

Contact

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Top Skills

Solution Selling
Enterprise Software
Selling Skills

Languages

English

Honors-Awards

President Club - Top 1%
President Club - Top 1%
Top Account Executive (Midwest Region)
Top Account Executive (Midwest Region)
Top Account Executive (Company Wide)

Mark Wingfield Sr.

Senior Account Executive-at Xerox USA
Southfield

Summary

Highly motivated, accomplished and accomplished and experienced sales executive with a proven history of exceeding sales budgets while attaining gross margin targets. With Exceptional communications, interpersonal, analytical, and leadership skills. And demonstrating an ability to assume responsibility and work autonomously in a professional manner.

I have the ability to work in a team environment, as well as able to lead and coordinate activities across virtual teams and concurrently manage multiple tasks. While having a passion for solution selling and a strong sales sense. I have the ability to listen actively and think logically, strategically, and tactically to solve complex problems.

Demonstrated ability to work with and manage relationships with customers and partners at a C-Level. Business outsourcing and information services sales experience in HR solutions, Managed Print, and document process while with ADP, Ceridian, and Canon Solutions America.

Lead revenue generation of 129% , 2017 .from \$540,000 to in excess of \$648,000 of revenue, earning President's Club status with Sharp Business Solutions. In 2018, with a budget of \$540,000, qualified for President's Club with revenue in excess of \$604,000. With Canon Solutions America with responsibility for the Detroit marketplace, lead a revenue generation of 202% in 2013 from \$540,000 to in excess of \$1,000,000.00 of revenue attaining President's Club status.

Experience

Xerox

Senior Account Executive

May 2019 - July 2020 (1 year 3 months)

Greater Atlanta Area

Finished 2019 110% of assigned budget

Initiate contact and establish interest with key decision-makers and develop project timelines

Managed and expanded key accounts in my territory assignment

Selling light production equipment and Digital Printing Solutions

Conducted initial discovery meeting with C-level prospects utilizing Webex and Zoom

Provided sales management with accurate forecast and reports on sales activities

Utilized Salesforce to manage accounts including forecasting and sales presentations

Develop strategies to stay ahead of competition thru research and prospecting
Met and exceeded assigned sales target and quota by prospecting, identifying, developing and closing sales opportunities

Utilize Salesforce.com to create and work sales opportunity and quotas

Sharp Business USA

Sales Account Executive- Managed Print Services

October 2017 - May 2019 (1 year 8 months)

Washington D.C. Metro Area

Achieved President Club 2018 with a budget \$540,000 achieved 120% of Assigned Budget

Qualified for President Club achieving 112% of Quota (2019)

Sold small format printing(A2) and Large format printing(A3)

Developed new C-Level contacts

Increased revenue stream while managing an active pipeline

Developed and presented proposals to customers and prospects

Conducted quarterly customer account reviews

Utilize CRM including management of pipeline data, updating account profile information

Konica Minolta Business Solutions U.S.A., Inc.

Senior Account Executive

August 2015 - May 2016 (10 months)

Auburn Hills MI

Finished 2016 at 115% of assigned budget
Developed new C-Level contacts
Increased revenue stream with existing customer base
Managed accounts through the sales process
Developed and presented proposals to customers and prospects
Conducted quarterly customer account reviews
Utilized CRM including management of pipeline data, updating account profile information

Canon Solutions America

Account Executive

February 2009 - August 2015 (6 years 7 months)

Novi MI

Finished full year in 2014 as # 3 in Midwest Region, attaining 192.3% of budget

Successfully finished in top 1% in the country finishing with over a million dollars in revenue with a quota of \$504k, in 2013

Managed and expanded key accounts such as The Wellness Plan, Detroit Metro Convention Bureau and Gallagher Kaiser, and Matrix Human Services.

Reduced service intervals up to 45% and improved customer experience through process improvement

- In 2011 with a budget of \$378k achieved 95% of assigned quota
- In 2012 with a budget of \$420k achieved 110% of assigned quota
- In 2013 with a budget of \$504k achieved 202% of assigned quota
- In 2013 achieved President's Club by being ranked in top 1%
- In 2014 achieved President's club by being ranked in top 2%

Ceridian

Major Account Executive

January 2003 - January 2005 (2 years 1 month)

Southfield MI

Played a key role in creating a standard model for Ceridian Recruiting solution

Increased sales by \$450k in net new business while marketing Ceridain Recruiting Solutions to C-Level contacts.

Achieved 100% club for 2004

President's club winner in 2005 by obtaining 125% of assigned quota

ADP

District Manager

June 2000 - February 2003 (2 years 9 months)

Dearborn Mi

Developed new customers contacts by prospecting small business (1-100 ee) marketing human resource solutions.

Expanded existing accounts with quarterly account reviews by conducting a need analysis for opportunity to expand the business.

Exceeded over 100% of assigned quota three years .

Education

University of the District of Columbia

American Government and Politics (United States) · (1982 - 1987)