

MARK N. ATWATER

Summary Statement: Award-winning and results driven sales professional with a strong track record of success and exceeding sales quotas. USN Veteran. Highly effective at creating and maintaining excellent customer relations and generating repeat business. Proficient interpersonal phone, digital and communication skills. Motivated, efficient, reliable and ready to contribute to your bottom line.

Professional Experience

UtilizeCore

Commercial Account Executive

Aug. '21- Present

- Empower Service Management companies by streamlining their current business operations from traditional and manual methods to adopting a robust software platform.
- Independently establish call plans and customer follow-up strategies/ tactics to meet territory management goals.
- Strong knowledge of industry with a high focus in meeting customers' needs to best solve their technical debt IT environment.
- Extraordinary relationship builder – consistently the companies top performer in daily activity/ metrics.

OutSystems

Enterprise Sales Development, West

Feb. '19- Dec. '20

- Generated over \$5,300,000 worth of new pipeline for FY'19-20.
- Average New ARR Credit - \$112,000.
- Current open pipeline - \$3,443,000.
- Over \$1,000,000 in closed business from new accounts.
- Achieved 143.18% of plan for FY'19 and currently over 250% of plan for FY'20.
- Extensive knowledge in IT, software and business operations, consistently generating new opportunities and pipeline.

Hewlett Packard Enterprise Financial Services

Inside Sales Representative

Dec. '17- Feb. '19

- Maintained a \$23,656,452 quota while achieving 128.34% of revenue and 129.28% of margin for the yearly plan and 173% of HPE internal lab program quota.
- Generated \$1,942,000 worth of new business from new accounts and over \$2,000,000 in pipeline for FY19.
- Managed the Global IT Asset Management Lifecycle Internal Labs program for all of Hewlett Packard Enterprise; experience with testing equipment, R&D, prototype etc.
- Conducted weekly recurring meetings with Global Engagement Managers to ensure logistics of lab equipment was in line with Lab & Datacenter Managers across the globe.
- Customized forecast accuracy reports and accountable for managing goal to target revenue, companies Top Performer.

Massachusetts Department of Veterans' Services

Program Coordinator

June '17- Dec. '17

- Develop innovative social media strategies and campaigns with a focus on Veterans and their families for the state of Massachusetts Department of Veterans' Services.
- Implement the official calculation for retro-active payments to Gold-Star Families on behalf of the state of Massachusetts worth \$5.8 million dollars.
- Collaborate closely with management to execute the needs of the state in assisting veterans' through various projects and tasks.
- Evaluate, interpret, and decode performance analytics for the purposes of designing growth strategies, engagement level improvements, and state followers.

Education / Training

- ◆ **University of Massachusetts, Lowell** **Dec. '17**
Master of Arts, Peace & Conflict Studies: Policy Analysis.
High Honors, 3.586 GPA Magna Cum Laude.
- ◆ **University of Massachusetts, Lowell** **Dec. '16**
Bachelor of Liberal Arts, Economics & Legal Studies Concentration.
Dean's List, Honors, 3.038 GPA.
- ◆ **Northern Essex Community College** **Jan. '21**
Emergency Medical Technician course, passed.

Certifications / Awards

- ◆ **Northern Essex Community College** **Jan. '21**
Nominated by Northern Essex as a top 1% student to join the National Society of Leadership and Success.
- ◆ **American Heart Association** **Jan. '21**
Basic Life Support (CPR and AED) certified.