

JOB DESCRIPTION 2000-CURRENT

On a consulting basis mark worked with investors. Mark authored business & marketing plans for conventional and SBA loans compiled financial documents including profit & loss, projections, budgets, construction phase budgets as well as drafting LLC Documents and insuring compliance with general business concerns. In Operations: Management, accounting, reporting, budgeting, presentations, developed marketing and revenue strategies that included web site development, digital marketing, predictive analytics, social marketing and custom mobile APP'S. Conventional and digital prospecting and sales in all properties.

PROPERTIES WHILE WITH INVESTOR NETWORK

- Travelodge, St. Louis – Consultant/New Franchise/Revenue Management
- La Quinta Acworth GA - Acting General Manager
- Days Inn Osage Beach MO – Opening/General Manager
- Ramada Inn Sparta KY – Acting General Manager
- Red Roof Inn Terre Haute IN - Director of Operations/Renovation/Flip
- Ramada Plaza St. Louis - Director of Operations/Group & City-Wide Sales
- Country Inn & Suites – Turn Around Management/GM/Group Sales
- Days Inn O'Fallon, IL – General Manager/Opening/Partner
- Guest House International – Loan Packaging
- The Orleans Hotel - General Manager/Bank Receiver
- Americas Best Value - General Manager/New Flag
- Best Western Amory MS - General Manager/Controller
- Quality Inn Belleville, IL - Development Manager
- Econo Lodge Caseyville, IL - General Manager/New Flag/Opening

OTHER HOTEL PROPERTIES EMPLOYED

Holiday Inn at Convention/Formally Ramada Plaza - Sales Manager

Sheraton Four Points/Sheraton West Port - Accounting Manager

Pelican Landing Resort Key West - Authored Management Contract/Offsite GM

PAST EMPLOYMENT UP TO 2005

Club 111, Pontoon Beach-Partner/GM

All aspects of running a live music venue, from a startup in 2005 we built this club to one of the most patronized venues in the area. Using the Internet & a new media social networking we reached out well beyond the local community with 25 pages deep on Google search from customer post. From 2007 to 2009 the Club reached sales of over \$1000.00 daily and \$3,000 weekends.

President Founder / Johnson Group/Nesco

Startup Company, ESCO were sales went from \$0 to \$3.8 Million in two years, bankrupted by Enron owning \$328,000. At the Johnson group I wore many hats with full profit and loss responsibility. The company grew very large very fast with key customers like Walmart, Rack Room Shoe, Robinson May, Cox Communications, Ford Motor Company. With this growth I eventually merged with Nu Way Lighting and became NESCO. NESCO became more involved in emerging technology which is how we got involved with Enron offering us four partially unpaid contracts.

Vice President and Marketing H Ramos & Lopez wholesale (Anheuser Busch)

Distributor of National Brands (Beer, Liquor, Wine, Soda, Water)

Full profit & loss responsibility of large beverage business in the Florida Keys, Increased sales 1180% while introducing 150 new products to our mix. H Ramos & Company was a large family owned holding company which controlled large interest in Commercial Real Estate, Hotels, Fast Food, (Beer, Liquor, Soft Drink Distribution) and Radio Stations. While my primary responsibility was general manager of distribution and marketing I was involved all areas of the company. I started with the company as General Manager of Delmonico Night Club.

Prudential Insurance/Special Agent

Prudential entered the securities market and introduced the first variable life products and the world's first hand held computing. Selected for a special program offering an intense training program for agents to secure life, casualty and series 7 licenses. Mark successfully completed the program as well as achieving top agent on group health which satisfied my financial obligations under the program.

USN Airframes Supervisor & Flight Crew

Seven-year commitment with 3 years inactive to be eligible for 2 years naval & civilian schools, with rotation to shore duty in Key West Florida I was assigned to Airframes Division as supervisor with a crew of 47 airman, meritoriously advanced in rank, countless awards and commendations. my team scored the highest administrative scores ever recorded in Comnavairlant Command. Recommended as Officer Candidate.