

CITY OF NEWTON

DOCKET REQUEST FORM

RECEIVED

DEADLINE NOTICE: Council Rules require items to be docketed with the Clerk of the Council NO LATER THAN 7:45 P.M. ON THE MONDAY PRIOR TO A FULL COUNCIL MEETING.

To: Clerk of the City Council

Date: 05/01/23

From (Docketer): Council President Susan Albright

Address: _____

Phone: _____

E-mail: _____

Additional sponsors: _____

1. Please docket the following item (it will be edited for length if necessary):

PRESIDENT ALBRIGHT appointing Sean Dazet, 42 Rustic Street, Newton as a member of the Dogs Off-Leash Advisory Committee for a term of office to expire on December 31, 2023.

2. The purpose and intended outcome of this item is:

- Fact-finding & discussion
- Appropriation, transfer,
- Expenditure, or bond authorization
- Special permit, site plan approval,
- Zone change (public hearing required)

- Ordinance change
- Resolution
- License or renewal
- Appointment confirmation
- Other: _____

3. I recommend that this item be assigned to the following committees:

- | | | |
|---|--|--|
| <input checked="" type="checkbox"/> Programs & Services | <input type="checkbox"/> Finance | <input type="checkbox"/> Real Property |
| <input type="checkbox"/> Zoning & Planning | <input type="checkbox"/> Public Safety | <input type="checkbox"/> Special Committee |
| <input type="checkbox"/> Public Facilities | <input type="checkbox"/> Land Use | <input type="checkbox"/> No Opinion |

4. This item should be taken up in committee:

Immediately (Emergency only, please). Please state nature of emergency:

- As soon as possible, preferably within a month
- In due course, at discretion of Committee Chair
- When certain materials are made available, as noted in 7 & 8 on reverse
- Following public hearing

5. I estimate that consideration of this item will require approximately:

- One half hour or less
- More than one hour
- More than one meeting
- Up to one hour
- An entire meeting
- Extended deliberation by subcommittee

6. The following people should be notified and asked to attend deliberations on this item. (Please check those with whom you have already discussed the issue, especially relevant Department Heads):

City personnel

Citizens (include telephone numbers/email please)

- _____
- _____
- _____
- _____
- _____

- _____
- _____
- _____
- _____
- _____

7. The following background materials and/or drafts should be obtained or prepared by the Clerk's office prior to scheduling this item for discussion:

8. I have or intend to provide additional materials and/or undertake the following research independently prior to scheduling the item for discussion. *

(*Note to docketer: Please provide any additional materials beyond the foregoing to the Clerk's office by 2 p.m. on Friday before the upcoming Committee meeting when the item is scheduled to be discussed so that Councilors have a chance to review all relevant materials before a scheduled discussion.)

Please check the following:

- 9. I would like to discuss this item with the Chairman before any decision is made on how and when to proceed.
- 10. I would like the Clerk's office to contact me to confirm that this item has been docketed. My daytime phone number is:
- 11. I would like the Clerk's office to notify me when the Chairman has scheduled the item for discussion.

Thank you.

/s/Susan Albright
Signature of person docketing the item

[Please retain a copy for your own records]

Application Form

Profile

Sean

First Name

Dazet

Last Name

Middle Initial

sdazet@gmail.com

Email Address

42 Rustic Street

Home Address

Suite or Apt

NEWTON

City

MA

State

02458

Postal Code

What Ward do you live in?

Ward 1

Home: (619) 847-5922

Primary Phone

Alternate Phone

Self Employed

Employer

Consultant

Job Title

Which Boards would you like to apply for?

Dogs Off-Leash Advisory Committee: Submitted

Interests & Experiences

Please tell us about yourself and why you want to serve.

Why are you interested in serving on a board or commission?

