

SCOTT L. HARRIS

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PROMOTIONAL PRODUCTS MARKETING PROFESSIONAL WITH EXTENSIVE INDUSTRY EXPERIENCE

QUALIFICATIONS SUMMARY

With over 25 years experience both as Distributor and 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 and territory management. Forward-thinking leader with the solid understanding of advertising specialties industry and extensive experience with marketing and promotional marketing principles. 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. Superior interpersonal, organizational, assessment, problem-solving and troubleshooting skills with a strong written, oral and technical aptitude, meticulous attention to detail and a documented track record of exceeding sales goals and generating new business.

CORE COMPETENCIES

- *Social Media*
- *Brand Awareness*
- *Content Management*
- *Industry Liaison*
- *Recruiter*
- *Product Value Proposition Master*
- *Account Management*
- *Networking*
- *Vendor Relations*

EDUCATION

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

PROFESSIONAL EXPERIENCE

TOWEL TRADING GROUP <i>VP Sales/Marketing</i>	Austin, TX	02/2017-Present
Responsible for marketing company and partnering with top 40 suppliers to bring our line into their sales arsenal. To date I have established a strong Social Media presence, in final stages of helping design and initiate website and e-catalog. Orchestrated first PPAI Vegas Expo Trade show in companies 18 year history. Currently in process of closing the Dallas Cowboys promotional division to position our rally towels as the Cowboys standard moving forward.		
VPBRAND <i>SW Regional Sales Director</i>	Austin, TX	02/2016-02/2017
Responsible for expanding the VP Brand footprint in North Texas/Oklahoma. Sales in territory increased 30% before management decided to go a different direction.		
JETLINE PROMO <i>SW Sales Manager</i>	TX,LA,AR,OK,CO,KS,NM	12/2014-2/2016
Managed sales in 7 state territory. Responsible for developing distributors to sell product line, develop new business and help establish programs for their customers advertising and marketing departments. Developed a network of over 500 distributors to meet/exceed customer needs. Participated in multiple National Trade Shows and Regional Trade Shows annually.		
PRO TOWELS <i>SW Sales Manager</i>	TX,LA,AR,OK,CO,KS,NM	02/2010-12/2014
Managed sales in 7 state territory with consistent growth annually. Responsible for developing distributors to sell product line, develop new business and help establish programs for their customers advertising and marketing departments. Developed a network of over 500 distributors to meet/exceed customer needs.		

Participated in multiple National Trade Shows and Regional Trade Shows annually.

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

Founding Member/Sales Executive

Privileged to have been chosen to be a Founding Member with an organization that has grown from 20 founders to over 500 representatives nationwide and one of the most successful Distributors in the Industry. I prospected, closed 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** **01/2007-02/2008**

Acct. Executive/Dell Team

Responsible for over \$1 million spend with various administrators for Dell. Earned an additional \$1 million+ spend with Yellow Freight Racing team by designing successful deck that was unanimously selected.

CINTAS CORPORATION **Austin, TX** **04/1995-01/2007**

National Accounts Manager

Continuously promoted from Service Sales Rep, first Catalog Sales Manager to the highest sales rank in the company. Achieved Presidents Club first year in territory.