

DARBY DOWDELL

Account Executive

AI Technology • Full-Cycle Sales • Business Development
Tampa, FL • 901.484.4861 • Darbyleigh1011@gmail.com

EXECUTIVE PROFILE

Top-performing Account Executive with 15+ years of experience driving revenue growth through full-cycle sales, strategic business development, and executive relationship management. Proven success generating multi-million-dollar pipeline, exceeding quota, expanding territories, and building trusted partnerships across AI technology, wholesale fashion, luxury retail, home improvement, and entrepreneurship.

Enterprise Sales • Full-Cycle Sales • Business Development • AI Solutions • Prospecting • Pipeline Generation • Strategic Partnerships • Executive Presentations • CRM • Forecasting

CAREER HIGHLIGHTS

\$2M+ Pipeline | 100–110% Quota | 150% Territory Growth | 30% Gross Profit Growth | \$4M+ Wholesale Revenue | \$225K Founder Revenue | 700+ Products Sold

PROFESSIONAL EXPERIENCE

Fusion Media AI — Account Executive | Jan 2026–Present

- Owned the full sales cycle from prospecting through close, onboarding, and account expansion.
- Achieved 100–110% quota while generating \$2M+ qualified annual pipeline.
- Managed 60+ enterprise opportunities with 95%+ forecast accuracy.
- Delivered 25–30 executive discovery meetings monthly with a 30% close rate.
- Increased qualified pipeline 35% through strategic outbound prospecting.

Compass Coastal Co. — Founder & Managing Partner | 2025–2026

- Founded and scaled a family-owned premium lifestyle brand before successfully selling my ownership interest to family partners to pursue tech sales.
- Generated \$225K first-year revenue while selling 700+ handcrafted products.
- Achieved \$320+ average order value with a 32% repeat customer rate.
- Directed business development, branding, e-commerce, operations, supplier negotiations, and marketing.

Dress the Population — Regional Sales Manager | 2023–2025

- Increased territory sales 150% while growing gross profit 30%.
- Generated \$4M+ annual wholesale revenue and expanded wholesale accounts 40%.
- Managed 75+ retail partners while increasing average order volume 25%.
- Built executive partnerships with Nordstrom, Saks Fifth Avenue, Neiman Marcus, Bloomingdale's, Macy's & Dillard's.

Home Performance Alliance — Territory Sales Manager | 2022–2023

- Managed the full sales cycle while achieving 105–120% quota attainment.
- Generated \$1.8M+ annual booked revenue and closed 180+ projects.
- Maintained a 35%+ close rate while increasing territory revenue 28%.
- Acquired 40+ new customers with 95%+ customer satisfaction.

EDUCATION

Auburn University — B.S., Apparel Merchandising & Production Management

TECHNOLOGY

Salesforce • HubSpot • Microsoft Dynamics • LinkedIn Sales Navigator • ZoomInfo • Shopify • Microsoft 365 • Google Workspace • Canva