

**Joseph A. Dorsey**

Noblesville, IN 46060

(317) 652-1381 | j.dorsey1776@gmail.com

LinkedIn: [www.linkedin.com/in/joe-dorsey1776](https://www.linkedin.com/in/joe-dorsey1776)

---

## **Career Summary**

Sales-driven professional with over 12 years in law enforcement and 4+ years in account management, business development, and SaaS sales. Skilled in identifying and converting new business opportunities through consultative sales and strategic account management, especially in the government and corrections sectors. Experienced in contract negotiation, CRM optimization, and executing B2B/B2G sales strategies to drive growth, client retention, and satisfaction. Known for building strong client relationships and implementing effective sales tactics that enhance market presence and long-term success.

## **Professional Experience**

### **Equivant**

*Account Executive* | May 2022 – Sept 2024

- Brought in 16 new logos and generated over \$1.5M in sales.
- Drove sales and new business development in the government and corrections sectors, managing accounts to expand service offerings.
- Utilized exceptional oral communication skills to execute effective B2G sales strategies.

*Sales Development Representative* | Mar 2021 – May 2022

- Pursued new business opportunities, consistently exceeding sales targets.
- Delivered tailored solutions based on a comprehensive understanding of client needs.

### **First Tactical**

*Business Development Manager* | May 2020 – July 2020

- Managed all sales activities from lead generation to closing, educating government agencies on product benefits.
- Developed marketing strategies that successfully expanded territory sales by 15%.

### **Hamilton County Sheriff's Office**

*Special Deputy Correctional Officer* | Feb 2008 – May 2020

- Ensured the safety of inmates and staff while providing counseling and support for legal challenges.

- Served on the Special Emergency Response Team (SERT) and as a Field Training Officer (FTO), contributing to team readiness.

### **Dorsey Lawn Care LLC**

Owner | Feb 2016 – May 2018

- Launched and grew a successful lawn care business, achieving over \$65k/year in sales.
- Implemented effective marketing strategies and SEO, achieving first-page Google rankings for local services.

## **Education**

### **Florida Baptist College & Indiana Baptist Institute**

Teaching Certification

### **Noblesville High School**

Class of 2003

## **Certifications & Memberships**

- Indiana Law Enforcement Academy – Jail Officers Course, 2011
- Member, Indiana Sheriffs Association, Feb 2009

## **Skills**

- **Sales Skills:** SaaS Sales, B2B/B2G Sales, Account Management, Lead Generation, Prospecting, Consultative Sales, Sales presentations
- **Technical Skills:** CRM Proficiency (Salesforce, Hubspot), Sales Funnel Management,
- **Soft Skills:** Leadership, Negotiation, Public Speaking, Team Building, Customer Relationship, Oral and written communication, Active listening