



# Mark Sewell

Experienced professional moving into IT

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## SUMMARY

Moving to new IT career with 25+ years of experience in Marketing/Sales & Finance. Much of this time was customer facing account management, and sales. Ample experience in Finance & Accounting prior to this.

Seeking an IT position where I can contribute to team successes and develop IT skills to evolve into a new career.

Full CV available on request.

## SKILLS

### Microsoft 365

Skilled at setting up and using Microsoft Office suite as well as working in 365, Outlook and Teams environment.

### Network Installation

Participated in two site installations, involving Fortinet firewalls, switch panels and wireless access points.

### Sales & Account Management

Over 25+ years experience in customer facing roles. Experienced Salesforce user.

### Digital Advertising

- Google Ads Certified
- Facebook & Instagram
- Pinterest
- LinkedIn

### Website Building Experience

- HubSpot
- Shopify
- Wordpress

## CERTIFICATIONS

- CompTIA A+
- CompTIA Security+ in progress
- Fortinet Cyber Fundamentals FCF
- Fortinet CFA in progress
- HubSpot certification in progress
- Six Sigma Green Belt
- Google Ads

## WORK EXPERIENCE

June 2024 - Present

### Executive Account Manager

Azuris

#### Duties

Began IT career journey in a sales capacity while building IT skills.

- Have worked on two installations involving Fortinet network equipment and one with Rhombus cameras.
- Responsible for creating and implementing marketing campaigns for local IT business with a focus on Small-Medium Businesses.
- Creating 'pull' strategies to generate inbound leads.
- Leading development of social media presence.
- Leveraging existing Partner marketing resources.
- Helping growing local consultancy expand by creating systems & processes.
- Implementing HubSpot for sales & marketing, integrating it with Microsoft Teams and QuickBooks.

June 2022 - June 2024

### Certified Debt Specialist

Beyond Finance

#### Duties

- Conducted credit/debt consultations by phone.
- Sold debt resolution services.
- Advanced to sales management training program.

August-21 - April-22

### Client Intake Director

America Family Law Center

#### Duties

- Met with applicants by telephone (inbound calls) to enroll them in legal services program offered by Texas family law non-profit organization.
- Ensured maximum number of prospects are seen, and both paid and enrolled during the actual intake meeting.
- Provided road-map solution at a high level, without offering actual legal advice.

November 2015 - August 2021

### Sales Agent

Vacations To Go

Phone sales in travel industry, primarily river cruise packages and resorts.

January 2005 - October 2015

### Territory Manager/Area Territory Manager

Caterpillar Financial Services

Worked with and supported Caterpillar dealers in Texas, Louisiana & Arkansas, as well as in Russia and Mongolia.

## EDUCATION

1994 - 1998

### Bachelors in Business (Finance)

University of Washington

Completed as part of concurrent double degree program. Also completed Certificate in International Studies in Business (Russian track).

1994 - 1998

### Bachelors in Russian Language & History

University of Washington

Completed as part of concurrent double degree program. Completed 6-month academic exchange program in Vladivostok, Fall 1997