

Mark A. Hudson

PROFESSIONAL PORTFOLIO



2016 - 2019



1999 - 2002



2010 - 2015



2002



2002 - 2010



1994 - 1998

Sr. Director Partnership Development

PITNEY BOWES COMMERCE SERVICES

Lead a team that includes business development, direct sales and account management for regional and national accounts to drive top line revenue focused on global e-commerce and shipping.




Shipping APIs

Easily integrate USPS services into your platform with Pitney Bowes Shipping APIs.

Consumers don't care that shipping is complex, but they do care about receiving their shipments on time and as promised. Pitney Bowes' Shipping APIs help you solve complex shipping issues simply and efficiently. Now you can offer USPS shipping through your current operational flows. Lightweight, easy-to-use and featuring a seamless integration process, our Shipping APIs don't require extensive time or investment. Simply sign up, get your keys and drive.

P	US POSTAGE 10/01/2018 From 06484 2 lbs 0 ozs Zone 1		Pitney Bowes ComPlsPrice NO SURCHARGE	022W0001125289 3327888781
	PRIORITY MAIL 1-DAY™			
Mark Hudson Pitney Bowes 27 Waterview Drive Shelton CT 06484-4361		Estimated Delivery Date: 10/02/2018 0004		
C010				
MARK HUDSON PITNEY BOWES 27 WATERVIEW DRIVE SHELTON CT 06484-4361				
USPS TRACKING #				
				
9405 5098 9864 2618 0733 67				



Delivery Guarantee

Combine timely, cost effective and reliable USPS services with Delivery Guarantee.

3-day delivery with a money back guarantee and customer service claims processed all through Pitney Bowes

The only 3-day Priority Mail™ Delivery Guarantee

We bring cost-effective, reliable delivery services with best in class technology.

- Pitney Bowes guarantees a 3-day delivery on all USPS Priority Mail shipping labels.
- If shipments are delivered in greater than 3 days, merchants can simply request a refund for the cost of the shipping label.
- Delivery Guarantee puts merchants at ease and provides a better customer experience.

[Learn more](#)

Director Corporate Accounts & Partnerships

LEARNING CARE GROUP, INC.

The Director Corporate Accounts & Partnerships is responsible for expanding the current corporate partnership marketing program, establishing new partnerships and creating new marketing opportunities to drive enrollments and revenue.

Corporate Partnership Marketing

Affinity Marketing

Enrichment Programs

Director Imaging & Workflow Solutions

PITNEY BOWES GLOBAL MAILING SOLUTIONS

The primary accountability is for achievement of equipment and software sales, service revenue and professional services and equipment gross margins by utilizing and influencing the available sales & marketing channels.



Go from less paper to paperless.
with Imaging & Workflow Solutions from Pitney Bowes

Find, route and process all of your documents with ease.

If you need to locate an email, a fax, or other document—paper or digital—where do you look? How much time do you spend tracking it down? You may have kept customers waiting, lost a sales opportunity or been unable to prove compliance.

Let Pitney Bowes' Imaging & Workflow Solutions:

- Dramatically improve your access time to critical documents.
- Provide an automated end-to-end workflow functionality, including scanning, automatic indexing, secure storage and retrieval.
- Reduce your current storage, retrieval, and printing and shipping costs by easily retaining all business critical documents electronically.
- Provide a rapid return on investment through workflow efficiencies and improved customer relationships.
- Move your company towards a paperless workflow environment.

Contact us now to schedule your free demo ➔

Schedule your free demo!

Schedule a free demo of our imaging & workflow solutions and see the potential benefit in your organization. Just fill out the required fields and circle on your way to the on-site or virtual document management.

Required Fields

First Name: _____
Last Name: _____
Title: _____
Company: _____
Address: _____
City: _____
State: _____ Zip: _____
Phone: _____ Fax: _____
Email: _____

SUBMIT

Pitney Bowes

Take a **giant leap** in productivity.

Simplify, automate and integrate all your critical documents with Imaging and Workflow Solutions.

Is your government agency looking for a better way to manage shared documents securely? Learn how you can transition from labor-intensive, paper-based record-keeping to a transparent workflow solution that delivers both convenience for cross-departmental access and the security you need. Our powerful, browser-based solution lets you...

