

THE EXECUTIVE PORTFOLIO
FOR

MIKE DOTSON, PH.D
FINTECH SOLUTION SALES LEADER

SALES ENGINEERING | FINTECH | CYBERSECURITY



THE
VALUE
PROPOSITION

MIKE DOTSON, PhD

FINTECH SOLUTION SALES LEADER



Dear Hiring Representatives,

As an exceptional sales executive, the expertise I have honed in fintech corporate solutions (including merchant payments, data analytics, and cybersecurity), allows me to promote critical security systems by enabling enterprise sales growth, profitability, and client acquisition/retention. I have extensive experience in implementing a proven comprehensive sales strategy for enterprise-wide SaaS solutions that target enterprise relationships and penetrate organizational structure (as well as departmental silos) at the executive/C-level by working with local VARs to transfer knowledge, and motivate their management and account executives.

Highlighted below are my professional achievements in exceeding sales objectives for various organizations:

- **Cybersecurity** - Sold and introduced proprietary cybersecurity solutions such as ID verification, authentication, device interrogation and penetration testing solutions to key client decision-makers and parties of influence across enterprise organizations, resulting in an opportunity pipeline of approximately \$20M.
- **Portfolio growth** - Grew assigned client portfolio revenue over 105%.
- **Contract renewals** - Garnered over \$75 million in retained revenue during tenure by securing client contract renewals.
- **Sales Quota Achievement/Recognition**
 - 123% for 2016 Operating Year with First Data Cross-sales
 - 126% for 2017 Operating Year with First Data Cross-Sales


By leveraging my proven expertise in enterprise sales, I am confident I can expand, guide and shape your sales culture, enterprise sales pipeline and footprint to exceed revenue targets. Simultaneously, I can successfully driving client engagement and new business growth from new/existing commercial targets within an assigned territory. Thank you for considering my application. I look forward to the opportunity to discuss my qualifications further.

Best Regards,



Dr. Mike Dotson
Dr. Mike Dotson

THE
EXECUTIVE
RESUMÉ



INTELLECTUAL
CURIOSITY
CAN LEAD TO
SOLUTION DISCOVERY



Dr. Mike Dotson



MIKE DOTSON, PhD

FINTECH SOLUTION SALES LEADER
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+832-656-7888

Mike.Dotson2322@gmail.com

in/miked4growth/

Houston, Texas

Desires to secure a sales director/manager role with a growing FinTech firm with a solid organizational culture.

SUMMARY

Accomplished process-driven sales leader, delivering value through growth, profitability and client acquisition/retention for enterprise FinTech organizations regarding corporate solutions in the areas of merchant payments, data analytics and cybersecurity. Trusted advisor, recognized and sought after by senior leadership for consistent demonstration of effective consultative selling, while managing complex negotiations. A dynamic sales leader and strategist, possessing over 20 years of business development with an expertise in building C-Suite relationships and proven sales processes in revenue achievement and client retention.

EXECUTIVE HIGHLIGHTS

- **Sales achievement:** A high performer, achieving extensive sales of over 120% of sales quota. Directly impacted enterprise profitable growth and client retention within the financial sector.
 - Retained \$75M in client revenue (annual contract value) during tenure with First Data.
 - Sold SaaS solutions, fraud mitigation and other payment-centric solutions.
 - 107% portfolio revenue attainment as a regional account manager with Equifax.
 - 116% & 125% sales quota achievement as a commercial mid-market relationship manager.
- **Opportunity hunter:** Average deal size: \$2.5M | average sales cycle: 8-18 months - Deepen client communication and develop meaningful dialogue toward implementing enterprise solutions through a six-step sales culture process.
- **Lead generation:** Designed a sales-lead prospect campaign that boosted the number of qualified leads by 25%, with a focus on data science/AI, enterprise risk planning, strategic alignment of cybersecurity goals, and data management-related solutions.

SIGNATURE COMPETENCIES

Sales

- Consultative Solution Selling
- Contract Negotiations
- Business Development
- Revenue Generation
- Sales Forecast Accuracy
- SaaS Solution Sales
- Holistic Industry Analysis
- Sales Plan Development & Execution
- Complex Sales Cycle Management
- Omni Channel Solutions
- Pain Point Identification
- Economic Buyer Value Propositioning
- CRM Management
- Meddlic Sales

FinTech

- Cryptocurrency: Data Wallets
- Data Analytics
- Data Management (SaaS)
- Salesforce
- Seamless AI

Cybersecurity

- Cyber Security Strategy Management
- Vulnerability and Penetration Testing
- API Platform Integration
- Threat Management
- SCADA - Supervisory Control and Data Acquisition

ACADEMIC QUALIFICATIONS

GRAND CANYON UNIVERSITY - PHOENIX, AZ

Doctor of Business Administration - Emphasis in Management
PhD, 2024

Dissertation

“A Descriptive Study of Leadership Practices in Sustaining Organizational Culture – among Leaders of Remote Call Center Agents”

Research

- In-depth analysis of sales culture and its impact on organizational success.
- Deciphering and understanding the existing organizational culture environment.
- Developing a consciousness around personal job requirements and team functionality.
- Utilizing and understanding the impact of technology on the efficacy of communication across enterprise operations.

