**M A R K D. F L E M I N G**

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O B J E C T I V E

To work for a company that provides new challenges and career growth.

S U M M A R Y S K I L L S

·Creative marketing and sales management:business development skills.

·Successful team building:multi-tasking, interfacing with decision makers.

·Successful business contract negotiations and business plan writing.

·Successful national account sales; product branding and merchandising.

·Successful top 100 retail chain stores sales and wholesale distribution.

A C C O M P L I S H M E N T S

·Raised seed money for new retail franchise and 2nd round funding.

·Successful software IT Web sales:licensing programs, increased 110% ROI.

·Successful Var/Reseller IT Web sales assets:IRG/Harte Hanks, increased ROI.

·Successful project manager consumer product national account sales.

·Successful retail sales distribution channel development increasing sales.

·Achieved $1 Million Sale: largest item sale in Fort Howard Paper Co. history.

P R O F E S S I O N A L E X P E R I E N C E

President/CEO, Multichannel Solutions, Charleston, SC 07/2002 - Present

·Achieved start up funding operations and built core management teams.

·Met Pro-Forma due diligence processes:achieved P& L and met budget goals.

·Created unique franchise business development plan with retail model.

·Project managed design build; masterplan development phases I, II, III.

·Increased national account sales growth with new wholesale distribution.

·Created unique niche licensing brands and new selling distribution channels.

Sr. Data Sales Manager, Electric Lightwave, Las Vegas, NV 02/2002 - 07/2002

·Developed new business selling solutions for IT master services, IT software.

·Created data center selling plans and collocation solutions:build design projects.

·Met monthly sales goals and management objectives:converged technologies.

Channel Manager, Collocation Solutions Data Ctr, Las Vegas, NV 06/2001 - 01/2002

·Increased sales: solution selling data center connectivity, data center services.

·Managed daily data center operations and developed new marketing brands.

·Generated new business with wireless providers and DR Solutions. HIPPA

Sales Engineer, StamNet Inc., Las Vegas, NV 11/1998 - 05/2001

·Increased sales 110% of quota: thin-client technologies; casino gaming markets.

·Generated new channel business:var-resellers and met monthly sales quota.

Regional Sales Manager, IRG/Harte Hanks, Las Vegas, NV 11/1994 - 11/1998

·Promoted within the 1st year to manage new west coast IT office operation.

·Increased sales, met yearly sales quota solution selling IT marketing services.

·Increased sales telemarketing IT sales programs increased revenue by 110%.

·Created new ROI channels:IBM, Microsoft, JD Edwards, Oracle, Avnet, SCO.

Vice President, 4G Marketing Inc., Detroit, MI. 03/1984 - 10/1994

·Achieved start up consumer product operations and company product branding.

·Created business plan, budgets, P&L, contracting, resourcing and staffing.

·Successfully increased market share and brand value nationwide.

Area Sales Manager, Fort Howard Paper Company, Green Bay, WI 04/1978 - 02/1984

·Successfully managed, trained 10 sales managers, achieved district sales goals.

·Created National Consumer Product Marketing Program:Corporate Marketing.

·Achieved $1 Million Dollar Sales, Fort Howard Paper Company history.

E D U C A T I O N

·Bachelor of Science, Western Michigan University, Kalamazoo, MI 1975

·Van Der Meer Tennis University, Hilton Head, SC 1983

·Masters In Management, University of Phoenix, Las Vegas, NV cont. 1998

Frankfurt International School, Oberursel, Germany 1971

C E R T I F I C A T E S

·Xerox Professional Sales Levels I II III Xerox Learning International

·Fort Howard Co. Sales Management V Fort Howard Paper Company

·Management Technology Selling Skills Lucent Technologies

·Data Center OPS Management Level III Collocations Solutions

·Data Applications Sales Level I, II, III Electric Lightwave

·Real Estate Time Share Hilton Hotels

·USPTA, USPTR Certified Teacher / Coach USPTA / USPTR