

MARK HURLEY

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PROFILE

Proactive, results oriented professional with over 15 years of successful Sales, Management, Customer Service and Project Management experience in a range of technical and wireless products services.

Extensive practical hands-on experience working with small businesses, franchisees and licensees.

Effectively created and managed Sales, Customer Service and Help Desk Departments.

Self motivated professional who thrives in both self directed and team settings.

PROFESSIONAL EXPERIENCE

Envision Sales Group, LLC – Centennial, CO

Owner/Sales Consultant (2010 – Current)

- Sales consulting and contracting services to small businesses focusing on the following services.
- Sales prospecting, lead generation and retail sales
- Account management
- Product Marketing for print, web, and social media
- Event Planning
- Vendor Relations

The Brew Hut – Aurora, CO

Sales Associate (2011 – Current)

- Sales of Home Brew Supplies and Ingredients
- Assist customers by teaching them how to brew beer at home
- Stocking of all store items
- Opening and Closing

Wireless Channels Inc. – Englewood, CO

National Director of Sales (2009 - 2010)

- Oversaw the National Sales Team and all sales functions for Wireless Channels Cricket distribution.
- Maintained annual gross revenue of over \$12 million.
- Responsible for P&L goals, forecasting and budgeting.
- Manage vendor relationship with Cricket Wireless national and local executive teams to expand and promote wireless sales.
- Oversaw negotiation, development and strategic planning for new products.
- Created and directed the marketing and promotional initiatives designed for dealers and licensees
- Manage Staff and recruiting functions for Sales Division.

PROFESSIONAL EXPERIENCE

Wireless Channels Inc. – Continued

National Director of Business Development (2008 - 2009)

- Project Director for the sourcing, strategic planning, and roll-out of new products and services.
- Negotiated contracts and terms with new product vendors.
- Oversaw the strategic forecasting and P&L Management for B2B and new product ventures.
- Development of extensive training programs and strategies for new agents outlining procedures and sales techniques.
- Managed Inventory forecasting for equipment purchasing.

National Director of Sales Operations (2007 - 2008)

- Oversaw the management and staff of Dealer Support, Contracts Administration and Inside Sales.
- Involved in the coordination and integration of new company acquisitions.
- Developed and maintained Dealer Database and Reporting programs to increase operational efficiency.
- Managed inventory forecasting and collected variables by carrier to make recommendations for equipment purchasing.
- Created and administered employee sales commissions

Regional Sales Manager (2005 – 2007)

- Managed sales efforts, including day to day support and development of staff for 13 western states.
- Conducted bi-monthly market visitations to evaluate employee and market performance.
- Generated metrics and analyzed markets for efficiencies.
- Designed and implemented creative marketing material and concepts to entice/secure new distribution.
- Combined efforts with Senior Directors and Vice Presidents to further develop and employ key sales initiatives, strategies, and growth deliverables.
- Managed dealer commissions, employee bonus programs and inventory purchasing.

Advantage Wireless, Inc – Centennial, CO

National Account Manager (2000 – 2005)

- Managed inside sales and support teams.
- Responsible for cross marketing, communications, licensee contracts, business development and sales support of national independent wireless dealers.
- Created and managed both Help Desk and Customer Service departments for Ricochet Networks and Motion Telecom Long Distance.
- Communication of all policy and carrier information to employees, dealers, customers and vendors.

EDUCATION

Community College of Aurora

Currently pursuing Associate of Arts degree in Business
Aurora, Colorado

Riverview High School

High School Diploma - June 1992
Sarasota, Florida

PROFESSIONAL DEVELOPMENT

- Transitioning to Business Consultant for Managers and Sales Managers
- Get Motivated! Business Seminars
- Dealing with Difficult Customers Seminars
- 7 Habits for Managers
- Selling Skills for Success
- Cold Calling for Cowards
- Effective Management

REFERENCES

Available Upon Request