly goal driven and internally focused, and I always find a way to win. I'm excellent at building instant rapport with customers, showing genuine interest in their business needs through solution selling, and consistently validating my value as a true expert in everything that I'm selling. I often maintain a professional relationship with my customers, long after their first sale. I pride myself on integrity and attention to detail, I look forward to working with you.



## Experience:

### Business Development Executive

*My MarketPlace Builder* - Remote

3 yrs 1 mo

Aug 2016 - Present

- Performing B2B SaaS sales to owners of SMB and C-Level Execs at Enterprise Level companies
- Upfront cost range \$500 - \$95K, monthly subscription from \$150 - \$40K
- Creating custom presentations after building rapport utilizing solution selling
- Devising custom proposals, negotiating terms and pricing based on individual business needs
- Conduct up-sales to existing customers, and joint account maintenance to ensure customer satisfaction
- 95% inside sales 5% outside sales, both inbound and outbound
- Manage and train sales team
- Create sales materials and competitor analysis literature
- Technical support for customers and prospects

### Channel Partnership Sales

*Signpost* - New York City, NY

1 year

Aug 2015 - Aug 2016

- Outbound B2B Cold Call Sales of Marketing CRM SaaS partnerships to top performing Ad Agencies and Marketing Firms (B2B)
- Negotiate third party contracts in order to get partnerships with resellers
- Sell through to their clients via customized product demos

### Senior Sales Executive, Sales Executive

*Signpost* - Austin, TX

1 yr 3 mos

May 2014 - Aug 2015

- Cold Call Outbound B2B Inside Sales Marketing CRM SaaS to SMB owners
- Manage entire sales cycle - Needs analysis, getting to DM, demoing online presentation, negotiating, and closing sale
- \*Accolades: #1 Top Rep (125 reps, 3 offices) Feb 2015
- Company Record for most revenue brought in on a single day in Feb 1, 2015
- WP Club (Exceed quota by 130%, prog began Nov '14) Nov-Dec 14, Jan-June 15
- President's Club Q1-Q2 2015
- #2 sales rep of 150 for Q1 and Q2

### International Sales Representative

*Overton Enterprises* - Austin, TX

5 yrs 4 mos

June 2009 - Oct 2014

- Travel 100% (US and Europe) to engage in outside sales at trade shows (B2B) and expositions (B2C)
- Manage entire sales process - building trust, brand reputation, product demonstration, negotiation, and close
- Fast paced sales environment, multitasking a requirement, solo environment, self managed, problem solved
- Attain new customer accounts in various cities, maintain those accounts in long term

### Account Manager

*Cydcor* - Austin, TX

3 yrs 3 mos

Dec 2010 - March 2013

- B2C outside F2F sales for AT&T Uverse, B2B outside F2F for Staples - memorized product lines and pricing to sell with urgency
- Customers were SMB's to Enterprise clients in all verticals including industrial, retail, manufacturing, telecom, medical, insurance, salons, specialty firms, distributors etc
- Managed new local territory every 2 months
- \*Accolades: -Top 7% company wide sales out of 750 in Oct & Nov 2011
- Assisted training and mentoring 90% of new employees in sales
- Consistently hit 160% of \$ goal and 125% # of accounts weekly to receive highest level bonus tier
- Top 3 in office sales monthly; top 5% country wide 750+- people in sales Feb, March, & June 2012
- Top 10 in overall Hewlett Packard sales in March & June 2011
- Top leadership award out of 50 person team in July 2011



## Education:

**Texas State University** - San Marcos, TX

*Bachelor of Science* - Nutrition and Food Science, Minor - Business Administration

2002 - 2006

- GPA 3.4 - Cum Laude



## Skills:

Custom Demos & Proposals



Expert

Verbal & Written Communication



Expert

Inside Sales



Expert

Outside Sales



Expert

Contract Negotiations



Expert

Salesforce CRM



Advanced

Microsoft Office



Advanced