

# Mark Schmalz

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## Experience

### **Market Manager at Parker Hannifin**

July 2013 - Present (2 years 6 months)

### **Business Development Manager: China at Parker Hannifin**

July 2011 - June 2013 (2 years)

### **Marketing Services Manager at Parker Hannifin**

August 2009 - June 2011 (1 year 11 months)

### **District Sales Manager at Parker Hannifin**

April 2006 - December 2009 (3 years 9 months)

### **Sales Engineer at Parker Hannifin**

September 2003 - April 2006 (2 years 8 months)

### **Industrial Engineer at Parker Hannifin**

January 2003 - August 2003 (8 months)

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## Skills & Expertise

**Sales**

**Marketing**

**Cross-functional Team Leadership**

**New Business Development**

**Engineering**

**Strategic Planning**

**Sales Management**

**Account Management**

**Pricing**

**Product Marketing**

**Financial Analysis**

**Marketing Strategy**

**Business Strategy**

**HVAC**

**Competitive Analysis**

**Pricing Strategy**

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## Education

**University of Florida - Warrington College of Business Administration**

MBA, Business, 2005 - 2007

**University of Missouri-Columbia**

BS, Industrial Engineering, 2000 - 2002

**University of Illinois at Urbana-Champaign**

Engineering, 1998 - 2000

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[Contact Mark on LinkedIn](#)