

## Mark D Smith - Sales Performance

No matter where I am or what product or title, generating revenue has always been one of my top priorities. I gain a lot of satisfaction when I can offer a good product at a good value and contribute to the success of a company.

### **The Prudential Insurance Company - Corpus Christi TX**

\$360,000.00 in annual group health premiums, top agent for 3 months in my region.

### **H. Ramos Company - Key West Florida GM/Vice President Marketing**

- Mark negotiated distribution rights for Ritz soda, Pantry Prides Flagship generic, a contract worth \$1.2M annually
- Top sales in the country for RC Cola, South Florida territory
- Top sales in the country for Canada Dry & Crush Products.
- Top sales in the county for St. Pauli Girl Import beer
- From 10% to 60% market share on imports, Monroe County
- 49% market share in soft drinks, Monroe County
- Total package mix increased from 250 cases per day to 1800 cases per day \$5.1M annual increase

**Nesco** - Nesco was an energy service company and retrofit contractor, Marks first sales were May Company and Rack Room Shoes requiring hundreds of documents and many meetings with top execs to close. All the SP companies were sold by Mark and each required meeting with top company execs, our service team was fantastic greatly enhancing sales efforts. Other Notable Sales: Walmart, Walgreens, Cox Communications, Manheim Auto Auctions, World Color Press, Enron, Ford Motor Company, Macmillan Bloedel Containers, The City of Belleville, Coca-Cola, Pet Diary

Increased revenue in two years from \$0 - \$3.8M

**Hotels under 100 rooms** - Unfortunately, I have not kept count of the groups and businesses I have sold, a few notables would be CSX, Schneider Trucking, at \$400,000 annual, I am confident I have sold more than 250 groups in my career

**Full service hotels** - \$4,000,000.00 rooms contracted, thousands in meetings and banquet's

**Notable sales include:** American Airlines, O'Rielly's Auto Parts, Micron, Association of Zoologist, First Robotics (Directors)

- **New Business**, \$800K
- **Shoppers**, \$3.2M
- **City Wide's - Convention**, High Millions