

MARK E. GREEN, MA, MBA

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JOB-RELATED QUALIFICATIONS

Teaching/Mentoring	History/Government	Student Retention	Presentation Skills	Community Relations
Faculty Advisor	Project Management	Research	Program Management	Emotional IQ Skills
Technology, Social Media, Marketing	Administrative Support & Special Projects	Interdepartmental Collaboration	Campus Visits/College Fair Recruitment	Re-enrollment / Registration

EXPERIENCE

ADJUNCT HISTORY PROFESSOR – Social Sciences Department **2016-PRESENT**
Mountain View College; Dallas County Community College District, Dallas, TX

Major Accomplishments

- Classroom instructor and mentor to undergraduate and dual credit high school students in U.S. History Parts I & II.

REGIONAL OPERATIONS MANAGER – Patient Pathways **2014-2015**
DaVita Healthcare Partners, Inc.; Texas and Louisiana

Major Accomplishments

- Managed DaVita/Patient Pathways Strategic Business Initiatives (SBIs) for hospital renal discharge planning and placement programs for ESRD patients at (46) partnering healthcare institutions throughout Texas and Louisiana.
- Led, developed, evaluated, inspired and enabled a team of (14) remote-based Patient Relations Liaisons.

CAMPAIGN DIRECTOR / STRATEGIST / FUNDRAISER – Lisa Green for Judge **2013-PRESENT**
Lisa Green, Presiding Judge; Dallas County Criminal Court No. 5

Major Accomplishments

- Directed a grass roots political campaign spanning over (870) square miles, (33) communities and (744) voter precincts.
- Managed all aspects of campaign operations including: marketing and advertising, branding and image development, fundraising, community and government relations, website design and social media content, market (voter) research, strategy, volunteer recruitment, budgeting, financial reporting and compliance.
- Candidate secured her Party's nomination for County Court 5 by winning a hard-fought runoff election against an established and highly-endorsed incumbent (59% to 41%); and won the general election (54% to 46%).

BUSINESS DEVELOPMENT MANAGER – Philips Transitional Care Service **2010-2013**
Philips Healthcare, Inc.; Southeast Region

Major Accomplishments

- Increased total revenue by 120% in 2011 for Philips Lifeline Medical Alert System and the Philips Medication Dispenser (class II medical devices) through high-impact B2B and referral marketing efforts, and the training and development of local strategic marketing partners and distributors.
- Finished 2011 at 104% of quota for Total Revenue; and 264% of quota for Equipment Revenue.
- Territory sales outperformed Corporate (out of 80), Southwest Area (out of 10) and Texas Regional (out of 4) averages in *all* sales categories – Subscriber Growth, Total Revenue, Service Revenue and Equipment Revenue.

PRIMARY CARE SALES REPRESENTATIVE II – Cardiovascular, Respiratory and Urology 2006-2009
Boehringer Ingelheim Pharmaceuticals, Inc.; Dallas, TX

Major Accomplishments / Awards

- Ranked 2nd out of 18 in the Region in Territory sales, 2009.
- 1st Tier Winner out of 505 in the Nation in Spiriva IMPACT New Prescription, Q1 2009 Sales Contest.

PROFESSIONAL HEALTHCARE SALES REPRESENTATIVE – Neuroscience 2003-2006

Pfizer Pharmaceuticals, Inc.; Ft. Worth, TX

Major Accomplishments / Awards

- Miami Incentive Trip Award Winner, 2005.
- Ranked 1st out of 10 in District and 9th out of 290 in Region and achieved 162% quota, 18% market share and 28% volume growth for Relpax in 2004 despite a flat migraine market.

OPERATIONS MANAGER / TECHNICAL SUPPORT SUPERVISOR – Information Services 1997-2002

Comerica Bank–Texas; Dallas, Austin and Houston Markets

Major Accomplishments

- Oversaw a budget of \$5 million and all day-to-day operational and logistical functions of the IS department, and developed new, and enforced existing internal financial controls that resulted in savings of over \$120,000; while managing a team of technicians who provided customer service, maintenance and periodic upgrades of computer hardware and software for over 1,100 clients in over 130 full-service banking centers and back office locations in Comerica’s Dallas, Austin, Houston and San Antonio markets.
- Served as the Project Manager/Implementation Leader on several major systems conversions, including Comerica’s Texas Y2K Desktop Standardization Project – result was a successful transition into the year 2000.

ADJUNCT HISTORY INSTRUCTOR – Social Sciences Department 1993-1995

Capital Community College; Hartford, CT

Major Accomplishments

- Awarded a Teaching Fellowship by the Board of Trustees of the Connecticut Community Colleges, and taught undergraduate Social Science courses during the 1993-1994 and 1994-1995 academic years.
- Represented the College at off-campus recruiting events, and organized on-campus group visitations that helped increase enrollment by over 15%.
- Served as the Faculty Advisor to the Student Senate; Convener and Advisor to the College’s Council of Presidents.
- Published an article in the monthly campus newspaper, *The Correspondent*, entitled: “The Changing Work Environment and the Role of the Community-Technical College.”

EDUCATION

SOUTHERN METHODIST UNIVERSITY, COX SCHOOL OF BUSINESS – Dallas, TX

- Master of Business Administration (MBA), Marketing

TRINITY COLLEGE – Hartford, CT

- Master of Arts (MA), History
- Bachelor of Arts (BA), Political Science
- Varsity Football, WRTC Radio; undergraduate education partially funded by academic scholarships

COMMUNITY AFFILIATIONS

Cedar Hill Baseball Association: Board Member, Commissioner 7U/8U Division, Head Coach – Cedar Hill “Braves”

SMU Cox MBA Alumni Association

Boys and Girls Clubs of Greater Dallas, Inc., Volunteer and former Board Member

Graduate: Dallas Blueprint for Leadership Training Program

Interests: U.S. military history, golf enthusiast, Broadway musicals, dog lover (miniature dachshund owner)