



Mark Swanson

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OBJECTIVE:

An opportunity to apply my 35+ years of manufacturing, software development, management and sales experience in a manufacturing and sales environment.

CERTIFICATIONS:

Microsoft SQL Server 7.0 (MCP Exam 70-029) - Microsoft Visual Interdev 6.0 (MCP Exam 70-152)
Microsoft Visual Basic 6.0 (MCP Exam 70-155) - Sobel & Associates, Customer Satisfaction Sales Training
Salesforce.com.

RELATED WORK EXPERIENCE:

2012 - 2017, Oldcastle Precast

- Inside vault sales for Pacific NW region. Quoting, order writing, delivery & customer service scheduling.

2008 - 2012, Hanson Pipe & Precast

- Outside vault sales for Northwest region. Maintained High profile accounts (PSE, Tacoma Power) and increased sales throughout the region.

2004 – 2008, Renton Motorcycles

- A member of a sales team that lead the northwest in sales by a significant margin over the competition. The sales staff sold up to 650 motorcycles, ATV's and watercraft in the summer months and over 5000 for the year, totaling over 4 million dollars. This high volume can only be accomplished with excellent customer service, follow up and teamwork.

2001-2004, Alliance Enterprises, Software developer.

- Worked on a development team with the objective of providing quality consulting, training and system development services to business, government and education. Alliance has worked in more than 30 state, county and city agencies in eight states on development projects encompassing vocational rehabilitation, drug and alcohol rehabilitation and accounting.

1994 – 2000, Jeld-Wen/Summit Group, Information Systems Tech/Programmer.

- Member of a development team responsible for creating a complete Window and Door manufacturing software package. This new system provided each of 13 plants improved manufacturing efficiency, better mechanisms to track sales and inventory and more accurate reporting for management decision-making.

1989 – 1994 Summit Window & Patio Door/Jeld-Wen, Scheduling Office Manager.

- Oversaw the scheduling department and maintained clear communication between sales and manufacturing.

EDUCATION:

Bellevue Community College, Fast Track Web Programming (Intensive 5-month program)	2000
Renton Technical College (Microsoft Server)	1999 – 2000
IBM Global Services (UNIX system administration)	1998
Clover Park Technical College (AutoCAD)	1993