

MARK H DANIELS

123 ANY AVENUE
EDISON, NJ
732.XXX.XXXX MOBILE
MARKHDANIELS@.COM

Awards

2006 President's Club
2005 President's Circle
2003 President's Circle
2002 President's Circle
2001 President's Circle
2000 President's Circle
1995 Salesman of the Year
1994 Million Dollar Season
1993 Million Dollar Season
1992 Million Dollar Season
1991 Million Dollar Season
1990 Million Dollar Season
1989 Million Dollar Season
1987 Rookie of the Year
1985 Management Program
Candidate

Skill/ About

Quick to learn, thoughtful and serious about executing, I am a passionate sales and marketing professional generating profitable revenue using skill and experience in strategic thinking, leadership, collaboration, designing and executing tactical plans, sales and speech writing, lead generation, needs assessment, solution consulting, negotiating, contracting and closing.

Experience

Twenty-plus years in new and existing sales and account management developing internal and external partnerships; identifying and creating opportunities using proven and innovative marketing techniques that key on customer, company and employer needs; finding and developing solutions to meet those needs and translating those needs into benefits and values in a way that simplifies the decision-making process and creates a call-to-action.

Professional Profile

2008- Current, My Sales Hero, LLC, Edison, NJ
President/ Business Marketing/ Sales Consultant/ Copywriter

1998- 2008, Ceridian Corporation, Minneapolis, MN
Human Resource Outsourcing (HRO) Account Executive, Mid-Atlantic, US
New Business Acquisition HRO Sales Executive, Northeast, US
New Business Acquisition Major Account Executive, NJ District
New Business Acquisition Key Account Executive, NJ District

1997- 1998, Robin International/ Casual Time, New York, NY
National Sales Manager

1996- 1997, Bentex Kiddie Corporation, New York, NY
Special Product Sales

1986 - 1996, Buster Brown Apparel, Chattanooga, TN
Key Account Manager, East Coast, US
Key Account Representative, Northeast, US
Sales Representative, NY/CT/MA/FL/DC/MD/VA
Sales Trainee/ Office Administration, NY/NJ

1985 - 1986, TRW Business Credit, Parsippany, NJ
Customer Service Representative

1981 - 1985, Sears, Roebuck & Company, Wayne, NJ
Sales

Education

Montclair State University, Montclair, NJ

- Communication Theory and Practice, Bachelor of Arts

University of Hertfordshire, Hatfield, UK

- School of Business Management

Boston University, Boston, MA

- College of Communication

Continuing Education/ Professional Development

Middlesex County College, Edison, NJ

- **Six SIGMA Green Belt Certificate of Achievement**
 - Define – Measure – Analyze - Improve and Control
- **Project Management, Certificate of Achievement**
 - Knowledge Areas and Processes; Project Integration; Managing Project Scope; Managing Time; Human Resources; Project Communications; Risk Management; Project Procurement

MARK H DANIELS

123 ANY AVENUE
EDISON, NJ
732.XXX.XXXX MOBILE
MARKHDANIELS@.COM

Other

Board of Directors- Neve
Shalom, Metuchen, NJ

Corporate Visions
Incorporated/ Samurai Sales
and Discovery Alumni

Selling to VITO

Circle of Leverage

Pain Letter

Think! Inc.

Strategic Selling

New Hire Coach and Mentor

Guest Speaker, Neve Shalom

Rutgers S.A.F.E.T.Y Clinic-
Sports Awareness for
Educating Today's Youth-
Certification

Summary of Sales Accomplishments

Human Resource Outsourcing; Talent Acquisition/ Human Capital Management/ Recruiting; Applicant Tracking; Time and Attendance/ Workforce Management; Payroll and Tax Filing; Payroll Administration; Benefits Administration; Call Center Services including Knowledge Base; Application Hosting; Software and Services.

2008

- Achieved 45% (\$200k) of quota in first week of 2008
- Pipeline included \$500k+ in new services to existing customer base

2007

- Achieved 85% (\$255k) of quota due to contract execution delays
- Successfully designed, developed and presented customer transition plan that included 5-year strategic roadmap for new services including human capital management (benefits administration, talent acquisition, succession planning, compensation planning, e-learning and curriculum development and leave absence management)
- Identified gaps and led effort to implement low cost, fast modification to existing process and reporting to increase service level attainment, customer satisfaction and profitability
- Supported new sales efforts, providing customer references through partnership management

2006

- Achieved 117% (\$467k) of quota through existing customer contract change control management
- Negotiated 2 long term agreement contract renewals with fee increases
- Supported new sales efforts providing customer references through partnership management

2005

- Achieved 165% (\$6.6m) of quota selling services to new and existing business
- Led 3rd largest and profitable sales, solution and negotiation of new full service outsourcing deal
- Led collaborative service and reporting management improvement efforts for customer satisfaction turn-around

2004

- Achieved 74% (\$2.0m) of quota selling services to new and existing business
- Participated in the team developing sales, marketing and proposal best practices to shorten lead time by identifying and managing potential opportunities and creating a successful end-to-end internal and external customer experience

2003

- Achieved 166% (\$4.5m) of quota selling services to new and existing business
- Co-managed successful sales and solution effort for 2 premier and complex new business prospects including a multi-national solution strategy
- Led sales for expansion of services and contract negotiations on 2 existing business opportunities

2002

- Achieved 222% (\$2.2m) of quota selling services to new and existing business
- Led the sales and strategy team in pioneering one of the first multi-component, multi-year, multi-million dollar contracts in a highly complex and politically charged sales cycle, partnering with the prospect lead division in the sale of the proposed solution to multiple division presidents across the United States.

- **References are available on request.**