- Convert paper-based documents into an easy-to-use digital format
- Electronically retrieve documents with powerful search features like key index words or numbers
- Store files in a secure, centralized repository
- Share information across departments or offices
- Maintain a full audit trail for compliance purposes
- Merge new electronic records with existing ones... and much more!

Attend our FREE WEBINAR and learn how you can use your stimulus dollars to deploy this time-saving solution.

Click here to Register Now!

Let us show you how to make a smooth transition to a more productive, paperless environment.

Register for a Free Webinar Today!

Pitney Bowes

Automate your document workflow
Imaging & Workflow Solutions

Managing your critical documents

In business today, getting your hands on the information you need to grow your business can be the time-consuming and frustrating. Some of this information is paper-based and some is electronic. You might need a copy of an email or a fax. How do you consider...

- Where do all these documents reside?
- How long does it take to find them?
- How much of your employee's time is it costing you?
- Effectively managing your critical documents and important information makes the difference in how an organization responds to its customers and business partners.

Now you can automate your document process with the Pitney Bowes Imaging and Workflow Solutions. This browser-based solution provides automated end-to-end workflow functionality, including scanning, automatic indexing, secure storage, retrieval and integration into a single, central repository.

Centralize your documents

Our secure web-based solution allows you to easily capture all business critical documents electronically and house them in a central repository. This workflow business rules can help to capture the information analysis can access it with full audit trail accountability. Your end user is empowered with secure, self-service document retrieval capabilities and information security. Business inquiries can be handled more efficiently and by the people that own the relationship. This generally improves the time spent addressing those needs and generates new efficiencies and cost savings for your organization.

Simplify and automate your workflow


Your document management process will be seamlessly unified with the Pitney Bowes Imaging and Workflow Solution. As a paper-based document comes into your organization, it will be handled in one of two ways based on business parameters you set. Some documents will simply be scanned with key words attached to them for future document retrieval. With other documents you may want to scan them with built-in OCR technology, which gives you the ability to search all words in the documents. These new electronic files are merged with other relevant electronic files into a single, central repository. With all files indexed, those with "hard to know" access really powerful search and retrieval capabilities at the touch of a button.

Improve efficiencies

The time savings your organization realizes will be dramatic. The time needed to reduce staff or re-allocate them to other areas of the business where their time can be focused on more valuable activities.



Seek out and establish strategic relationships and partnerships with leading companies to increase sales and marketing reach in order to enhance the Pitney Bowes core offerings.



Dimensions matter


ExpressCube™

Preparing packages for shipment and shipping must effectively be your daily routine. To suit dimensional weight requirements, it can be challenging for shippers to determine the correct size, without sacrificing productivity. Miscalculating packages by hand could by your terms, but calculation errors can result, causing unexpected shipping charges that potentially may be uncontrollable from the originator. You lose time, time and money every time.

Reactive is here

Express Cube™ automatic dimensional weighing solution can help you save time and money in your shipping operation. You gain in accuracy that can direct the length, width and height of a parcel and calculate the dimensional weight quickly and accurately.

- Speed productivity – measure weight and dimensions in 5 seconds
- Save money – minimizing the unexpected shipping costs due to dimensional weight charge
- Flexibility – easily switch between your "fixed-size" or "Express" Shipping Initiators to calculate package size
- Adaptable – can be used in a conveyor, air parcel chute or in conjunction with other devices and third party software
- Safe and quiet – no noisy belt technology or steep ramps
- Accurate – provides accurate information and eliminates costly call-back errors
- Improves billing – accurate customer meeting helps avoid shipping disputes and penalties
- Some cases – select freight gases provide the flexibility to locate it on a vehicle, get tagged easier for warehouse assessment



Pitney Bowes

[illegible]

Manager Business Development

PITNEY BOWES GLOBAL MAILING SOLUTIONS

Tasked with the development of a “Secap Dealer Marketing/Sales Portal” where product sales sheets, marketing flyers and operational materials can be easily distributed across the dealer network.

The image displays three overlapping screenshots of the Secap Dealer Extranet website.

Top Left Screenshot (Login Page): Shows the "Secap Dealer Extranet" header. Below it is a "Registered Users Log In" section with fields for "Username:" and "Password:", a "Log In" button, and a link for "Forgot your password?". A note states: "If you are not a registered user, but inquiry for our US Dealer Operations, please contact us at mark.hudson@pb.com". The footer includes "Copyright © 2007 Secap. All rights reserved. Terms and Conditions".

