

Mark Wilhite

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Creative Foam, Berthoud, CO. Fabricator

7/18-Present

Fabricate, inspect, repair, package and label parts/kits for shipment to customers.
(Worked under contract to Express Employment for the first 90 days)

Express Employment, Fort Collins, CO. Forklift Operator

12/17-5/17

Loaded, prepped, staged, labeled and shipped meat slurries for shipment to customers. Loaded and unloaded semi truck trailers and recorded on shipping log. Maintained safe operation of forklift in busy fast paced meat processing plant.

Flaggers Inc, Fort Collins, CO. Flagger

10/17-6/18

Stop, slow and release traffic.

Caregiver, Fort Collins, CO./Casper WY.

9/16-10/17

Provided 24 hour care for adult family member and newborn infant,

Caregiver, Leesburg, Fl

12/11-8/16

Provided 24 hour care for an ill family member.

Connexions Inc., Orlando, FL.-Coach/Trainer

(Temp position during annual open enrollment period)

08/11-12/11

Conducted mass hires to staff up marketing arm of United Healthcare bringing 300+ employees onboard, including performing 3 day mass training sessions for 50-60 new hires per class.

Managed and motivated agents selling Medicare supplemental insurance.

Utilized proprietary CRM software to track individual and group activities in real time. Ensured agents closing percentages, talk times and script adherence.

Ace Hardware, Clermont, FL Assistant Store Manager

1/08-3/11

Opened store at 5am and balanced the previous day's receipts and/or closed the store at 8pm and counted down cash drawers and made daily bank deposit.

Managed all aspects of warehouse, including inventory counts, cleanliness and

organization of product. Unloaded the Ace 18 wheeler twice per week at 2am with the help of one associate.

Directed a staff of CSR's using two way radios to connect employees and customers.

Vacation Village, Kissimmee, FL. Sales Executive

2/07-12/08

Provided tours of Vacation Village and downtown Celebration Florida with the sole purpose of creating sales of vacation ownership. Helped families and couples realize their vacation dreams. Created need and urgency to buy through fear of loss and hope to gain.

Deatrck Engineering, Orlando, FL. Account Executive

10/05-2/07

Visited job sites, and/or offices of current and potential clients inquiring of current and upcoming contracts in order to acquire new business for solid material and GEO testing services. Attended conventions, dinners, sporting events and other gatherings to attract new clients and retain existing customers. Sold several multimillion dollar service agreements with entities such as the Osceola County public school system, the city of Kissimmee, Florida and Universal Studios among others.

Tropical Tours, Fern Park, FL. Director of Marketing

5/03-9/05

Negotiated new hotel contracts for Tropical Tours, enticed hotels to accept lower payouts in exchange for upfront money. Trained and motivated agents to sell these upgrades to our customer pipeline months or more in advance of their travel. Thereby creating the revenue to pay our hotels upfront to reduce costs. This also enabled customers to pre-pay booking and reservation fees, creating millions of dollars of advanced revenue.

Labor Ready, Leesburg, FL. Branch Manager

6/02-5/03

Opened branch daily at 5am, set daily job schedules, balanced up to \$25,000.00 of cash on hand for daily payroll and administered paychecks.

Provided excellent customer service, OSHA safety training and job site safety inspections for current clients.

Solicited 50 companies per day by way of cold call or repeat visit either to job site or to corporate offices, to create new contracts.

Took branch from a first come first work initiative to a system that rewarded ethics, abilities, and dependability.

Enabled branch to receive the highest audit score of the midwest region, and the highest gross margin out of all 865 branches worldwide.

Oasis Lakes Resort, Orlando, FL. General Sales Manager

4/01-5/02

Designed and implemented in-state marketing program targeting Floridians. Created all marketing materials, sales presentations, products, price points, compensation, bonus and commission packages as well as conducted all hiring, and sales agent training sessions necessary to fully staff, develop and attract travelers to tour Oasis

Lakes Resort.

Increased daily tourflow from average of 6 tours per day to an average of 40 tours per day. Increased Value Per Guest from \$380 to over \$2,500 per guest.

Helped facilitate the sale of Oasis Lakes resort by British Airways to the BluGreen Group in the fall of 2003 for 4.3 Billion Dollars.

TravStar, Longwood, FL. Managing Consultant

4/97-10/97

Guided owners through the bankruptcy of their sister company and created all sales presentations, marketing and training materials to provide fulfillment to previous customers who otherwise would have lost their investment.

Increased net sales from an average of \$1,100 per week to an average of \$35,000 per week.

Holiday Management Group Onsite Consultant

3/97-2/01

Established marketing contracts with multiple resorts allowing H.M.G. to book and sell tours. Negotiated room rate contracts with hotels. Created OPC program and guest relations procedures.

Unique Travel, Fern Park, FL. General Sales Manager

2/91-3/97

Hired as a Sales Agent and promoted to Shipping and Verification Manager within first 90 days of employment, and subsequently to GSM within one year.

Increased triple net deals from a low of 20 to over a consistent average of over 100 per week.

Identified and created new revenue stream from previously canceled customers.

Initiated, designed and developed an outbound sales campaign to convert cancellations into sales and in short time to also convert simple no's or NI's (Not Interested) into sales.

Created new department based on the success of this format and within 1 year achieved an average of 100 triple net sales per week.

Generated \$10 million dollars in sales over a six year period from this newly created outbound department.

Helped grow the company from 10 employees to over 400 sales, fulfillment and administrative employees.

Independent Timeshare Sales, Kissimmee, FL. Agent

06/89-02/91

Solicited timeshare owners to pay an upfront advertising fee to list their unit for sale with our real estate brokerage.

