



**GLOBALIZATION
PARTNERS**

Jess Dodge

Chief Growth Officer



Jess Dodge is Globalization Partners Chief Growth Officer. In this role she is responsible for the Revenue Operations, Demand Generation and Outbound functions. Jess is an expert at building and executing on strategic plans that produce hypergrowth.

Before being promoted to Chief Growth Officer, Jess was Globalization Partners' Vice President of Revenue and Marketing since 2019. In this position, she led both the Revenue Operations Team and the Marketing Organization.

Jess has led high-performing sales and marketing organizations for over 15 years in North America, EMEA, LATAM, and APAC and brings extensive experience to Globalization Partners in all aspects of revenue including analytics, growth strategy, sales training, waterfall modeling, account-based marketing, digital marketing, compensation planning, customer engagement and more.

Jess graduated from St. Michael's College with a bachelor's in business administration and management, international business. She was a two-sport athlete in college, playing both lacrosse and field hockey and was named an All-American and team captain in lacrosse her senior year.

Jess enjoys spending time with her husband and two children traveling, playing sports, and enjoying the outdoors. She volunteers her time coaching youth lacrosse goalies and loves photography.
