

# SCOTT L. HARRIS

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## PROMOTIONAL PRODUCTS PARTNER

### QUALIFICATIONS SUMMARY

With over 25 years experience both as a Distributor and a Supplier I bring a wealth of experience, networks and success to the table. I am a results-oriented Marketing and Sales Professional with verifiable success in optimizing sales goals, objectives and profitability through the delivery of objective based selling, leveraging my network, and time/territory management. I'm a forward-thinking leader with the solid understanding of the advertising specialties industry and extensive experience with marketing and promotional marketing principles. I'm a team player with a history of working internally and externally with a diverse group of cross-functional business partners to drive alignment and improved outcomes. Demonstrated ability to efficiently prioritize tasks, manage multiple and concurrent responsibilities and proactively resolve issues. Interpersonal, organizational, assessment, problem-solving and troubleshooting skills with a strong written, oral and technical aptitude. Solid track record of exceeding sales goals and generating new business.

### CORE COMPETENCIES

- *Selling Value Expert*
- *Industry Liaison*
- *Account Management*
- *Goal Oriented*
- *Sales Motivation Ambassador*
- *Professional Influencer*
- *Relationship Manager*
- *Strategic and Forward Thinker*
- *Networking Guru*
- *Persuasive Communicator*
- *Product Value Proposition Master*
- *Vendor Relations Pro*

### EDUCATION

- **AS in Business Management – Brookhaven Business College of Texas, MBO Certified**

### PROFESSIONAL EXPERIENCE

**SCALABLE PRESS** Austin, TX 05/2018-02/2020

#### SW Account Manager

Representing a robust API that can integrate into Promotional Product Distributor programs and ecommerce stores. Our technology provides a single invoice solution that allows Distributors to order blank apparel, decorate and ship all under one roof. I help educate, promote and sell that Scalable Press is building the next generation of printing and fulfillment Technologies making it faster and easier to order custom merchandise. I work with some of the largest Distributors in the ASI Top 40.

- Relationship selling, partnering and managing of accounts for Texas prospects and current accounts
- Demonstrate products and systems by appointment, webinars and phone.
- Project Management
- Establish professional customer relationships with our customer service team.
- Submit daily activity into CRM reporting tool.
- Represent at all Regional/National Industry Trade Shows.

**TOWEL TRADING GROUP** Austin, TX 02/2017-05/2018

#### Sales/Marketing Consultant

Direct and coordinate company sales and marketing functions. Develop and coordinate sales selling cycle and methodology. Oversee TTG's marketing function to identify and develop new customers for products and services. Research and develop strategies and plans which identify marketing opportunities, direct marketing, and new project development. Plan and coordinate public affairs, communications efforts, regional associations and trade shows. Participate in the development of new project proposals. Supervise the planning and development of company marketing and communications materials. Promote positive relations with partners, vendors, and distributors. Assisted with all aspects of rebranding company name, logo, website, catalog and successfully positioning this new Pan American Towel Mill's image within the Advertising Specialty industry.

**VPBRAND** **Austin, TX** **02/2016-02/2018**

***SW Regional Sales Representative***

Responsible for maintaining and cultivating Distributor relationships within a three state territory (TX,OK and AR) to educate/promote VP Brands products, services and capabilities. Represent at all major trade shows as well as National Account trade shows. Exploit social media platforms to leverage network and increase VP Brand product line visibility and sales growth.

**JETLINE PROMO** **TX,LA,AR,OK,CO,KS,NM** **12/2014-2/2016**

***SW Sales Manager***

- Relationship selling, partnering, and managing of accounts for the SW
- Promote, sell and secure orders from existing and potential customers
- Demonstrate products and assist prospective Distributors in the selection of products/services best suited to their needs.
- Project Management
- Familiarize established accounts with new products, service and developments (market penetration)

**PRO TOWELS** **TX,LA,AR,OK,CO,KS,NM** **02/2010-12/2014**

***SW Sales Manager***

Pro Towels is the leading towel supplier to the promotional product industry.

My primary goal is to expand the Pro Towels footprint and the towel category across my designated territory.

Accountable for the continued development of strategic accounts in territory. Increase market share and sales growth through face-to-face presentations, webinars, phone conferences and representing at regional/national trade shows. Responsible for new client identification and development. Execute company marketing initiatives and implement regional marketing programs.

**BOUNDLESS NETWORK** **Austin, TX** **02/2008-02/2010**

***Founding Member/Sales Executive***

Boundless is a promotional products agency passionate about elevating brands and creations long-lasting, positive connections with target audiences.

Privileged to have been chosen to be a Founding Member with an organization that has grown from 20 founders to over 500 representatives nationwide as well as one of the most successful Distributors in the Industry to date. I prospected and partnered with accounts such as Sweet Leaf Tea and Tito's Vodka that continue to be active accounts for Boundless today.

**BD&A** **Austin, TX** **01/2006-02/2008**

***Acct. Executive/Dell Team***

BD&A is the nation's premier promotional Merchandise Agency. We help our clients meet their business needs through the power of branded merchandise. Clients consist of Fortune 1000 companies worldwide and every major U.S. sports league and team.

I communicate with Dell administrators and vendors to develop creative solutions for their event and program merchandise needs.

Follow up to ensure BDA is producing high quality service and products and exceeding client's expectations. Assisted in developing strategy, presentation and pitches for Dell and large promotional merchandise programs.

**CINTAS CORPORATION** **Austin, TX** **04/1995-01/2006**

***Service Sales Rep***

Build rapport with key decision makers, ensure quality standards and pro-actively solve customer concerns. Job responsibilities also included growing existing customer base by upselling and cross-selling additional products and services. Negotiating service agreement renewals and controlling inventory.

**Promoted to Catalog Sales Manager:** Led a team of 40 Service Sales Reps to proactively up-sell current customer accounts with products from the Cintas Promotional catalog. Improved the way catalog sales are promoted, ordered, billed and delivered.

Promoted a positive and energetic attitude in the operation of catalog by coaching and training Service Sales Representatives while in the field and in the office.

**Promoted to National Accts. Sales Manager-Austin/San Antonio**

Partnered with current and prospect clients in the Hospitality, Health Care and Resort Industries to exceed their uniform and promotional program objectives. New business-to-business account development in our Uniform Division. Responsibilities included prospecting, setting appointments, presenting programs and meeting/exceeding sales quota.

- Generating revenue and meeting sales targets
- Developing and qualifying leads within my territory to drive additional sales opportunities
- Gathering and utilizing business intelligence on prospects to support sales calls, product presentations and driving new business.