

Mark S. Panko

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CAREER SUMMARY

I am a Business Development Specialist with integrity who through teamwork, has generated extraordinary new business growth opportunities. My technical sales experience includes supplying profitable "specials" (electrical, electronic and EMI/RFI shielding components) to Fortune 500 OEM end-users working primarily with Engineering and Procurement in a variety of industries. These include industrial, telecommunications, government, military, defense and appliance industries.

1) Through teamwork, I have established no less than \$1 Million in repeat new business with each: Boeing, Northrop Grumman, DRS Technologies, Panasonic (Matsushita), Motorola, Danaher Corp, IBM, and General Electric.

2) Developed and produced a unique flexible shielded conduit to address electrical interference which I marketed and sold for numerous Defense applications with \$4 Million in sales at 55% profit margins.

3) Co-developed a patented wiring system for addressing grounding issues associated with Variable Frequency Drives (VFD). It was tested and accepted by the U. S. Department of Labor and endorsed by ABB, the largest VFD manufacturer in the world.

ZERO GROUND, LLC - Waukegan, IL**1998 – Present**

Started Zero Ground as a national supplier of Zero Ground dBzSHIELD® (www.dBzShield.com) Shielded Flexible Conduits for EMI/RFI/EMP applications providing solutions for Government, Military and Commercial applications. Co-developer of Zero Ground HFES® System Solution (www.zero-ground.com) to address high frequency grounding issues associated with switching power supplies and VFD's.

V.P. of Sales – Responsible for Technical, Marketing and Sales activities of Zero Ground products at handsome profit margins consistently increasing return on investment.

-Initiated and personally worked with Boeing, Northrop-Grumman and DRS Technologies Engineering groups on 2 year effort to specify-in dBzSHIELD® for use in the 5 year U.S. Minuteman Missile Site retrofit program for 440 locations, averaging \$800,000 annually. Set up/serviced distributors where required for government sales. Program successfully completed in 2010 with dBzSHIELD®. Specified-in by U.S. Navy in 2006.

-Contacted and managed 6 year program with U.S. Dept. of Labor Mine Safety and Health Administration (MSHA) to get HFES® accepted for use in U.S. mines as only product to address VFD generated issues of arcing and sparking. MSHA accepted in 2011.

-Introduced HFES® to VFD manufacturers' (ABB, Toshiba, Rockwell Automation, Baldor, Danfoss and Siemens) to test/evaluate for Zero Ground HFES® patents verification and endorsements. Endorsed by ABB in 2003. Acknowledged by Rockwell Automation, Toshiba and Baldor.

-Coauthored: IEEE published "white" paper, industrial publications and three U.S. patents issued:

- 1) USPTO # 7,060,892 – Method of transmitting electrical power (HFES®)
- 2) USPTO # 6,903,277 – Conduit for use in the transmission of electrical power (HFES®)
- 3) USPTO # 6,884,935 – Method of transmitting electrical power (HFES®)

TREK TEKNIICAL SALES, INC. – Woodridge, IL

1995 – 2012

Started manufacturer's representative company by securing principals' standard/special products and developing customer base of OEM end users and distributors.

V.P of Sales – Responsible for acquiring suppliers and sales development averaging \$1.2 Million annually.

-Worked with National conduit/tubing manufacturer to develop and market flexible braided shielded conduit for special EMI/RFI application at Danaher Corp. to meet European CE requirement, generating repeat annual sales of \$450,000 for 12 years.

-Presented at 33 Anixter distributor locations nationally to introduce and specify-in, leading wire/cable manufacturer resulting in \$310,000 annual sales in year three.

-Specified-in variety of power supply cords for multiple models of Panasonic (Matsushita Electric Industrial Co.) microwave ovens with annual sales of \$1.1 million.

LODAN ELECTRONICS INC. – Arlington Heights, IL

1993 – 1995

National Sales Manager - International cable assembly manufacturer and primary supplier to Motorola world-wide with 6 direct reports and annual sales of \$6.2 million reporting to President.

SHATTUC CABLE CORPORATION – Chicago, IL

1991 – 1993

National Sales Manager – National Manufacturer of wire/cable and braided products directed to manufacturers and distributors with 4 direct reports. \$5.5 million in sales reporting to President.

BELDEN WIRE AND CABLE (Div. of Cooper Industries) – Geneva, IL **1976 – 1991**

International manufacturer and marketer of electrical/electronic wire and cable products, a division of Cooper Industries (Fortune 500) with sales directed to manufacturers, distributors and government.

Regional Sales Manager

Responsible for managing and developing eight direct sales representatives, 230 manufacturing customers, 22 distributors, accounting for \$28 million in sales, reporting to V.P. of Sales and Marketing.

National Account Manager

Responsible for sales, profit and management of IBM, AT&T and Sunbeam, accounting for \$11.5 million in sales, reporting to V.P. of Sales and Marketing.

National Sales Training Manager

Responsible for eleven years of interviewing, hiring and training (technical and sales) development of fifteen direct sales representatives, reporting to V.P. of Sales and Marketing. Revamped entire program for 10 Basics.

Field Sales Representative

Profitably managed sales territories in the Southeast, South Central and Upper Midwest, accounting for \$8.5 million in Sales, reporting to Regional Sales Manager. First salesperson to get new TPE hybrid insulation nationally accepted by Fortune 500 companies.

Education -

1971 – 1975

B.S. Industrial Technology; Business Minor; Western Illinois University; Macomb, IL

Skills –

Technical Sales Development, Sales Training, Innovation, New Business Development, Contract Negotiations, Microsoft Word, Microsoft Outlook, Excel

References / Recommendations – Available upon request or on

Linked-In Profile: www.linkedin.com/pub/mark-s-panko/4/7ab/1b4/

TARGETING MIDWEST-BASED POSITION