Hello - I am a Newton resident and parent of a Cabot 3rd grader looking to get involved in local government. I am interested in both the Parks and Recs Commission as well as the Dogs Off-Leash Committee. Our family uses the parks regularly and we are dog owners so both are logical fits for me. I would like to be more involved to ensure that our community is developing in a sustainable way that meets the needs of our residents. Personally, I am enjoying a sabbatical after about 20 years in the tech industry so I have plenty of time to be involved. I have sat on various boards and consulted with many organizations over the years. I look forward to bringing my perspective and skillset to the table to support our beautiful city. Regards, Sean

Sean Dazet - Resume.pdf

Upload a Resume

SEAN DAZET

sdazet@gmail.com · (619) 847-5922
<https://www.linkedin.com/in/sdazet/>

Experienced business leader with a history of overachievement and a strength in building and optimizing high performing programs.

EXPERIENCE

JULY 2021 – SEPT 2022

SVP OF SALES & CUSTOMER SUCCESS, JAZZHR

Owned new business sales, expansion sales, sales operations, customer success, and customer support. Oversaw a team of ~75 directors, managers, and individual contributors. Responsible for achieving all sales and customer retention goals. Sat on the executive team and guided overall business strategy.

JAN 2021 – JULY 2021

VP OF SALES, JAZZHR

Led entire sales organization of 25+ team members across direct, indirect, and BDR teams. Responsible for all new business generation and achieving annual revenue targets. Own end to end sales rep lifecycle, process, and all sales execution details.

MARCH 2020 – DEC 2020

SENIOR DIRECTOR, INDIRECT SALES, JAZZHR

Led the partner sales team to acquire, farm, and retain channel partners to drive subscriber and revenue growth. Developed process and enablement for internal team as well as partner community. Led integration partner strategy and negotiations to enhance product offerings. Worked cross functionally with all departments to drive growth of overall business.

JULY 2018 – FEBRUARY 2020

CHIEF REVENUE OFFICER, SQUARE 2 MARKETING

Oversaw sales and marketing and set strategic direction for entire company. Established and stewarded companywide KPIs to ensure revenue growth and retention. Increased client acquisition by 100% month over month during first 90 days in role. Achieved annual sales targets in first six months of 2019 and increased average deal size by 200%.

DECEMBER 2015 – MAY 2018

PRINCIPAL SALES MANAGER, HUBSPOT

Managed team of channel account managers towards the goals of client acquisition and cultivation of channel partners. Developed and implemented global program level strategic initiatives, process and training. Earned two heavy hitter awards and was the number one sales manager in North America in 2016 and 2017.

SEPTEMBER 2013 – NOVEMBER 2015

PRINCIPAL CHANNEL ACCOUNT MANAGER, HUBSPOT

Acquired, cultivated and grew a book of business worth over \$6M ARR. Ran full sales process and consulted on strategic decisions for channel partners. Earned one heavy hitter award and was the number one sales representative in North America in 2015.

MARCH 2013 – SEPTEMBER 2015

CONSULTANT, VARIOUS ORGANIZATIONS

Consulted for multiple technology companies with a focus on sales, marketing and business development. Key role in creating various go to market strategies for products and services in both B2B and B2C organizations.

MARCH 2010 – MARCH 2013

SENIOR MANAGER, BUSINESS DEVELOPMENT, GAMEFLY

Created and implemented integrated marketing and promotional campaigns that addressed the needs of GameFly and partner firms such as The Walt Disney Company, AMD, Post Foods, and Microsoft. Developed over 50 partnerships in under three years which led to increased subscriber acquisition and retention.

JANUARY 2007 – JANUARY 2010

PRODUCT MANAGER, KIDZUI

Oversaw development of user acquisition and retention aspects of product. Led quantitative and qualitative research to gain insight into all aspects of user lifecycle. Improved user acquisition by 10% month over month.

JANUARY 2003 – DECEMBER 2006

DIRECTOR, SALES AND MARKETING, BE WIRELESS/NEXTEL

Oversaw sales and marketing for five stores across Maine and New Hampshire. Led B2B sales efforts and drove market penetration to become the leading franchise group in New England.

EDUCATION

BA, BUSINESS AND MARKETING, UMASS, AMHERST

GRADUATE CERTIFICATE, PUBLIC MANAGEMENT, UMASS, DARTMOUTH