

Mark Brown

Director of Business Development

Marysville, WA - Email me on Indeed: [indeed.com/r/Mark-Brown/903dd58803c2b542](https://www.indeed.com/r/Mark-Brown/903dd58803c2b542)

WORK EXPERIENCE

Director of Business Development

GlobeRanger, a Fujitsu Co - Richardson, TX -

May 2014 to July 2017

Identified GlobeRanger as a potential partner for Fujitsu, brought the two organizations together, and was a key component to successfully guiding the company through an acquisition by Fujitsu.

- Successfully closed more business than the company had seen in over 5 years.
- Created a sales increase of 1733% during the last year of tenure.
- Facilitated meetings and presentations to enhance both operations and customer service provision.
- Interfaced with clients to determine company/industry needs.
- Designed customized solutions and interfaced with tech resources to ensure seamless delivery of product.

Senior RFID Solution Architecture Manager

GlobeRanger, a Fujitsu Co -

April 2012 to May 2014

Fujitsu is a key player in global technology consulting, technology and delivery.

- Expanded the Fujitsu services offering, and incorporated existing offerings into full on solutions equipped with IoT to meet the challenges industry customers face on a day to day basis.
- Formed alliances through the development and delivery of new technology and solutions while evangelizing the IoT message.
- Trained both internal and external counterparts through team efforts that brought success to our clients.

Vice President Solutions Services

Ammet Solutions - Seattle, WA -

March 2012 to February 2014

Ammet Solutions Inc. is a consulting and systems integration company focusing exclusively on technology-based solutions to solve business challenges utilizing RFID and related technologies. Ammet makes RFID deployments simple, the integration seamless.

- Helped customers worldwide acquire the benefits of technology, and ensuring excellence in all areas of these engagements.
- Focused on quality and highly effective delivery of product and services to the customer for successful integration and incorporation of services and technology.

Additional experience acquired at American RFID Solutions, Atlas RFID Solutions, RFID4U, International Paper, Xerox and IBM for a total of 20+ years Project Management and Solutions Expertise.

LINKS

<http://www.linkedin.com/in/themarkbrown>