

412 17th Avenue North
Surfside Beach, SC 29575

Office: (803) 727-6080
email: neal-
prince2016@gmail.com

Mark N. Prince

Industry Track Record

- 19-year track record of sales and management success in the ELearning industry.
- Long record of establishing strategic partnerships throughout the states for the maximization and swifter penetration of a given territory.
- History of building dynamic relationships with the highest-level administrators and educational associations.
- 17-year track record of winning President's Clubs, top revenue producer prizes, achieving quota, and exceling quota achievement of up to 150%
- History of closing 100K and above deals on a regular basis, as well as several 1 Million deals and above.
- Numerous recommendations from previous direct reports as to my effectiveness as a leader and coach,
- Have a record of growing new business exponentially in two different companies.
- Have a record of taking three different companies from almost no presence into a very seasoned and thriving business in just a few short years.
- A keen eye for the ability to differentiate a given product and its solution in the marketplace for maximum attention from key administrators.

Experience

June 2019 to Present. **Reading Plus** Surfside Beach

Education Account Executive: The Carolinas

- Responsible for maintaining, servicing and setting up strategic state-wide partnerships and expansion of S.C. educational reading software and service solutions

July 2018 to March 2019 **Odysseyware** Surfside Beach, SC

Education Specialist: The Carolinas

- Responsible for maintaining, servicing and setting up strategic state-wide partnerships and expansion of S.C. educational software and service solutions
- **2018-** Achieved **410K** with a 6 ½ month quota of **350K**
- **2018-** Won Rookie of the Year

January 2015 to July 2018 **Teaching Strategies, LLC** Columbia, SC

Regional Account Executive- North and South Carolina

- Responsible for maintaining, servicing and setting up strategic statewide partnerships and expansion of N.C. and S.C. curriculum, software and service solutions in the Early Childhood Space.
- **2015-** Achieved **\$1.7 Million** in total sales
- **2016-** Achieved **\$1.7 Million** in total sales
- **2017-** Currently **\$4.9 Million** in total sales shared territory. Quota was \$4.2 Million
- **2017-** Shared **Summit Award** (Percentage to Quota Award)
- **2017-** Shared **Trailblazer Award** (Biggest deals and future growth)

January 2011 to August 2014 **Carnegie Learning, Inc.**

Regional Account Executive- North and South Carolina

- Responsible for maintaining, servicing and setting up strategic statewide partnerships and expansion of N.C. and S.C. textbook, software and service solutions.

- **2011-** Achieved **1 Million-dollar** quota in 2011 in a territory that's never done over 400K in a single year.
- **2012** Quota-**\$1.1 Million** with Achievement of **\$2.1 Million**
- **Top New Business Producer of the Year-2012**
- **Silver Award-2012**
- **2nd Place Revenue Producer of the Year**
- **2013-** Quota: **\$1.8 Million** with achievement at **\$3.5 Million**
- **Bronze Award-2013**
- **3rd Place Revenue Producer of the Year**

2009 to 2010 **Apex Learning Inc.** Columbia, S.C.

Regional Account Executive- North Carolina/Alabama

- Responsible for maintaining, servicing and setting up strategic state-wide partnerships and expansion of N.C and Alabama web-based software and service solutions
- Achieved Quota for the year at **101%** with 1 ½ months left
- Quota for new territory at **\$1.1 Million (70% new business)**

2007 to 2008 **Ignite Learning, Inc.** Columbia, SC

Regional Vice President- Eastern Region

- Responsible for planning and developing the Eastern U.S. Region
- Responsible for hiring, coaching, role-modeling, hands-on training and development of 5 direct reports
- Responsible for accountability to forecasting, pipeline by AM's and reporting accurately to Executive management and directly to the VP of Sales
- **2007- Award for Largest Regional Sales Growth-Southeast**
- **2008- Currently Largest Growth of any Region**