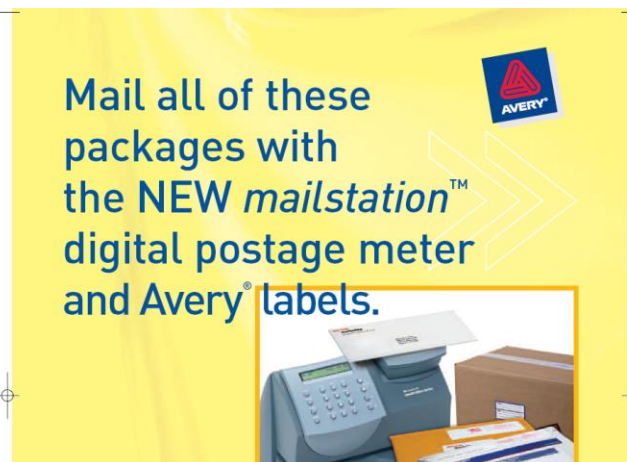
Top Right Screenshot (Main Navigation): Shows the "Secap" logo and "Pitney Bowes Worldwide" text. A navigation bar includes links for "Products", "Marketing Support", "Training", "News & Events", "Financial Services", "Help", and "Contact Us". A list of product categories is shown: Folder / Inserters, Addressing Printers, Mailing Machines and Scales, Tabbers, Labelers & Sealers, Components, Consumables, Accessories, Furniture, Parts, Software, Shipping Solutions, and 2007 POSTAL RATE CASE. A background image of a woman on a phone is visible.

Bottom Screenshot (Product Page): Shows the "SI4400 (six way) - Tabletop F/I" product page. It features a large image of the SI4400 mailer. To the right of the image, a list of benefits includes: "Help businesses improve the efficiency of preparing outgoing mail", "cycle up to 3600 to 4000 pieces per hour", "Sheet feeder capacity up to 325 pages, Insert feeder capacity up to 300 inserts, Envelope feeder capacity up to 300 envelopes". Below this, "Product Specifications" are listed: Height: 30", Depth: 22.5", Length: 77", Weight: 200 to 225 lbs. depending on configuration. The page also includes descriptive text about the mailer's capabilities and a copyright notice.

Manager Partnership Development

PITNEY BOWES SMALL BUSINESS SOLUTIONS

Accountable for the development of prospective and existing partnerships that deliver new customer acquisition-marketing opportunities resulting in new customers.



1369_05_PewktzForm_C111AM 12/9/04 1:00 PM Page 1

Pitney Bowes is offering Citi® / AAdvantage® cardmembers the Personal Post™ postage meter and scale for two months. FREE. Call toll-free 1-888-253-7900.

*****AUTOCERT*****
bldh [redacted] dddldldldldldldldld
M, Sample A, Sample
December New Mail
ABC Company
1234 Main Street
Anytown, NY 10001-0000
bldh [redacted] dddldldldldldldld

SEQUENCE#
Order Number

Fold
Fold

Dear Sample A, Sample,

Who in your office runs out for postage when you run out of stamps? Is it you? One of your colleagues?

Now ask yourself: Could that time out of the office be better spent in the office? If you think so, then get ready to learn how Pitney Bowes can eliminate this time-consuming chore.

Call toll-free 1-888-253-7900 today for a free trial of the small business mailing system. As a Citi® / AAdvantage® cardmember, you can receive the Personal Post™ postage meter and scale free for two months. And you'll see how this equipment meets the mailing needs of companies just like yours. This equipment was designed specifically for small businesses.

Affordable. Practical. Easy to use. Even compact.

With the Personal Post™ postage meter, you can apply postage to letters of all sizes, packages, even Priority Mail® service. When low on postage, just plug the meter into any standard phone line and press "refill." One touch gets you postage in about a minute. Which means no more trips to buy stamps. When you're done, unplug and the phone line is free again.

You won't make trips to weigh packages either. You'll receive an electronic scale to determine the exact weight for the exact postage. (The scale is free for as long as you have the meter.) You can mail envelopes and packages with the same ease. No more overpaying to ensure delivery. No more returned mail for insufficient postage.

