

MARK MORZE

OWNER/OPERATOR, ITRIP MARCO ISLAND

EDUCATION

B.A., summa cum laude, Gettysburg College, Gettysburg, PA; GPA: 3.8; class rank: 8/483

- Member of Phi Beta Kappa, oldest National Honor Society
- Semester abroad at Center for Cross-Cultural Study, Seville, Spain
- Gettysburg Varsity Football, Boxing Club, Sigma Chi National Fraternity

Master's Certificate in Project Management, George Washington University, 2008

Professional Certificate in Business Skills, George Washington University, 2011

WORK EXPERIENCE

Owner/Operator, iTrip Marco Island, Marco Island, FL
September 2018 to Present

- Purchased the Marco Island, FL territory
- Responsible for full-lifecycle vacation rental management: homeowner acquisition, marketing, guest relations, conflict resolution, property management, vendor management
- Grew portfolio from zero properties to 50 in three years
- Airbnb Superhost and Vrbo Premier Host
- Lead the Marco Island market in occupancy and average daily rate
- Manage the activities of four (4) full-time employees
- Publish a recurring column in The Marco Review magazine

Sales Learning and Development Manager, Gartner, Ft Myers, FL
February 2018 – June 2018

- Deliver World-Class New Hire Training
- Measure and Refine Academy Curriculum
- Improve Sales Productivity through mentoring new hires and share coaching best practices with peers



PROFILE

Responsible for managing a portfolio of 50+ vacation rentals, including single family and condominiums, on behalf of out-of-market homeowners.

Over twenty-two years of sales experience selling IT advisory, professional development, IT consulting services, SaaS solutions, business process reengineering, information systems security, web hosting, professional training, hardware and software to commercial, local and federal government customers. Proven track record of closing large, complex deals involving several product sets with industry partners. Possess strong interpersonal, verbal and written skills as demonstrated in communications with customers and management and in drafting project plans, emails, RFP responses, presentations to clients and cold calling.

CONTACT

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VOLUNTEER WORK/AFFILIATIONS

- President, Master Networks Marco Island Chapter
- SWFL Chapter President, Florida Alliance of Vacation Rentals (FAVR)
- Board Member of two Arlington, VA condo associations, Carlyn Place (2011-2014), Chelsea Landing (2010-2016)
- Appointed as Board Member to Arlington County, VA Fiscal Affairs Advisory Commission (FAAC), 2012 – 2017
- Marco Island Specialist, Marco Island Area Association of Realtors®

- Create New Hire coaching evaluations highlighting strengths and areas for improvement to management

Senior Account Executive, Gartner, Arlington, VA

February 2013 – Present

- Responsible for direct client retention as well as growth through contract expansion and introduction of Gartner's IT research and consulting services to the Centers for Medicare and Medicaid Services (CMS), Food and Drug Administration (FDA), Health Resources and Services Administration (HRSA), Indian Health Services (IHS), Substance Abuse and Mental Health Services Administration (SAMHSA) and Nuclear Regulatory Commission (NRC).
- Sold \$1.2M consulting opportunity to CMS in 2013
- Finished 2013 at 126% of quota and qualified for Gartner's Winner Circle in Sydney, AUS
- Finished 2015 ranked #45 out of 1,688 worldwide Account Executives at 160.9% of quota; 20th in U.S.; 2nd on Federal Civilian & DoD Teams
- Finished 2017 at 102% of plan (\$1.62M of Research & \$1.56M of Consulting)

Manager, Business Development, Kastle Systems,

Falls Church, VA

May 2012 – February 2013

- Responsible for selling Kastle's cloud based managed security solutions - access control, video, fire & life safety, intrusion detection, and environmental control - to federal, state and local government clients.

Government Account Executive, ESI International,

Arlington, VA

January 2007 - May 2012

- Recently promoted to oversee and to grow new business with ESI's strategic clients: Department of Veterans Affairs, General Services Administration and Department of Treasury
- Won \$2.25M contract with GSA's Public Buildings Service (PBS) which CLO Magazine awarded a Silver Learning in Practice Award for Excellence in Content for a customized program in 2011
- As Business Development Manager was responsible for selling professional development, assessment and consulting services to Department of Energy (DOE), Nuclear Regulatory Commission (NRC), and General Services Administration
- Managed and grew our business with Department of Energy and its National Laboratories for four years with annual quota of \$1.5M+
- Finished 2010 & 2011 as #1 BDM in quota attainment percentage, 144% and 138% respectively
- Closed new business sale within one month of joining the company

Vodium, Inc., Washington, DC

June 2004 - December 2006

Director of Sales

- Responsible for leading sales and marketing efforts for online communications company
- Exceeded all quarterly revenue targets for 2006
- Oversaw most profitable expansion of business in company's six-year history
- Conduct weekly sales meetings, define sales strategy and vision for commercial and government clients

Federal Sales Manager

- Responsible for managing existing customers and partners and for closing business with new agencies
- Acted as Capture/Proposal Manager for Vodium's winning response to OPM's GoLearn and successful bid to the Naval Education and Training Command (NETC)
- Closed six new clients in first year with company: Federal Deposit Insurance Company (FDIC), GSA FSS, Naval Education and Training Command, International Broadcasting Bureau (IBB), GPO, and USPTO
- Closed BPA with Department of Homeland Security for communications services with the Office of Public Affairs
- Closed new business with DHS agencies: MaxHR, Office of Civil Rights and Civil Affairs, and OPA
- Achieved all four quarterly revenue targets in first year with the company
- Created marketing materials such as Government Capabilities Overview and Client Case Studies

Business Development Manager, Orizon, Inc.,

Rockville, MD

October 2002 – April 2004

- Responsible for selling IT consulting services to Civilian and DoD agencies with \$3M quota for 2004
- Closed \$4.5M of business in 2003, with \$500K in booked revenue
- Responsible for all aspects of sales cycle including identification of opportunity, establishing strategic partnerships, overseeing proposal development, developing pricing strategy, and staffing project
- Developed high-level relationships at CIO level, within federal agencies and with industry partners
- Closed new business sale worth \$1.3M with Department of Homeland Security (DHS) in 2004

Sales Executive, Sprint E | Solutions, Herndon, VA

February 2000 – July 2002

- Sold IT consulting, collocation and hosting services to civilian and DoD agencies with \$3M quota

- Ranked seventeenth out of 200 sales reps nationwide in 2001
- Closed six new business sales to civilian and DoD agencies valued in excess of \$3.4M
- Closed first managed hosting opportunity in Sprint E | Solutions
- Member of Sprint's Pinnacle Club for three consecutive months in 2000 for 100% quota achievement

Area Sales Executive, Unisys Corporation, Blue Bell, PA
June 1996 – January 2000

- Managed \$2.5 million quota in Greater Philadelphia region
- Closed competitive, high-profile, new business sale featuring best-of-breed solution
- Recognized for providing outstanding service in 1997-1999 Customer Satisfaction Surveys
- Mentored several new hire sales reps on account management and consultative selling skills
- Graduated from six month intensive sales training program before being assigned to territory