



Melissa Melendez

Executive Sales & Growth Leader

Founder | AskMelissa

Relationships are my competitive advantage.

MELISSAMELENDEZ.AI

Relationships are the most valuable asset any organization owns.

I have spent my career proving it.

For nearly two decades, I have built my career by earning trust, developing meaningful relationships, and consistently delivering measurable business results.

I believe exceptional organizations are built one relationship at a time.

Throughout my career I have generated over \$30 million in annual sales volume, maintained an 85% client conversion rate, and earned the trust of executives, physicians, entrepreneurs, professional athletes, and high-net-worth clients.

Those experiences reinforced one belief:

**People rarely remember every conversation.
They always remember how you made them feel.**

That philosophy ultimately inspired me to create AskMelissa.

\$30M+

ANNUAL SALES VOLUME

85%

CONVERSION RATE

20 Years

SALES LEADERSHIP

Founder

ASKMELISSA
MELISSA MELLENDEZ

Not a résumé. A working style.



Relationship Builder

Earns trust quickly, and keeps it long after the deal closes.



Strategic Thinker

Sees the decision behind the decision, and plans several moves ahead.



Business Developer

Builds referral-based pipelines that compound over years, not quarters.



Competitive Performer

Twenty years of consultative selling and an 85% conversion rate — competing is second nature.



Executive Presence

Brings confidence, professionalism, and credibility into every client interaction, creating trust from the first conversation.



MELISSA MELENDEZ

Trusted Advisor

The person clients call before they've made up their mind.

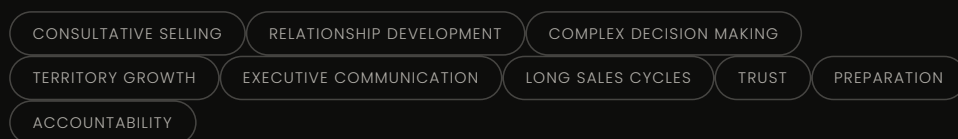
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The same skill set. The same room.

Physicians already call me when a decision is too complex to leave to a transaction. That's not preparation for medical device sales — it's the job, already underway.

Every deal I've closed has followed the same shape a medical device sale does: a long cycle, a high-stakes decision, and a relationship strong enough to carry the trust that decision requires. Five licensed markets taught me how to build that trust in new territory, repeatedly, from nothing. A Division I athletics program taught me how to hold accountability when the room is watching.

The skill set was never industry-specific. It was always this.



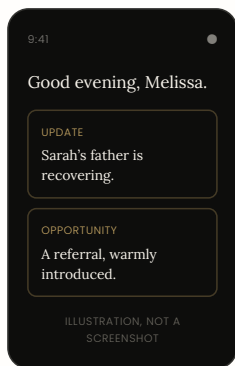
AskMelissa

FOUNDER & PRODUCT VISIONARY

“AskMelissa was created from one simple belief: technology should strengthen relationships, not replace them.”

AskMelissa is a relationship intelligence platform — not an assistant that manages your calendar, but a system that helps you remember what actually matters about the people you do business with. It surfaces who needs your attention today, prepares you before a meeting, and helps you hold onto what was said after it ends: the surgery, the promotion, the promise you made.

I didn't build AskMelissa because I needed new selling skills. I built it because, after twenty years of learning that people remember how you made them feel, I wanted every professional to have a system that makes people feel remembered — on purpose, not by accident.



Purpose, on and off the clock.

Leadership isn't confined to a title or a transaction. It's a habit — one practiced on Division I sidelines and in villages in Honduras alike.

2007 – 2017

University of Arizona

Promoted three times within one of the nation's premier Division I football programs, culminating in Program Director.

ANNUAL

Palmetto International Missions

Annual volunteer missions building homes for families in Honduras.

ONGOING

Fisher House

Volunteer supporting military families.

ONGOING

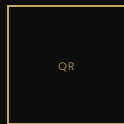
Boys & Girls Club of Arizona

Volunteer mentoring and supporting youth development.

Leadership extends beyond revenue. It is measured by the impact we leave on people and communities.



*Let's Build Something Extraordinary
Together.*



MelissaMelendez.ai

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