And while the capabilities of the system are big, its size is not much larger than your business phone. You can fit the equipment on the corner of a desk, on top of a cabinet, out of the way but not out of mind.

...see offer on page 2

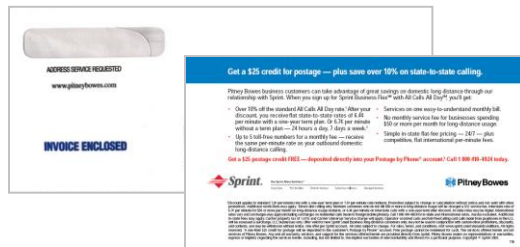
5/8" TRIM OUT
5/8" TRIM OUT

Manager Strategic Partnership Marketing

PITNEY BOWES SMALL BUSINESS SOLUTIONS

Generate revenue by leveraging the Small Business Solutions customer base via multiple partnership opportunities including direct access fee's, brokered access fee's, revenue share compensation, print & production services and reciprocal access.

ALTERNATE MEDIA



DIRECT MAIL



E-MARKETING

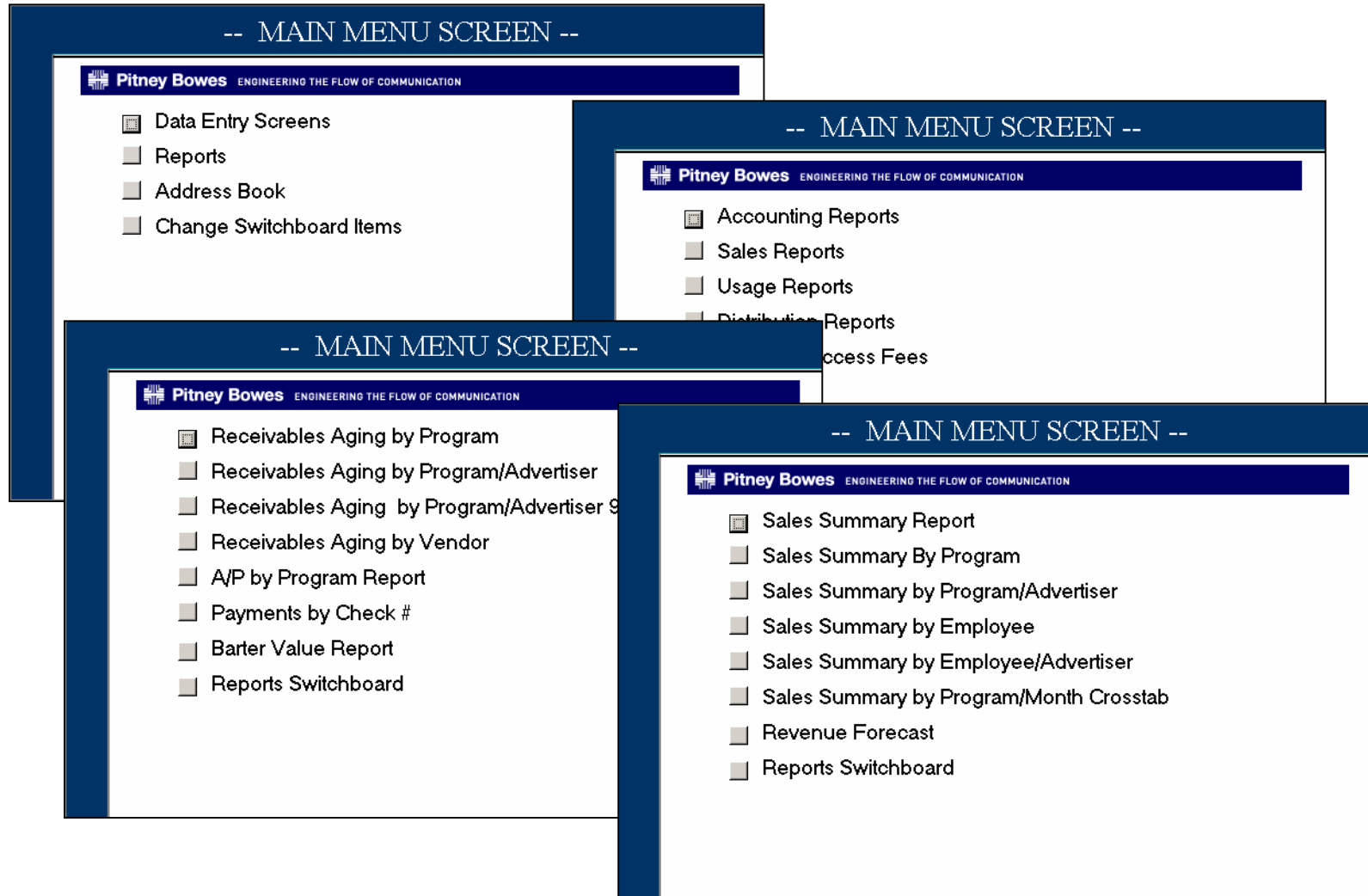


1.4 Million
Customer
Base

Manager Strategic Partnership Marketing

PITNEY BOWES SMALL BUSINESS SOLUTIONS

Develop a multi-user, reporting & tracking system for Pitney Bowes fee based marketing programs.



Circulation Manager

MOORE MEDICAL

Manage the multi-channel circulation efforts for the Moore Medical Corporation.



- List Selection
- Broker Management
- Merge/Purge
- Fax Blasts
- Printing & Production
- Deal Set-up
- Key Code Assignments
- Telemarketing Scripts
- Analysis

Advertising Manager

OUTPOST.COM

The Advertising Department at Outpost.com is a key resource for increasing product awareness and presence on the web site.

Outpost.com Rate Card 2001

Outpost.com Co-op Advertising

The Advertising Department at Outpost.com is the key resource for increasing your company's awareness and presence on our web site. Outpost's advertising team helps vendors create successful campaigns that reach our powerful demographic through various marketing and merchandising opportunities. These diverse opportunities are both on-line and off, based on your needs and goals, with a constant mind to return on investment.

Manufacturers Showcase:

A Manufacturers Showcase is like having a mini-store within Outpost.com, allowing a vendor to create their own page and organize product offerings by category. Showcases also have featured product space built in to allow a manufacturer to highlight new and exciting offers. Included in the price of a Showcase is a complimentary banner that can be used to draw traffic to the Showcase, or to promote a particular product.

