

Mark Brozovich

Seasoned sales & IT professional looking for a sales executive role with an entrepreneurial, driven and friendly technology solutions company.

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Colorado

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30 YEARS IT & BIZ CONSULTING | 7 YEARS PAYMENT PROCESSING | 4 SMALL BUSINESSES | 100s DEMOS
GIVEN & SALES WON

VALUES MOVE QUICKLY | TAKE ON CHALLENGES | NEVER STOP LEARNING & INNOVATING | BUILD
MEANINGFUL RELATIONSHIPS

Relevant Experience

Payment Processing & Point of Sale Systems

- Taught himself everything he needed to know to independently build a payment processing solutions consultancy from the ground up, supporting 200 clients who do thousands of transactions a month, with gross merchant revenue exceeding over \$275M.
- Works with companies with yearly revenue ranging from \$50k - multi-million dollar, taking a personal interest in organizations of every size.
- Understands and provides clients direction on Payment Card Industry (PCI) compliance and appropriate security measures.
- Installed and supports thirty stand-alone devices and cloud-based POS systems for a single client, and multi-device POS components for several clients.
- Develops industry point of sale system solutions for industries ranging from retail and food & beverage to e-commerce-based businesses.
- Works with internal and external teams in underwriting, onboarding, reporting, funding, chargeback management and technology.
- Existing partnerships with those in the payment processing ecosystem, including processors, banks, gateways, payment facilitators and potential clients.

Communication & Relationships

- Quickly develops open and sincere relationships as a trusted advisor and thought partner for hundreds of clients, building lasting relationships and friendships.
- Known for having an open ear and smile, truly listening and learning about client needs and providing impeccable client service while building a trusting relationship that lasts long after initial implementation.
- Strong requirements analyst, interviewing and listening to draw out business process needs and pain points.

Technology & Training

- More than thirty years IT consulting and twenty years of systems development, analysis, evaluation, integration, testing and implementation experience.
- Educated and trained hundreds of clients on various payment processing platforms and technology.

- Advanced internet marketing consultant specializing in paid advertising and high-conversion websites.

Technical Sales & Portfolio Development

- Sourced cold leads, booked meetings and presented tailored payment solutions based on client needs, building relationships and a portfolio of small retail, food & beverage and e-commerce-based clients.
- Utilizes many channels for prospecting into organizations and reaching decision maker, including cold calling, warm email introductions and campaigns, LinkedIn Sales Navigator, networking, paid advertising, social media, and other member directories such as Reference USA and Leads Recon.
- Effectively works with short and long sales cycles, comfortably working the process in a CRM.
- Provides consistent follow up and follow through, leveraging all communication channels - particularly just picking up the phone or creating opportunities for face-to-face time.
- Extensive problem determination and resolution experience, with eye for ongoing improvements and efficiencies as new tools and ideas come to market.

Management Leadership

- A serial entrepreneur not afraid to get in, work, experiment and make something happen with a small, tight-knit team.
 - Approachable, results-driven leader with extensive experience managing and coaching teams, from naturally leading team meetings to managing fifty plus consultants.
 - Go-to for answers related to projects or people as a manager that truly understands the ground floor, the realities of each role and the industry at large.
 - Leads from the trenches, immersed as a team player doing the hard work alongside others, collaborating and delegating as appropriate.
 - Has managed large IT offices and teams, recruiting, interviewing, hiring and onboarding dozens of new team members.
 - Coordinates project workflow, tracking and reporting with an eye on KPIs, efficiencies and quality delivery.
 - Partner, advisor, collaborator and strategist for business expansion, from marketing and sales to operational strategy for PPC for Small Biz.
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Career Progression

Priority Payments Denver *Owner, Independent Payment Processing Consultant & POS Integrator* 2012 – Present

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PinPoint Local - Denver West *Business Partner & Business Advisor* 2019 - Present

PPC for Small Biz *Business Partner & Pay Per Click Manager* 2017 - Present

Sysworks Consulting *Owner & Principal Consultant* 1997 – 2017

Approachable, results-driven leader with extensive experience managing and coaching teams, from naturally leading team meetings to managing fifty plus consultants. More than thirty years IT consulting and twenty years of systems development, analysis, evaluation, integration, testing and implementation experience. Has managed large IT offices and teams, recruiting, interviewing, hiring and onboarding dozens of new team members. Coordinates project workflow, tracking and reporting with an eye on KPIs, efficiencies and quality delivery. Go-to for answers related to projects or people as a manager that truly understands the ground floor, the realities of each role and the industry at large.

