

MARK R. MUELLER

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SUMMARY OF QUALIFICATIONS

- 10+ years experience in restaurant management and business development
- Specialized in cost analysis and marketing
- Excelled in team building and coaching
- Instituted sales and marketing plans for more effective time-management
- Owned/Operated three (3) profitable restaurants

PROFESSIONAL EXPERIENCE

- Sales/ Business Development**, Project Works, LLC, Scottsdale, Arizona, 1/08-
- Implement strategic sales and marketing plans to effectively gain market share
 - Increase client investment \$205k (19%) by implementing concise marketing program
 - Communicate investment strategies with clients, daily, to enhance our service and trust
 - Facilitate weekly meetings to monitor sales progress and track deliverables
- Sales/Business Development**, Trainor Glass Company, Phoenix, AZ 8/05-1/08
- Cultivated new business through effective cold calling and product presentations
 - Increased sales from \$2.5 ('05) to \$15M ('07) through persistent marketing and negotiation
 - Forged business-client relationships, to enhance our client base by 75%
 - Attended suppliers demonstrations of products to fully understand their applicability for our clients
 - Instrumental in Division attaining #1 ranking in company wide profitability, in 4th qtr. Of '08
- Owner/Operator**, ChicagoPizza Works, LLC, Scottsdale, Arizona 4/03-8/05
- Developed and implemented sales strategies to effect revenue growth of 15% per month
 - Increased client base from zero at start up, to over 5k regular customers
 - Tracked, monitored, and marketed client base via proprietary CRM program on a daily basis
 - Volunteered for local non-profit companies to increase company exposure
- Owner/Operator**, MMBL, INC., dba Rizzata's, Chicago, Illinois 4/93-3/03
- Built, operated, managed, and sold two successful and profitable retail businesses
 - Managed and directed a team of twenty (20) employees
 - Provided strategic planning and direction while effecting sales growth of 15% each year
 - Streamlined management practices, leading to increased profitability of over 18% per year
 - Decreased product costs 8% through negotiations with vendors

EDUCATION

WESTERN ILLINOIS UNIVERSITY

Macomb, Illinois

B.S. - Industrial Technology; minor, **Business**

PROFESSIONAL DEVELOPMENT

- Management Training
 - Computer / Technical Training
 - Advanced Sales Training
 - POS Systems Training
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