UNIVERSITY OF PHOENIX - HOUSTON, TX

Master of Business Administration

SAM HOUSTON STATE UNIVERSITY - HUNTSVILLE, TX

Bachelor of Business Administration



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MEMBERSHIPS & AFFILIATIONS PROFESSIONAL EXPERIENCE

Positive Coaching Alliance

- Board Member & Chapter Ambassador
- 2016- 2021

NRN Business Solutions & Analytics Inc.

- Board Member, Strategic Advisory Committee
- 03/2021 - 11/2021

Alpha Phi Alpha, Fraternity Incorporated

- Member, 1991

Analytics and Artificial Intelligence

- LinkedIn

AWARDS & RECOGNITION

- Chairman's Council Honoree - Top 5% Sales Achievement, First Data (2017)
- Over 120% Sales Quota Achievement, First Data (2016-2017)
- Branch Sales Leader (4) different branches of Capital One Bank N.A. (2006-2008)
- 1st African American Vice President for Houston's 4th largest credit union, First Educators CU (2002-2004)
- Inaugural Vice-President of Business Development, First Educators Credit Union (1999-2004)

CERTIFICATIONS

CITI Program

- COVID-19: Insights for HigherEd Leaders
- Mental Health for HigherEd & Healthcare
- Participant in Vaccine Research
- Social Behavioral Research for Students
- COVID-19: Back to Campus
- RCR for Social and Behavioral Science Doctoral Learners

LinkedIn Training

- Executive Influence
- Executive Presence on Video Conference Calls

MEDDIC

- Force Management

GAY FAMILY AUTO (HOUSTON, TEXAS)

Sales Consultant 01/2024 - Present

- Sales Outcomes:
 - Performance: 90% gross revenue percentage on sales units.
 - Sales achievement of 85% sales/appt close ratio.
- 80% Outreach on new self-sourced leads
- Self-sourcer of client and prospect customer outreach via text and email.
- Strategic communication with existing and prospective customers

THIRD BRIDGE CONSULTANTS (REMOTE)

Industry Consultant: Payments, InfoTech, Analytics 08/2022 - 12/2023

Consult and provide decision-analysis on payment-centric, data-analytics, and information technology platform service to investor organizations/clients of Third Bridge.

INNOVIS - HOUSTON, TX (REMOTE)

Director of Strategic Solutions: Financial Services | 08/2021 - 07/ 2022
National Client Territory

Innovis provides credit reporting in addition to authentication and verification solutions.

- Engaged with portfolio clients (retail and FinTech) to successfully introduce enterprise solutions (authentication and verification/API/fraud mitigation/frictionless solutions).
- Solution-provider of identity verification and authentication services, API, platform and fraud mitigation.
- Successfully conducted meetings with C-Suite client contacts for solution testing and implementation.
- Conducted target-client research using LinkedIn Sales Navigator and Seamlessai.com.

VERISK FINANCIAL/ARGUS - HOUSTON, TX (REMOTE)

Business Development Sales Executive 08/2020 - 03/2021
Financial Services/FinTech Industry | National Sales Territory

- Implemented a targeted outreach campaign for new logos in the financial services market.
- Successfully engaged C-Suite contacts to further brand awareness.
- Developed communication campaign to target market segments for data analytics solution demos and solution valuation.



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Houston, Texas

INDUSTRY EXPERTISE

- Financial Services
- FinTech
- Treasury (Multiple Verticals)
- Fraud Protection
- eCommerce
- uCommerce

TECHNICAL SKILLS

Software

- Salesforce
- LinkedIn Sales Navigator
- Seamless ai
- Webex
- Zoom
- Google Meet
- MS Teams
- MS Office 365

PROFESSIONAL EXPERIENCE

FIRST DATA/FISERV - HOUSTON, TX (REMOTE)

Commercial Account Executive/Relationship Manager 08/2014 - 03/2020
Commercial Market Serving Clients with Millions in Revenue (Multiple Verticals)

- Grew assigned client portfolio revenue over 105%.
- A leader in solution sales, client visits and meetings within the entire commercial market segment for client visits; outperformed longer tenured team members (over 40 commercial mid-market national team members).
- Negotiated \$75M in cumulative annual contract value for assigned portfolio clients.
- Served as knowledgeable team leader with Salesforce documentation efforts.
- Over \$75 million in retained revenue during tenure by securing client contract renewals.
- Quota Achievement of 123% for 2016 Operating Year, Cross-Sales
- Quota Achievement of 126% for 2017 Operating Year, Cross-Sales

EQUIFAX (HOUSTON, TX)

Regional Account Manager 04/2012 - 12/2013
Central U.S. Region (serving multiple vertical segments)

- Successfully managed a portfolio of 230 accounts, covering multiple vertical industries.
- Sold multiple services such as SaaS, platform, and identify-monitoring cloud solutions.
- Successful sales of SaaS solutions to multiple vertical markets while achieving over 103% revenue.

