

Mark J. Caron

Windham, ME

HIGHLIGHTS OF QUALIFICATIONS

Extensive experience in operations, sales, sales management, supervision, project management, leading and motivating team members Ability to identify new markets. Create and implement sales and marketing strategies Outstanding skills in assessing situations, problem solving, identifying opportunities and achieving goals Excellent interpersonal relations, communication skills, customer relationships, time and resource management

PROFESSIONAL EXPERIENCE

Thayer Corporation, Auburn, ME,
01/2017-01/2020

*Sales
Manager*

- Responsible for the overall development and implementation of annual budget, sales plans, sales and marketing strategies
- Trained, directed and managed a sales staff consisting of six outside sales personnel with a combined budget of 6.8 million dollars
- Developed, managed and expanded customer base through sales, campaigns, programs and procedures
- Analyzed historical results, current market conditions, staff and other factors to forecast future bookings by vertical markets

Mana Thermal Solutions, Windham, ME,
05/2015-01/2017

*Preside
nt*

- Mana Thermal Solutions is a Service-Disable Veteran-Owned Small Business (SDVOSB) focused on providing engineered products to the commercial, industrial

and federal marketplace.

- Harsco/ Patterson-Kelly boiler and water heater representative for the State of Maine
- Colton Industries, steam specialties representative for the New England territory
- The Coil Company representative for Maine and New Hampshire

Blake Equipment, Portland, ME, 12/2000 –
05/2015

Division Manager, Commercial Sales Engineer, Service Manager

- Manage and supervise division personnel, including service technicians, sales team, and administrative staff
- Oversee all aspects of the division, ensuring operational excellence
- Responsible for achieving division and company objectives regarding sales, profit and loss, management of resources, as well as the quality of branch inventory and receivables
- Serve as a communication conduit between CEO, corporate branches, employees, sub- contractors, vendors, and customers, to utilize best practice strategies
- Develop strategic relationships with installing contractors and end users
- Provide application and installation support for engineered products with emphasis on energy saving and environmental impact

United States Marine Corps, Gunnery Sergeant,
08/1979-11/2000

Maintenance Control Chief, Quality Assurance Inspector, F/A-18 Hornet and A-4 Skyhawk Power Plants Mechanic, Navy/ Marine Corps Licensed Addiction Counselor, (LCSW), United States Marine Corps Recruiter, and Basic Infantryman

- F/A-18 Hornet Maintenance Chief; responsible for scheduling and execution of inspections, maintenance and pertinent operations of Marine Corps fighter/ attack aircraft squadron
- Ensured operational/ deployment readiness, integrity and safety of squadron's 12

fighter aircraft and coordinated the maintenance assignments to 125 Marines working in seven specialized maintenance work centers

- Maintained flight schedules and aircraft assignments based on mission requirements in various kinetic operational environment
- Facilitated logistics, manpower, supplies and schedules for long term isolated deployments
- Marine Corps Recruiter, responsible for achieving territorial recruitment goals

EDUCATION AND TRAINING

Bachelor's Degree BS, Regents College, New York,
1998

Training, certifications and
licensure:

ABM/ Linc-Sales Leadership Training ABM/
Linc-Maintenance Sales Training Patterson-Kelly
Technical Service Training Clever-Brooks, Hydronic
Solutions Sales Specialist Brooks Brothers, Impact
Sales Training Dave Kale's, Sales Management Training
Xerox, PSS-III Sales Training United States Marine
Corps, Advance Leadership School Rutgers University,
Advance Studies Navy/ Marine Corps, Drug and Alcohol
Counselors School Certified Drug and Alcohol
Counselor (LADC) State of Maine Navy/Marine Corps,
Quality Assurance School F/A-18 Hornet, Power Plants
School
A-4 Skyhawk, Power Plants School
United States Marine Corps, Recruiter
School United States Marine Corps,
School Infantry