

## Contact

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(LinkedIn)

## Top Skills

Account Penetration

Telecom Expense Management  
Consulting

## Certifications

Group 1.Social and Behavioral  
Research Investigators and Key  
Personnel

# Jodie Hamilton

Business Development Manager at iDΔTΔFY • Connecting  
employers and job seekers through a Certified Talent Marketplace •  
SmartResume®

Little Rock, Arkansas, United States

## Summary

Highly motivated sales professional with 10+years of experience in providing expertise in strategic lead generation, sales presentations, effective liaising, enterprise sales strategy, creative marketing, and category supervision across diverse sectors. Quota-surpassing sales manager with a consistent record of converting sales prospects into loyal, satisfied clients and building a network of referrals to increase sales.

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## Experience

### SmartResume

Business Development Manager

February 2022 - Present (2 years 7 months)

Arkansas, United States

### Med-Style Direct

President Of Sales

November 2018 - February 2022 (3 years 4 months)

Arkansas, United States

### Dynamic Consulting Solutions

President

August 2016 - January 2020 (3 years 6 months)

### AT&T

Sales Manager

August 2007 - September 2014 (7 years 2 months)

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## Education

University of Arkansas at Little Rock

Bachelor of Arts - BA, Applied Communication · (December 2021)

University of Arkansas at Little Rock

Bachelor of Science - BS · (2011)