

Howard H. Martin
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Wilton, CT 06897-1934

Phone Days 203-761-1377
Home Phone 203-762-3514

QUALIFICATIONS

Completed required State of Connecticut training and received Certified Residential Appraisal license. Experienced residential appraiser.

WORK HISTORY

2001 to Present Certified Residential Real Estate Appraiser covering Fairfield County Connecticut. Over 200 hours of CT State approved classroom education and four years of appraisal field experience.

2000 to 2001 Targus International Account Manager IBM Account
Managed 20 Mil partnership with IBM for Laptop mobile accessories and devices. Exceeded budget objective 2 consecutive planning cycles.

1999 to 2000 CIT / Newcourt Financial Regional Sales Manager—Energy Financing
Market securitized mortgage products to the Petroleum, C-store, Carwash, and Quick Lube industries.

1998 to 1999. Vice President Marketing-Enterprise Mortgage Acceptance Co.
Develop and market securitized mortgage products to the Petroleum, C-store, Car wash, and Quick Lube industries.

1996-1998 Sr. Financial Marketing Advisor-IBM Credit Corp.
Primary responsibilities include: Manage a direct sales team to support Reseller organization. Educate and train IT Reseller sales organizations to utilize IBM Credit Financial products to secure sales. Assist sales teams with sales calls, proposals, and closing deals for all IT manufactures equipment while ensuring customer satisfaction with Products and Processes. Achieved 110 % of assigned objective of \$100 Million.

1993-1995 Business Development Manager- IBM Credit Corp.
Create and Market asset based lending offering for the IT Industry. Perform sales management, customer development, and closing of major opportunities in the \$15 to \$300 Million credit facility. Develop and support relationships for all manufacture/vendors in the IT Industry. Received Two IBM Golden Circle awards --IBM highest sales honor. Awarded a Presidential Certificate for significant contribution.

1989-1992 Remarketing Financial Advisor, IBM Credit Corp.
Develop a Marketing and Sales coverage to offer new IBM Credit inventory Financing programs to IT Industry Resellers and Distributors. Successfully transition IBM's vendor provided financing to internal financing. Awarded four IBM 100 % Clubs for sales achievement..

1986-1988 National Account Manager, ROLM Inc.
National Account Manager - sales for ROLM Telecommunication products in the PBX, Voice Messaging, and related products and installation. Increased sales revenue 23% through customer contact focus and contract expansions. Achieved Two Presidents club awards for highest sales attainment.

OTHER POSITIONS

Project Manager Telecommunication IBM
Project Manager for IBM Reseller Channels
International Product Program Manager IBM
Sales Manager office products with IBM
Sales Training Instructor with IBM
Business Administration Staff General Motors Corp

EDUCATION

BBA from Eastern Michigan University in Business Administration and Marketing

INTERESTS & ACTIVITIES

Golf, Saltwater Fishing, Paddle Tennis, Collector Cars