

***"This was Intel at its finest ... simply fabulous efforts."***

*Paul Otellini, Intel CEO, on the leadership and execution of Intel's World Ahead launch*



Below are selected quotes from email kudos, performance reviews and LinkedIn recommendations. Names of most managers have been removed, but all have agreed to provide direct references if requested (quotation marks omitted).

*Mark is a highly-driven and energetic leader with an impressive ability to maximize the performance of his managers and his teams. He is a proven top-performer and brings a real sense of urgency and results, especially when faced with complex business challenges. Among Mark's considerable talents is his ability to develop and execute well-designed strategic business plans, especially in the context of global markets, and in particular, emerging markets. Regardless of whether he is unifying resources across disparate business units, resolving internal organizational challenges, or successfully executing a new business plan, Mark maintains his focus on "doing the right thing" for the organization, his customers, and the business. Once Mark gets involved, good things are going to happen.*

*Former direct report, From LinkedIn*

## ***Leadership & Management***

*An email from the VP of channel sales and marketing who initially didn't think I would get World Ahead off the ground, but admired my tenacity and drive to make it happen. Bolding added.*

*Mark,*

*I've said this before and I have told many over the last few months, but I want to reiterate my compliment. You **have been a determined bulldog pressing the <World Ahead> agenda.** It was the right thing to do for the company and few people would have stuck with it. **It is great to see the fruits and you deserve much praise for your passion in driving Intel to get our messaging right, coordinated, and loud.***

*<Name>*

*Intel VP of Channel Sales & Marketing*

- *Perhaps more than any staff member, Mark regularly re-worked his organization and moved people from areas of low return to high return.*
- *Mark's management style is ideal for me. He gives me room to move, helps me when I need it, and calls me to the carpet. He allows open debate without fear of reprimand. I am allowed to disagree and allowed to prove an alternate solution. He rewards me with praise for taking chances and brings out the best in my performance. He is a straight shooter and I always know where I stand. I have never been happier in a job.*
- *Mark's sheer energy level and passion for the job/his team/the channel was a great role model for the worldwide and geo teams.*
- *Mark is a motivating manager, probably one of the more motivating I have worked for. People want to do a great job/go above and beyond to get the job done.*
- *Mark breathed new life into his team, appropriately challenging some existing paradigms and working with high energy to find solutions.*
- *I know I can tell Mark anything and he won't take it the wrong way – he is open to feedback on anything. He ask for our input and makes us always feel involved. He is not afraid of change or to challenge anything.*

## **Getting things Done**

*An email from the GM of Latin America on closing a deal with the Mexican government for 300K of the business group I was GM of (Emerging Markets Platform Group) Affordable PC (APC). This required an intensive, hands-on effort by me leading a direct and matrixed team to close the deal in a very short time. (Bolding added)*

Team,

Just a short note to recognize **the extraordinary effort** put together by the Mexico sales team, the **Emerging Markets Platforms Group**, and Government Affairs.

The deal announced this week with the Mexican Government to provide 300K APC for Mexican teachers was done with a very tight schedule and right on time for Paul's World Ahead announcement this week. To put things in perspective, the Minister of Education himself announced their intention to purchase 300K notebooks or PCs before the end of the Fox administration in a meeting held with him and other ministers on March 30th. **This was a meeting that was meant to take place between President Fox and our CEO Paul Otellini**, and Fox had to cancel a couple of days before to meet with Bush and the Canadian Prime Minister in the latest NAFTA Summit in Cancun. **Mark Beckford** and myself **represented Paul at the meeting with key cabinet members** that Fox offered in place of the 1:1 between him and PSO.

**I have never in my professional career in Latin America have seen such a large deal worked in the extra short time this deal was.**

Regards,

<Name>

GM, Latin America Region

- *Mark is a high-energy guy. He is always on the move and looking to make things happen. This is good and he keeps others on their toes. He is personally committed to the cause and he walks the talk.*
- *Mark is constantly under work pressure to handle multiple tasks at a time. He has done a great job managing them well. Mark is "persistent and consistent", not a quitter. He works hard and follows up on every topic, every detail.*

### **Teamwork**

- *An outstanding job reaching out to me and my team.*
- *...relentless efforts to improve and streamline relationships between the two groups. His attitude and openness has helped tremendously.*

### **Communication**

- *There is no question where he stands and he effectively communicates to all levels his data, his strategies and his action plan. This open and honest style can make him effective across a broad range of organizations and topics.*
- *Not afraid to provide blunt, direct feedback to you to make everything "we" do successful.*
- *Flexible and willing to listen - Mark listens to inputs and factors into his plans. He is very flexible and is capable to make modification to ensure a win/win solution for all parties. Mark is very approachable, open to new ideas and changes.*

*For more recommendations, see my LinkedIn profile at:*

<http://tinyurl.com/5b4kjin>