

RAYMOND P. MARKS

447 Ranton Street #A1

Queens, NY 11358

355.234.4644

raymond.marks@gmail.com

CAREER PROFILE

Experienced C-Level Business Development Executive with a proven successful background. My entrepreneurial spirit and natural leadership skills have allowed me to achieve career growth and a special talent for transitioning strategy into action and achievement. Looking to utilize my background in business development management, and other business development roles with a respected organization that rewards hard work and innovation.

AREAS OF STRENGTH AND EXPERTISE

- ◆ **Product Launches**
 - ◆ **Business Development**
 - ◆ **Financial Analysis**
 - ◆ **Benchmarking**
 - ◆ **Team Management & Training**
 - ◆ **Corporate Compliance**
 - ◆ **P&L Statements**
 - ◆ **Quality Assurance**
 - ◆ **Pricing Analysis and ROI**
 - ◆ **Market Trends**
 - ◆ **Vendor Management**
-

PROFESSIONAL EXPERIENCE

Orbian Corporation, Norwalk, CT

2007 - Present

Executive Vice President of Business Development

- Lead the North American sales, marketing and business development initiatives for Orbian, a leading supply chain finance company, which caters B2B enterprise software and supplier finance solutions
- Develop strategic relationships with senior executives of Fortune 1000 corporations and financial institutions
- Collaborated with the President to create a sales planning and tracking process, which then became a company standard
- Pioneered the processes for enterprise software integration projects for program launches
- Redesigned and streamlined the company's vendor management procedures, resulting in several cost-containment initiatives, while reducing overhead by 35%
- Direct all global account activities, of long-term sales cycles across multiple verticals
- Achieved a 10% increase in the company's client base, and a pipeline increase of 250%, from negotiated partnerships
- Communicate to various C-Level finance executives and institutional partners the benefits of Orbian's structured trade finance and Trust funding models, as well as, the ROI of Orbian's solutions
- Key-note speaker at various industry conferences, tradeshow and seminars, for Orbian

Somerset Capital Group, Ltd., Bridgeport, CT

2003 – 2007

Regional Vice President and Global Account Manager

- Managed a global lease portfolio of over \$500MM, and negotiated lease portfolio refinancing, generating over \$1MM in net profits
- Conducted in-depth profitability analyses to determine margin of profit for prospective accounts, such as the creation and implementation of the lease
- Exceeded company targets by combining best practices in account management and personal dedication, resulting in a consistent pipeline of \$200MM and \$75MM in sales annually
- Developed and executed marketing and business development strategies to increase account penetration and client retention

- Performed clients' needs analyses and collaborated with the corporate treasury and procurement personnel to optimize lease financing and asset-based lending packages tailored to meet those needs
- Implemented web-based procurement systems and auction tools

Merrill Lynch & Co., Stamford, CT

2001 - 2003

Associate Financial Adviser

- Provided financial planning services to high net worth individuals and mid-size businesses regarding: retirement planning, asset management, income tax planning, college planning, insurance (life, disability, long-term care), estate planning, budgeting and debt management
- Analyzed and managed a portfolio of over \$250MM in assets and made recommendations based on specific market benchmarks
- Delivered presentations to CEOs, CFOs, HR Directors and Benefit Administrators, on various financial planning topics, including 401(K) offerings, asset allocation and risk reduction to increase participation
- Adhered to all compliance requirements and continuation in good standing of FINRA 6, 7 and 63 state insurance licenses

People's United Bank, Bridgeport, CT

2000 – 2001

Assistant Branch Manager

- Partnered with the Branch Manager and directed the day-to-day operations of several of the bank's largest retail branches with deposit portfolios in excess of \$200MM
- Spearheaded and successfully implemented ongoing training programs for new and current personnel, as well as, manage a staff of twelve, consisting of tellers, account representatives and loan officers
- Planned, directed and supervised one of the bank's six financial centers, within 10 months of employment, in evaluating workflow processes, ensuring customer service satisfaction, accuracy and time compliance
- Top graduate of the bank's Retail Management Training Program (RMTP)

ADDITIONAL SKILLS AND QUALIFICATIONS

- Software Skills: Advanced Proficiency in Microsoft Office (Word, Excel, PowerPoint, Access, Outlook), Lotus Notes, Act, Goldmine and Salesforce
- Philanthropic Activities: *Volunteer/Teacher* – Social Action, Katmandu, Nepal
Home Builder – Habitat for Humanity, Bridgeport, CT
Coach – CAE Special Needs Baseball, Port Wash., NY
Coach/Umpire – Fairfield Little League, Fairfield, CT
- Soft Skills: Self-starter, ability to work independently or with a team, go out of my comfort zone to build relationships and learn from others
- Licenses and Certifications: Commercial lending and underwriting certificate, Series 7, 6, 63 and Life Insurance licenses
- Remote office experience with up to 75% travel (national and international)

EDUCATION

Fairfield University, Fairfield, CT

2003

*Master of Business Administration and Finance***University of Connecticut**, Storrs, CT

1999

Bachelor of Science in International Business