Manufacturers Showcase Pricing:

One Quarter Per Quarter Rate	Two Quarters Per Quarter Rate	Three Quarters Per Quarter Rate
\$23,800	\$21,500	\$19,000



E-mail Blasts:

Every month Outpost.com delivers a series of E-mail blasts to designated segments of our customer base. A manufacturer may participate in one of our pre-planned categorized mailings by specifying type of customer to reach.

\$200/thousand (\$4,000 minimum)

Outpost "On Hold":

Your sales message can now reach Outpost.com shoppers while on hold waiting to speak to one of our nationally recognized customer service and sales representatives.

\$1,725/per month

All Rates subject to change without notice.

- 1 -

Outpost.com Rate Card 2001

Home Page Exposure:

\$6,500/week

The Home Page Feature is our most prime advertising location. Similar to a display window in a retail store, the Home Page is the first page all customers see when accessing Outpost.com. The Outpost.com Home Page currently receives well over five million visitors per month.



All Rates subject to change without notice.

- 2 -

Senior Account Executive

LIST SERVICES CORPORATION

Sr. Account Executives are responsible for complete account management including sales & marketing and client relations & retention.



List Services Corporation

5 Trowbridge Drive, P.O. Box 516, Bethel, CT 06801-0516
203.743.0800 Fax# 203.778.4299 Alt Fax# 203.743.0559
www.lstservices.com email: lscmgr@lstservices.com
e-mail orders to: orders@lstservices.com



CONTACT:
Joe Gonzales
203-791-4154
jgonzales@ListServices.Com
Joan DiMauro
203-791-4450
joimauro@ListServices.Com

TELEBRANDS CORPORATION PRODUCT BUYERS

65666 HD9

COUNTS & RATES:

125,000 AVERAGE MONTHLY HOTLINE	\$ 100.00M
400,000 3 MONTH BUYERS	\$ 95.00M
950,000 6 MONTH BUYERS	\$ 90.00M
1,500,000 12 MONTH BUYERS	\$ 85.00M
1,000,000 12 MONTH ENHANCED BUYERS	\$ 85.00M
100,000 MONTHLY PHONES	\$ 350.00M
FUNDRASER/SUBSCRIPTION RATE	\$ 75.00M
MONTHLY CREDIT CARD BUYERS	\$ 10.00M
MONTHLY CASH BUYERS	\$ 10.00M

DESCRIPTION:

PROMOTIONALLY RESPONSIVE BUYERS OF VALUE-PRICED GENERAL MERCHANDISE MARKETING THROUGH TELEVISION COMMERCIALS.

