

MARK R. JENSEN

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OBJECTIVE

Sales, and or Business Development Management in the high technology industry, preferably with USA or international focus and responsibility. To contribute and lead growth efforts in managing an area or develop targeted segments, for a young company or an established firm.

SUMMARY OF EXPERIENCE

- Over eighteen years Sales and Marketing experience working for technology corporations in both direct and indirect sales, overachieving business revenue and margin objectives.
- Internet corporate sales management expertise in web hosting, high speed IP access, BD, alliances, e-commerce, and ASP models, while with American and Facilities.
- Seven years with Americas, in USA and International Operations. Sales and Marketing line responsibility for Latin America, leading royalty growth of 300% during '91-'96, from \$4M to \$15M. Attained five Golden Circle Sales Awards.
- Twelve years with XEROX in Venezuela, Sales and Marketing Management. Consistently surpassed business goals and revenue objectives. Obtained nine 100% Sales Clubs of ten years on quota.
- Strong knowledge of the major IT trends in USA and Latin American markets.
- Versatile management expertise in structured and entrepreneurial environments.
- Additional sales exposure to: Solution Sales, Channels, e-Business, Speech Technology, Machine Translation, Data Warehouse, Pro services with Year 2000, and Retail Technology Sales.
- References from CEO's, President's, EVP, General Manager, of prior employers.

EDUCATION

Stanford University, Palo Alto, CA, 1976
Master's Degree in International Management

Illinois College, IL. Bachelor's Degree, History

PROFESSIONAL EXPERIENCE HIGHLIGHTS

BEAM
Networks, Inc.
Washington, D.C.

Vice-President, Sales and Strategic Accounts 01/00 – 12/00
Pan-regional responsibility for overall sales of web hosting, IP broadband and solutions with a \$50M sales budget. Managed key strategic multinational accounts, such as IBM, Sony and bNexus/Microsoft; interfaced on BusDev field relationships with Oracle and Sun. Closed over \$2M in new account business in first 3 months. Reported to the EVP & President of the Division.

FACILITIES
Ashburn, Va.

Vice-President, Sales and Marketing, Latin America 09/99 – 12/00
Sales and marketing responsibility for web hosting (managed and collocation), high speed Internet access, e-commerce strategies, and BD regional alliances. Built up the corporate sales focus region wide, using partnerships to add value. Increased revenue by \$10M. Developed strong interaction with HP and Sun regionally. Division was created in 5/99, acquiring 18 companies in 6 countries, with \$60M in revenue.