

Mark J. Everett

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PROFESSIONAL PROFILE

Sales / Management

A performance driven and bottom-line individual with a proven track record in sales and management. Excellent sales and closing skills combined with a personal commitment to the ongoing success of the organization.

BACKGROUND SUMMARY

More than four years of sales and management experience which includes:

Communication Skills

Planning & Organizational

Relationship Building

Resilient to Rejection

Interpersonal Skills

Broad Product Knowledge

Strategic Selling

Highly Creative

Team Player

Self Motivator

Positive Attitude

Customer Service

EMPLOYMENT HISTORY

Topflight Trailers and Equipment Inc., Conroe, TX

Oct2009 – July2010

Sales and Service Manager

Direct the actual distribution or movement of a product or service to the customer. Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives. Analyze sales statistics gathered by staff to determine sales potential and inventory requirements and monitor the preferences of customers.

- Provided continuous follow up with business owner to insure customer relationship and build referral based clientele.
- Maintain multi-million dollar inventory and remove dead stock and improve parts profitability.

- Establish new municipal clientele ,and maintain their equipment wants and needs.
- Responsible for new hire sales training.

AmeriBanc National, Ltd., Bloomingdale, IL

Nov 2007 - Oct 2009

Senior Account Executive

B2B Sales to small to medium-sized businesses with Payment Processing Solutions for non-cash payments from their customers. Responsible for providing the highest level of integrity, experience, and transaction expertise in the electronic payment processing industry.

- Consulted with business owners' operational needs and then implemented products and services.
- Provided merchant owner accounts with the best service and state-of-the-art credit card, debit card, gift & loyalty and check processing products
- Helped business owner understand and achieve maximum sales and profitability utilizing seamless electronic payment solutions.
- Provided continuous follow up with business owner to insure customer relationship and build referral based clientele.

JRA & Associates, Montgomery, TX

April 2005 - Oct 2007

National Sales Trainer

Developed and Delivered both custom and off the shelf proactive sales programs and training to all levels of management which included job specific technical training, soft skills, closing skills and other training based on the needs of the company. Participated in the sales training to include “train the trainer” situations for salespeople and management.

- Prepared training curriculum and participated on project teams and worked with the Senior Management to identify organizational sales training needs
- Coordinated, Collaborated and consulted with various management departments all personnel training needs, performance, organizational, and leadership matters.

Joseph's Used Car Center, Fenton, MI

June 2004 – Mar 2005

New & Used Car Sales Manager

Maintained Sales and closing objectives according to dealership policies. Conducted a complete product presentation, demonstrating the vehicles features and benefits and provided a test drive for every customer. Prospected for customers using mailers, telephone and personal contacts.

- Sales Consultant of the month 13 months in a row. Averaging 30 vehicles a month
- Helped develop an automobile sales training manual called “Acquire the Fire” that was marketed to automobile dealerships across the United States to improve closing skills of salespeople.

Prestige Automotive, Flushing, MI

Oct 2003 – May 2004

New Car Sales Consultant

Greeted each customer promptly and courteously. Asked appropriate questions to determine customer’s wants and needs. Handled new car vehicle customers according to dealership policies. Worked closely with F & I Manager and Managers to guarantee timely delivery of sold vehicles. Conducted vehicle delivery according to guidelines, personally delivering all sold vehicles.

- Number One New Car Sales Consultant 7 months in row at dealership.
- Graduated first in class of 70 for Consultative Selling Techniques.

United States Army, Ft.
Hood, TX

Mar 1994 – Sept 2004

Sergeant/ Air Defense

Responsible for entire section of troops as section leader. Survived in Operation Iraqi Freedom and during the Afghanistan combat theater. Helped support combative troops in and out of Iraq Theater. Provided high level situational awareness from the battle field and helped to maintain a high level of security. Medically retired Honorable Discharge.

SKILLS

Great business concepts ,morals and practices. Fast pace and Quick learner, Quicken, Quick Books Pro, Office, Outlook, Excel, Power Point, Word

CURRENTLY

I have currently retired and am a stay at home father in the subdivision. I have sat back and watched the business of the POA for to long. I have decided to lend my knowledge and a new set of eyes to our neighborhood I am a no nonsense black or white type of guy who wants the straight answers and total transparency in everything the subdivision does. I look forward to working together as a team to better the community on step at a time. Thank you and God bless.