

MARK K. ROSEN

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SUMMARY OF QUALIFICATIONS

Trusted business partner with expertise in all phases of the product lifecycle: consistently focused on process, quality and bottom-line results for each stakeholder. Extensively knowledgeable in planning, manufacturing, sales, marketing and development. Accomplished rapport builder with a reputation for integrity and a rich network of relationships with senior-level decision-makers across the United States. Astute, hands-on business manager, expert in driving sales by bridging the knowledge gap.

PROFESSIONAL EXPERIENCE

Show Me Shine - St. Peters Missouri - 2017 - Present

Sales Manager - Contract Employee

Show Me Shine is a Commercial Cleaning Solution Company customizing in janitorial services and specializing in carpet and floor care. It also carries a 501 (C) 3 shelter workshop designation, which has a unique social mission, and provides a service for individuals who necessary wouldn't have the same opportunity in the outside work force.

Achievements

- . Increased the company's data base by 65%
- . Increased the cash flow to the company bottom line substantially
- . Increased the number of individuals to the work force
- . Increased the gross sales by 42%
- . Gave on going continuing education to the workers creating a better product

Jewish Family and Children Services - St. Louis, MO

Major Gifts Director: 2011 - 2017

Headed a three million dollar capital campaign for The Harvey Kornblum Jewish Food Pantry, which provides food, personal care items and social services to help individuals and families through difficult times while moving them towards self-sufficiency.

Achievements

- Secured a major gift of \$1.2 million
- Surpassed campaign goal by raising \$3.6 million

Asthma and Allergy Foundation of America - St. Louis, MO

Executive Director: 2008-2011

Provided leadership to the total operation of the organization, including strategic planning, budgeting, and overseeing development and fund raising

Achievements

- Increased fund raising 30% by year two
- Hired 13 staff and managed human resource processes

M. K. Rosen Consulting, L. L.C.

President: 2007-2008

Consulted with various non-profits, on how to run a successful office, develop strategic planning for development and annual fund raising. Taught employees how to successfully educate, reach out, and create relationships within the community. Also, strategically planned on the correct ways to network individuals and tap into corporate sponsorships.

Achievements

- Helped five non profits devise common model for achieving fund raising goals
- Created performance evaluation tools which led all organizations to achieve and exceed budgets

Development Corporation for Israel - St. Louis, MO

Executive Director: 1994 – 2005

Sold securities offered by Israeli government. Evaluated and made purchases designed to meet customers' wide range of investment needs and circumstances. Coordinated with staff members and key campaign volunteers to recruit and train, identify and assign prospects, and implement and monitor solicitation of potential purchasers. Prepared reports for professionals in New York, as well as volunteer board members in region based on status of activities within region.

Achievements

- Increased total sales in a 7-state territory by 70% over 10 years
- Sold over \$175 million in bonds, IRAs, KEOGHs, and personal and corporate pension plans
- Managed budgets for clients in five cities totaling \$1.5 million
- Trained more than 125 of volunteers and staff

KUPPER-PARKER COMMUNICATIONS – St. Louis, MO

Independent Sales Associate: 1992 – 1994

- Set up networking system to secure new clients
- Secured purchases from more than a dozen new service stations

LEONARD'S METAL INC. – St. Charles, MO

Manager of Administration, Planning, and Contracts: 1990-1991

Responsible for planning, directing, supporting, and evaluating all activities related to development and fundraising including special events, donor participation, planned giving, and community relations. Designed and analyzed systems to ensure smooth flow within department. Performed contract management including soliciting and bidding new contracts and reviewing existing contracts. Involved in implementation of Total Quality Management Program (TQM).

Achievements

- Created business and strategic plans for the President of the organization
- Solicited, obtained, and execute 25 business contracts
- Generated \$50,000 cost savings by suggesting modification to Boeing Corporation partnership

Susman Wiping Material Company – St. Louis, MO
Owner/President: 1975 – 1989

(Textile and laundry processor with annual sales of \$ 3.5 million and 125 employees

Responsible for marketing, sales, purchasing, budgeting, and strategic and financial planning for a \$3.5 million textile and laundry processor.

Achievements

- Managed 125 employees
- Directed, trained, and supervised sales personnel, increasing sales territories from 15 to 42 states.
- Mechanized/modernized manufacturing department by utilizing up-to-date equipment.
- Negotiated labor contracts with Textile Processors Union to achieve company objectives.
- Increased annual sales volume over 300 percent (from \$1.7 to \$3 million within 5-year period).
- Devised creative approach to marketing of product as “impulse item” in service centers of department stores, resulting in increased sales.
- Developed company’s first perpetual inventory system.

EDUCATION

Master in Administration: University of Missouri – Columbia, Missouri
Bachelor of Science in Education: University of Missouri – Columbia, Missouri

Series 62 and Series 63 – Corporate Securities Limited Registered Representative

United States Army Veteran 1968 - 1971

PROFESSIONAL ASSOCIATIONS

- Board of Directors: American Israel Chamber of Commerce, 1995 – Present
- Trustee/Board Member: Temple Israel, 1995 – 2001
- Board of Directors: Metropolitan Vocational and Rehabilitation Services, 1988 – 1995
- Trustee/Board of Directors: Jewish Community Center Association, 1985 – 2000
- Member: National Association of Purchasing Agents, 1988 – 1990
- Board of Directors: International Association of Wiping Cloth Manufacturers, 1982-85
- Member: St. Louis Jewish Federation Planning and Allocation Committee, Finance Committee, Strategic Planning Committee; 2005-2007

- Admissions Chairman, Finance Committee, and Strategic Planning Committee: St. Louis Jewish Center for the Aged; 2008-2012