

MARC G. CHARETTE

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Profile

Bilingual sales professional with extensive experience in the secure document industry and brand protection market. Successfully built relationships with domestic and international partners. Excellent customer relations skills and proactive at resolving customer technical issues. Experience interfacing with production departments and managing projects from inception to deployment on both national and international scale.

Now aiming at a sales position, servicing the North American and/or International markets. Willing to relocate internationally.

Career Summary

SICPA SECURINK CORPORATION

2006 – 2011

Privately held security ink manufacturer

Canadian Account Manager;

- Managed current business and developed new business;
- Supplied technical assistance and liaison with Customer Technical Service;
- Managed projects from inception to finish product;
- Worked with Federal Department and Agencies;

Accomplishments

- Increased sales with an existing account from \$600.00 to \$12,000.00;
- Opened over 50 new accounts over 5 years;
- Managed the introduction of unique security features for two governments documents; which increased sales by \$30,000.00;
- Spearheaded application of unique security features for 2 consumer products, which resulted in new business;
- Successfully presented a security feature that was used on an international tax project which lead to repeat orders;
- Coordinated with Crown Corporation and two security printers to obtain a unique security ink specified on two document of value;

ROGUE DNA

2004 – 2006

Startup company, security technology provider

Consultant, Sales Manager;

- Investigated new markets for security technology;
- Developed strategic marketing plan;
- Responsible for coordinating all aspects in regards to sales;

Accomplishments

- Introduced the company to Canadian and U.S. government agencies;
- Managed to secure exhibition space at the world's premier security conference;
- Introduced the company to potential Investors/partner/customers which resulted in working partnership;

SPEXEL INC. (Domtar)
Security paper manufacturer

1998 – 2003

Account Manager; Security Papers (North America and export market)

- Managed security printers accounts in North America and the export market;
- Managed Bank of Canada and other Government accounts;
- Developed new products with existing accounts and new accounts and technical papers;
- Responsible for all technical aspects in regards to Spixel security product line and clients;
- Acted as liaison with the Technical Department and the Production Department;
- Acted as company Security Officer;

Accomplishments

- Increased sales of security papers by 50%;
- Succeeded in obtaining the first order for Banknote paper from a European security printer which lead to repeat order;
- Sold first threaded security paper order for a Canadian Government document and coordinated project from inception to delivery to Canadian Bank Note;
- Successfully moved customer's request from development stage to full production, a world's first for the passport market;
- Assisted in getting an international Canadian RFP disqualified;
- Negotiated a multi-million dollar contract for an international banknote project.

BUNTIN REID (Domtar Division) Ottawa
Paper merchant

1992 – 1998

Account Manager;

- Managed sales of uncoated and coated papers to major accounts;
- Administered sales to the Federal Government of Canada;
- Resolved all technical issues with printers and paper mills;

Accomplishments

- Increased monthly sales from \$2,500.00 to \$100,000.00;
- Identified and developed an inventory management program for the Federal Government departments; this was a first for any merchant in Ottawa;
- Spearheaded the introduction of a complaint handling procedure for the Ottawa branch which was adopted by the other branches;

ROLLAND INC. Montréal

1978 – 1991

U.S. and Export Account Manager (1986 – 1991)

Regional Account Manager, Ottawa (1981 – 1986)

Account Manager Business Papers (1980 – 1981)

Assistant Customer Service Supervisor (1979 – 1980)

Customer Service Representative (1978 – 1979)

Professional Development

Held different security clearances levels with the Canadian Federal Government
 Numerous international conferences
 Rochester Institute of Technology
 Legendary Service – Appleton Papers
 Sales Professional Program – Compete to win
 Xerox professional selling courses

Interests

Certified ski instructor at Mont-Tremblant Snow School
 Travel