

SCOTT L. HARRIS

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SALES CONSULTANT

QUALIFICATIONS SUMMARY

With over 25 years experience and a track record of exceeding sales goals and generating new business, I bring a wealth of experience, in optimizing sales goals, objectives and profitability. 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.

EDUCATION

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

PROFESSIONAL EXPERIENCE

UNIFIRST Sales Consultant	Austin, TX	05/2021-Present
New Business Development, managing a zip code based territory, attainment of sales goals and quotas. Heavy prospecting, creating interest, conducting needs analysis (consultative approach) making recommendations/solutions to prospects based on issues/concerns they have shared and providing value to prospects that meet company account criteria. Heavy networking...		
SCALABLE PRESS SW Account Manager	Austin, TX	05/2018-02/2020
Representing a robust API that can integrate into Promotional Product Distributor programs and ecommerce stores. The technology provides a single invoice solution that allows Distributors to order blank apparel, decorate and ship all under one roof. I sold that platform making it faster and easier to order custom merchandise and worked with some of the largest Distributors.		
<ul style="list-style-type: none">• Relationship selling, partnering and managing of accounts for Texas prospects and current accounts• Demonstrate products and systems by appointment, webinars and phone.• Project Management• Submit daily activity into CRM reporting tool.• Represent at all Regional/National Industry Trade Shows.		
TOWEL TRADING GROUP Sales/Marketing Consultant	Austin, TX	02/2017-05/2018
Oversee TTG's sales & marketing function to identify and develop new customers for products and services.		
<ul style="list-style-type: none">• 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.• 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 SW Regional Sales Representative	Austin, TX	02/2016-02/2018
Responsible for maintaining and cultivating Distributor relationships within a three state territory (TX, OK and AR)		
<ul style="list-style-type: none">• Educate, sell and 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 account management
- Promote, sell and secure orders from existing and potential customers

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.

- 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.
- 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.

- 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 prospect 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.
- 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.
- Coaching and training Service Sales Representatives

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

Partnered with prospects 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.
- 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