2006 to 2007 **Apex Learning Inc.** Columbia, SC

Regional Account Executive- South Carolina and Georgia

- Responsible for maintaining, servicing and setting up strategic state-wide partnerships and expansion of S.C. and Georgia web-based software and service solutions
- Responsible for the training of a Sales Associate to become a new Account Manager for the VP ready for 2008
- Sales of over **\$600,00 in 6 months**

2001-2006 **PLATO Learning Inc.** Columbia, SC

Regional Vice President-Southeast Region

- Responsible for planning and developing the Southeast Region

- Responsible for hiring, coaching, role-modeling, hands-on training and development of 16 direct reports
- Responsible for accountability to forecasting, pipeline by AM's and reporting accurately to Executive management
- Florida revenue went from less than **\$1 million to over \$3 million in 1 year**

PLATO Learning Inc. Columbia, SC

Account Executive for the state of South Carolina.

- *Rookie of the year-2002-\$1.2 Million* in sales (Quota was \$816K)
- *President's Club-2002*
- **\$1.5 Million** in sales in 2003 (Quota was \$1.2 Million)
- *President's Club-2003*
- **\$1.95 Million** in sales in 2004 (Quota was \$1.4 Million)
- *President's Club-2004*
- **\$2.6 Million** in sales (Quota was \$1.6 Million)
- *President's Club-2005*
- *Account Manager of the Year-2005*
- Responsible for maintaining, servicing and setting up strategic state-wide partnerships and expansion of S.C. educational software and service solutions

**Ministry
Experience**

(Sabbatical Ministry) from 2010-2015

Refuge Church

Capital City Assembly

The Church of St. James and St. Paul

- Regular Preaching rotation
- Writing Curriculum for Small Groups
- Church Planting

2008 to 2009 Little River Baptist Church Jenkinsville, SC

Bi-Vocational Pastor

- Responsible for preaching and Teaching the Word of God
- Leading and Teaching the Sunday School Hour
- Pastoral Visitation as needed

(Sabbatical Ministry) from 2001-2006 CrossPointe Fellowship Church Columbia, SC

Bi-Vocational Assistant to the Pastor

- Assisted in monthly preaching
- Assisted in equipping and teaching ministries
- Assisted in writing vision for small group ministry and facilitating
- Helped write overall vision, mission, values and goals and it's administration for the fellowship

1999-2000 Sandy Mush Baptist Church Forest City, N.C.

Senior Pastor

- Church grew from 110 to 250 members in 1 yr.
- Administrated various programs as well as development of new programs and implementing key leadership in those positions.
- Used creative teaching techniques as well as getting the church more computer literate in order to achieve their mission and goals.
- Responsible for Preaching, teaching, administration, visitation, counseling, etc.

1997-1999 Crosswell Children's Home Sumter, SC

Cottage Staff

- Overseer for 10-12 children
- Effective in role modeling, care for children, etc.
- Counseling, role modeling and mentoring.

1998-1999 Harmony Church Sumter, SC
Assistant/Small Groups Pastor (While serving at Children's Home)

- Assisted in Monthly Preaching to a Church of 400
- Preached Sunday Evenings
- Facilitated, designed and implemented small group ministry
- Taught Sunday School and helped lead outreach ministries
- Handled the overall administration of the church

1996 to 1998 New Vision Baptist Newberry, SC
Pastor

- Preaching Sunday morning and Sunday evenings
- Administration
- Counseling
- Evangelistic outreach facilitation

1994 to 1996 Alcolu Baptist Church Alcolu, SC
Youth Pastor

- Preached to a congregation of 250 every 6 weeks
- Led a youth group of 50
- Planned mission outreach, youth camps, etc.
- One on one mentoring of youth through classes, school visits, and day to day interaction

Education

1998 **Columbia International University**, Columbia, SC

- B.A., Theology (Cum Laude)

2000 **Columbia Biblical Seminary**, Columbia, S.C.

- M.A., Intercultural Studies (Magna Cum Laude)

2015-2016 **Jack Welch Management Institute** (26 credits)
Washington, DC

Interests

Family, reading, community, philanthropy, speaking, writing

References

Available upon request

