

## Jason Michael Dent

'Be the change, live the dream, leave a legacy.' -2010

### **Cloudtrek/Alchemy Communications Irvine, CA**

#### **Director of Business Development; Sales, Marketing, Recruiting March 2016 - July 2020**

- First full time employee
- Envisioned and trail blazed new routes to revenue
- Became "the thread/glue/bridge" for clients, departments, and management.
- Helped the company grow internally with a dedicated small team to initiate or revise: sales operations, quote generation, CRM, client portal, reseller portal, website, social media, press releases, articles, internship program, the booth, channel partners, referral partners, tours, sales presentations, product demos, etc.
- Recruiting for sales and tech roles from posting to offer letters.
- Trained and assisted new sales reps with product and industry knowledge.

### **Virtual Graffiti Inc. Lake Forest, CA**

#### **Business Development Account Manager Sept. 2014 - April 2015**

- Scrubbed for new business while trained in Servers, Wifi, Firewalls, Security, Software and Licences covering all leading brands.
- Helped streamline a custom built extension for SAP for tracking and growing retention.

### **Prosum Technology Services Irvine, CA**

#### **Technical Recruiter April 2014 - July 2014**

- Sourcer: Fastest placement during training OC office (Linux Engineer)

### **CyberCoders Irvine, CA**

#### **Executive Recruiter Nov. 2013 - March 2014**

- Full Desk: Valve, Hi-Rez Studios, Zeni-Max, Big Red Button, Pindrop Security

### **Cbeyond Anaheim, CA**

#### **Team Lead Account Executive III Jan 2012 - Nov. 2013**

- Top Rookie Jan. 2012, Winner of Q2 Vegas Competition, Top Rep OC May 2012, 2013  
Modeled cloud sales methodology

### **Southern California Group Anaheim, CA**

#### **Account Executive Sept. 2010 - Nov. 2011**

- Commission only door to door office supplies sales
- Facilitated workshops and team meetings focused on big picture creating vision
- Boosted my manager's team from Rank #73 in the nation to #1 in 90 days.

### **Passion Experiences:**

- BlizzCon Staff (VOLT) 6 years
- Western Division Mythic Dungeon International 2019 Spring Season

### **Bachelor of Arts in Communication, University of California, Santa Barbara 2010**

#### **Research Assistant**

Debra Lieberman, Ph.D. Director, **Center for Digital Games Research**

René Weber, PH.D., M.D. Principal Researcher **Media Neuroscience Lab**

Irvine Valley College 2008, Irvine High School 2006

For extended information please visit [Linkedin.com/in/jasonmdent](https://www.linkedin.com/in/jasonmdent)