BANK OF AMERICA (HOUSTON, TX)

Vice President, Small Business Banker 02/2011 - 01/2012
Covering NE Houston Segment

- Covered low-to-moderate income geography in NE Houston.
- Successfully developed over 60 business introductions to businesses via cold-calling and canvassing.
- Completed over 80 referrals to ancillary business partners.
- Strong user of Salesforce CRM for documenting sales efforts and activities.

Other professional experiences 1997-20010 include:

- VP business development and branch sales leadership (First Educators Credit Union, now known as Smart Financial CU)
- JP Morgan Chase
- Capital One Bank N.A.



INNOVATIVE SECURITY
FACILITATES
ENHANCED
ENTERPRISE
PERFORMANCE.



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HIT PLAY



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ABOUT DR. MIKE DOTSON

Dr. Mike Dotson's leadership, technical aptitude, sales expertise, and partnerships has elevated and enabled organizations to achieve their business goals and objectives through the execution of Mike's transformational sales strategies and techniques. Mike consistently delivers a comprehensive framework to establish a healthy sales organization, while encouraging senior executives to invest in building a sales culture that will grow into a healthy sales environment. As an accomplished sales executive, he attributes his impressive profitable sales portfolio to this approach.

Dr. Mike holds his PhD in business administration. His insight and business aptitude has extended into several meaningful board memberships and community involvement and he currently resides in Houston, Texas.

Dr. Mike enjoys working out and training his body to remain in good physical shape. He enjoys playing golf, teaching and watching others grow from knowledge shared, and most of all he values his family. As a native Houstonian and he loves the diversity that Houston has grown to offer.



“Organizational culture is important, but **SALES CULTURE** is essential to providing a successful atmosphere for individuals to achieve the desired results.”

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 [in/miked4growth/](https://www.linkedin.com/in/miked4growth/)



REFERENCES

PROFESSIONAL

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Teaching Philosophy



CURIOSITY IS A
MOTIVATOR TO LEARN
AND INCREASE
KNOWLEDGE



Dr. Mike Dotson

MIKE DOTSON, PhD



PROFESSIONAL REFERENCES



SIoux LOGAN

RedStream Technology.


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 **Sioux Logan (she/her/hers)**  · 2nd
Founder & President at RedStream Technology - MWBE Certified Business | CHIEF member
April 28, 2021, Sioux worked with Mike but they were at different companies

I'm a huge fan of Mike's. I placed him in his role at Verisk and from the first second I spoke to him you get the real Mike. He's intelligent, empathic, funny, smart and very kind. He listens and is deeply thoughtful about his responses to questions. He understands the financial services world and I imagine, from my experiences with him, that he listens closely to his clients' issues. He's one of my favorite people to talk to and whoever hires him next will be getting a gem.

Ryan Turner Edelman

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 **Ryan Turner**  · 2nd
Manager, Talent Acquisition at Edelman
November 12, 2020, Ryan worked with Mike on the same team

It has been a pleasure working with Mike as he joins the sales team at Argus. He has been communicative patient when needed and always feels like there is a smile from him at the other end of the phone line! He was always willing to go the extra mile to put his best foot forward and I have no doubt he will be a great asset to the Argus team!

Lisa Swindle

Valluzzo

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 **Lisa Swindle** · 2nd
Full Charge Bookkeeper at Valluzzo Companies
September 16, 2019, Lisa was Mike's client



I highly recommend Mike Dotson for all of your financial technology needs.

Mike is proficient in many areas of technology, and was an excellent advisor in making our credit card program meet the needs of our company. Mike made himself available to answer all questions and concerns no matter how small. I was very impressed by his timely responses and his commitment to providing superior service.

I cannot express how confident I am that Mike Dotson is capable, dependable, and is an excellent choice for your business.

Cathleen Driscoll WEX

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 **Cathleen Driscoll**  · 2nd
Senior Level Strategic Relationship Manager/Partner & Client Growth Strategy/ Project Management/Operational Efficiency/Training
February 24, 2015, Cathleen worked with Mike but on different teams

It is with great pleasure I write this recommendation for Mike. I have worked with him and been his trainer since he started with First Data in June 2014. Since day one, I have been impressed with Mike's enthusiasm, communication skills and overall care he takes with each and every client he comes into contact with. Mike is willing to go the extra mile with all his clients which is essential in his current role. He constantly leads by example and exhibits the professional demeanor one should utilize when dealing with clients in any industry.

MIKE DOTSON, PhD

DISSERTATION ADVISORS



Dr. John Bryan

Grand Canyon University

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Thank you !

I would like to express my sincere gratitude for taking time out of your busy schedule to review my professional portfolio.

Dr. Mike Dotson

PREPARED BY :

Launch Your Influence, LLC

