



Mark P. Evans

ph. +1.513.777.5686

cell +1.513.310.9550

email: mark.evans@mpeinternational.com

Professional Overview

Mark has over 28 years of experience successfully leading capital equipment companies selling business to business industrial goods. Mark's passion is helping companies enter international export markets to achieve dramatic results with customers, investors, employees, and partners. In 2009, Mark started a consultancy business, MPE International, LLC, to assist early to export companies to accelerate business development in overseas markets.

Prior to his current work, Mark was the Global Marketing Manager with Clarke Fire Protection Products, Inc. leading their multi-million dollar sales and marketing efforts in the sale of diesel engines which drove stationary building fire sprinkler pumps. In this role, Mark and his team successfully expanded the business by 260% to nearly \$80m over an 8 year period. Starting with a worldwide Voice of the Customer survey, the business offerings were tailored to provide superior value to customers by providing industry leading lead times, and products which met the individual needs of each market. Mark recognized that in-stock availability of engines would increase market share in Asia, so he justified and won support to create a distribution warehouse in Singapore in early 2009.

Before joining Clarke Fire Protection Products, Inc., Mark was Vice President – International Sales at United Air Specialists, Inc., a publicly held division of CLARCOR, which produced commercial and industrial air cleaning systems, TotalStat electrostatic spraying systems and Kleentek electrostatic oil cleaning systems. Mark successfully introduced the electrostatic spraying systems to the international steel industry and brought on Shin-Nippon Steel and Thyssen Krupp Stahl as the first major customers. Mark recruited and trained industrial representatives in Brazil, South Korea, Japan, Netherlands and Spain. Mark also formed a joint venture in Japan and created a licensee in Germany with the TotalStat technology.

Mark currently lives in West Chester, Ohio with his wife and two (2) sons. He holds a BS degree in Marketing from Miami University, Oxford, Ohio and an MBA in International Business from Xavier University. Mark is on the Advisory Board for the Management and Entrepreneurship Department at Xavier University and is on the board of SODEC (Southern Ohio District Export Council). While with SODEC, he created the annual SODEC/Xavier University International Conference with conference subjects including India, ASEAN countries, Central/South America and Mid East/North Africa.