**Mark S. Marsh**

Chicago, IL 60653

312-952-8900 (Cell)

[msmnet@blackfunnel.net](mailto:msmnet@blackfunnel.net)

Technology Sales Business Development Consultant

**Top-performing Dynamic Sales Executive with over 10 years experience in Staffing Sales, New Business Development, Lead Generation, Target Marketing, Negotiations, Relationship Development, Recruiting, and Staff Management within Healthcare, Finance, Broadcast and Government verticals.**

**PROFESSIONAL EXPERIENCE**

**Nic Infotek, Tampa, FL November 2012- Present**

**Midwest Regional Sales Director**

Charged with expanding theCentral U.S. presence of a fast growing global IT services company. Our core services include Application Development and Staff Augmentation in Healthcare IT. Our consultants deliver QA Testing and Validation, Cloud Solutions, Mobile Solutions, SAP Solutions, CRM/BI Solutions, Epic, Cerner, McKesson and other EMR Healthcare Solutions.

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**Xerox Healthcare Solutions** – Signed Master Service Agreement with this national Healthcare IT services company.

**The Southeast Permanente Group (Kaiser)** – Penetrated this healthcare provider with specialized Healthcare Analytics personnel.

**MSM-Net, Inc. Chicago, IL February 1999 – November 2012**

**Senior Director North American Sales**

Develop and implement the sales strategy to drive the IT Staffing Contract Sales of Chicago based (MBE) firm, provide IT Human Capital and Recruiting services to corporate clients utilizing Epic, SAP, Oracle, PeopleSoft,, J2EE, IBM Websphere, Informatica, Business Objects, and other leading edge technologies.

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**Jovon Broadcasting Corporation-**Sold, architected and project managed broadcast portal project using off-shore (Indian) development resources. Project consisted of developing IPTV portals for WJYS Channel 62 and WEDE Channel 34 by co-locating a digital IPTV server on an analog terrestrial transmitter. System had zero % downtime over 24 months.

**Eli Lilly** - Provided all Tier 1 and 2 Help Desk personnel to this Fortune 500 Pharmaceutical account, communicating and selling the value-add of our outsourced based service.

**Chicago Park District** - Responsible for the total over-haul of the CPD main website. Recruited and placed consultants with client. Placed Oracle Financial consultants as part of the CPD's Oracle financial implementation.

**Unisys Corporation** – Worked with Unisys as it MBE partner and placed sub-contractors on engagements for City of Chicago agencies.

**Cook County** - Provided consultants and participated in Business Process Analysis for the Cook County Circuit Court Cashiering System. Cook County had the 2nd largest consolidated court system in the nation but was 24th in technology implementations. My consultants traveled to each of the 5 court districts across Northern Illinois and perform analysis of the data touch points. The environment consisted of Mainframe, mid-range, networked and non-networked PC’s. Our recommendation increased productivity and reduced TCO of the technology environment.

**BCforward, Chicago, IL**

Responsible for developing new business for this $80 million dollar SAP Partner. BCforward is a one thousand consultant strong IT services company with Public, Healthcare, and General Business verticals. I Created a Healthcare IT practice with the signing of a Master Service Agreement (MSA) with a national healthcare IT human capital company. Rapidly penetrating new accounts laying groundwork for continued company growth and market share.

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**ACCENTURE-**Developed relationships and further penetrated account driving new business with numerous ESM’s across the nation. Learned how to engage ESM’s outside of their national VMS program.

**ACS**-Penetrated this Fortune account to provide clinical IT professionals to healthcare organizations on a national basis.

**City of Chicago**-Penetrated this account providing Windows Server, Microsoft Exchange, and Unix/Linux Human Capital skill-sets.

Accenture- Named Account Manager to this key account.

**6 Month Sales Production**: 8 consultants

$95 average bill rate @ 20% Gross Margin

**V-Soft Consulting Group, Louisville, KY February**

Responsible for improved the efficiency and effectiveness of the global human capital supply chain of this Hyderabad India based IT consulting company.

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**UPS**- Provided leadership and managed recruiters for one of the world's largest SAP e-logistics projects at this global package delivery company.

**MasterCard**- Expanded consultant head count and managed recruiters for one of the nation's largest Java implementations at this St. Louis based financial services company.

**Sales Production:** 10 consultants

$50 average bill rate @ 17% Gross Margin

**Computer Resource Solutions, Itasca, IL**

Grew IT Staffing Practice of one of Chicago's leading Technology Companies. Successfully sold project lead positions in SAP, Oracle, PeopleSoft, Microsoft .Net, Java, J2EE, Oracle, and various other technologies

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**McDonald's Corporation** - Penetrated this Fortune 200 account gaining multi-million dollar staffing opportunity.

**CVS/Caremark**- Expanded this 30 billion dollar Healthcare account where IT is a key part of their Pharmacy Benefits Management Supply Chain. Increased head count by providing SAP, Change Management, Websphere, Java/J2EE and AIX consultants. Caremark’s warehouse system was SAP based.

**Sales Production:** 12 consultants

$60 average bill rate @ 23% Gross Margin

**ComputerLand, Chicago, IL June 1991 – January 1999**

**Senior Account Manager**    
Sold technology solutions for this **IBM PARTNER** in the LAN, WAN and Telecom areas using NT, Netware, and Cisco as well as Lucent and Nortel Technologies. Had profit/loss responsibility for my book of business. The decline of hardware margins, forced a transition into IT Staffing. It started with simple network integration projects. Having evolved with the industry has given me invaluable insights into staying competitive in an ever changing Market Place.

**SUMMARY OF RESPONSIBILITIES AND ACCOMPLISHMENTS**

**Chicago Mercantile Exchange-**Penetrated this global exchange participating in **CUBS** which was its first wireless trading solution. Persistently called on decision maker until opportunity came, at which time I exceeded client’s expectation.

**State Farm Insurance** - Facilitated placement of numerous MCSE's at world largest NT network. I recruited my own resources for this huge project.

**EDS** - Sold $1.1M in first year in services and Compaq equipment. The end client was BP/Amoco. The hardware was part of their Y2K project.

**Education:**    
Southern Illinois University, Carbondale, Illinois   
**Bachelor of Science**: Electronic Data Processing   
**Minor:** International Marketing/Political Science

My courses included: **COBOL, FORTRAN, PRG II, Assembler, JCL, Dbase, FoxPro, and PL/1**