TELEBRANDS CORPORATION, A MAJOR DIRECT RESPONSE ADVERTISER, INCLUDES MERCHANDISE SUCH AS PEDI-PARS, ORMA VICTORY PLATE COLLECTION, MICHAEL JACKSON COLLECTION, SHOES UNDER, EE COMBS, SHED ENDER, GET A GRIP, PED EGG, DOGGY STEPS, GREASE BULLET, EAR LIFTS, STICK UP BULBS, FLAT FOLD COLANDER, YEAR ROUND TOMATOES, CENTERFEEC COURGET, THE ONE MOUNTAINING GLASS, ROBOGAID, ONE SHEEP AND MANY OTHER AFFORDABLE SUCCESSFUL PRODUCTS.

THIS DIVERSE CONSUMER GROUP IS A PERFECT AUDIENCE FOR HEALTH & BEAUTY, PET PRODUCTS, HOME & GARDEN, COLLECTIBLES, COOKING & KITCHEN, INSURANCE PRODUCTS, OPPORTUNITY OFFERS, MULTI MAGAZINE PACKAGES, DISTANCE EDUCATIONAL PROGRAMS, MERCHANDISE CREDIT PURCHASES, APPAREL, FUNDRASING, MEMBERSHIP, CONTINUITY OFFERS AND MORE!!

PROFILE/DEMOGRAPHICS:

AVERAGE SALE \$25.00-\$50.00
AVERAGE HHI \$40,000
60% FEMALE, 40% MALE
90% PAID CREDIT CARD BUYERS
10% PAID CASH FOR THESE ORDER
MAJOR BANK CARD HOLDERS

SELECT BY: GENDER, CREDIT CARD, CASH BUYER, PRODUCT CATEGORY, DOLLAR AMOUNT, MULTI-BUYERS, NEW TO FILE, AGE, INCOME, ETHNICITY, DOMES

MONTHLY PRODUCT CATEGORIES AVAILABLE
HEALTH & BEAUTY
PET PRODUCTS
HOME & GARDEN
COLLECTIBLES
COOKING & KITCHEN

SELECTIONS:

PRODUCT CATEGORY	\$ 10.00M
DOLLAR	\$ 10.00M
MULTI-BUYERS	\$ 10.00M
NEW TO FILE	\$ 10.00M
STATE	\$ 7.00M
SCP	\$ 7.00M
GENDER	\$ 7.00M
ZIP 4+	\$ 5.00M
RUN CHARGES	\$ 10.00M
CANCELLATION FEE	\$ 100.00F
ZIP	\$ 5.00M
CREDIT CARD	\$ 10.00M
CASH	\$ 10.00M

ADDRESSING:

EMAIL	\$ 50.00F
SECURE FTP	\$ 50.00F

ORDERS CANCELLED/OUTBACK AFTER SHIPMENT MUST BE CONFIRMED IN WRITING BY LIST SERVICES CORPORATION. ALL ORDERS CANCELLED AFTER MAIL DATE WILL BE SUBJECT TO PAYMENT AT FULL RENTAL PRICE. ALL CANCELLED ORDERS, WHETHER RUN OR NOT, WILL BE SUBJECT TO A \$50 CANCELLATION FEE. SAMPLE MAIL PIECE REQUIRED.

List Management

As a leading list management company, List Services Corporation offers the direct marketing community over 650 top performing lists and alternative media programs. Our knowledgeable and motivated sales and support staff brings experience, customer service, and a network of established relationships to a business focused on increasing our clients' sales and profits.

Our managed properties cover a wide range if industries, from infomercial and catalog buyers to top newspapers and B-to-B services. This roster also includes our LSC-owned databases and partnerships with a diverse collection of data providers.

Postal, telemarketing, and e-mail records build an effective stream of multichannel opportunities for every marketer. LSC can build complex customer engagement plans, or fulfill smaller list inquiries for targeted sales efforts. Our service is uniquely customizable, allowing marketers to acquire the best audience they require.