Shell Trading (US) Company *Senior IT Analyst & Team Manager* 2007 - 2017

Great-West Life & Annuity *Senior System Test Lead & Test Analyst* 2006 - 2007

Qwest Wireless *Senior Project Manager & Business Analyst* 2002 - 2006

Salt River Project *Senior Technical Team Leader & Project Manager* 2001 - 2002

CitiCorp *Senior Requirements & Business Analyst, CitiCorp Bankcard Establishment* 2001

Momentum Resourcing *Staff Manager* 2000 - 2006

US West/Qwest Wireless *Senior Application Developer & Team Leader* 1998 - 2001

Mark Brozovich *Independent Real Estate Investor* 2005 - 2006

Various Assignments *Mainframe Senior Programmer Analyst* 1988 - 1998

Worked with IBM, EDS (now Hewlett Packard), Public Service Company of Colorado, American Management Systems, Great West Life, Rocky Mountain Health Care, Xcel Energy.

Education

Master of Science in Information Technology - Graduate Studies (ongoing)

Regis University, CO

Emphasis in Oracle Application Development, Object-Oriented Technologies and Project Management

Bachelor of Science in Computer and Management Science

Metropolitan State College, CO

Certificate in Oracle Database Applications

Regis University, CO

Certificate in Recruitment & Sales Training

Morgan Consulting Group *with Coach Peter Leffkowitz*

Six Week Jump Start Program to “Build, Manage & Scale Your Merchant Sales Business”

CCSalesPro *with Coach James Shepard*

Volunteering

Jefferson County Little League Sports

Junior baseball and football coach

Chatfield Senior High Booster Clubs

E-commerce consultant and webmaster for baseball and football sites

National Multiple Sclerosis Society

Grand High Roller event fundraiser

Special Olympics Colorado

Actively involved in ski-race training and Winter Games

Community Technology Support

Provide time to charities, schools, nonprofits and seniors

Personal Interests

Being Outside

Hiking, biking, climbing, skiing, and backpacking

Tinkering

Technology and photography

Skills & Specialties

Strengths

Business & Technical Analysis
Client Portfolio Management
Direct, Technical Sales
Entrepreneurial
Facilitation
Fast-learner
Information & Physical Technology
Lead Sourcing
Organized Multi-Tasker
Prioritization
Public Speaking
Project Management
Problem Determination & Resolution
Recruitment & Staff Management
Self-Motivated & Motivates Others
Team Player, Builder & Leader
Training & Education
Written & Oral Communication

Verticals & Industries Touched

Automotive
Banking
Billing
Computer Information Systems (CIS)
Flooring
Furniture
Gas & Oil
Health Care (HIPAA)
Insurance
Internet Marketing
Liquor Stores
Lodging
Manufacturing
Medical/Dental
Restaurants/bars
Retail
Travel/Resort
Utilities
Wireless (Cellular Technologies)
Many others...

Payment Processing Ecosystem

ISO's / Processors

First Data
Tsys
Chase
Elevon
Cayan

Gateways (reseller)

Authorize.net
NMI
eProcessing Network
Cayan
Datacap NETePay

POS Systems

Future POS
Focus POS
Clover POS
Advent POS
Aloha POS
Micros POS

PCI Compliance Partner Control Scan

Technical Skills

CRM Systems
Information Systems
Pay-Per-Click Advertising
Quality Assurance
Search Engine Marketing (SEM)
SearchEngine Optimization (SEO)
Systems Architecture Design
Systems Development, Analysis,
Evaluation, Integration, Testing &
Implementation
Test Analyst
User Interface & Navigation Design
Waterfall & Agile
Website Design, Development &
Implementation

Hardware/OS

IBM 30XX, 43XX, IBM PC & Compatibles, Sun,
HP MVS, WINDOWS, MAC, MVS/XA,
MVS/ESA, UNIX

Languages

COBOL, COBOL II, ALC, PL/1, SQL, PL/SQL,
MICROFOCUS COBOL II, MARK IV, Korn Shell
Scripts, Easytrieve

Databases

DB2, IMS, ORACLE, XDB (DB2), ACCESS

Software Use/Exposure

CICS, TSO/ISPF, VSAM, IBM UTILITIES, JES,
IMS/DC, LIBRARIAN, PANVELET,
ROSCOE, JCL, INTERTEST, DB2/EXPERT,
XPEDITER, FILE/XPERT, FILE AID/DB2, DATA-
AGER, TABLEBASE, HIPERSTATION, VIASOFT,
ENDEVOR, APS MACROS, SQL*PLUS, PL/SQL,
ORACLE FORMS & REPORTS, MSOFFICE,
CICSVS86, QMF, SPUFI, HTML, MSPROJECT,
DOCUMENTUM, DEVELOPER/2000, CORBA,
TUXEDO, IDL, ELINK, VISIO, MQSERIES,
MERCURY'S QUALITY CENTER, TIBCO
BUSINESS CONNECT, EDI, CLIST, TELON,
WORDPRESS, CRM INFUSIONSOFT, HUBSPOT
AND ZOHO.