

J. Scott Anderson

Jackson, Mississippi

228-342-9355

Summary of Qualifications:

Successful track record of top sales performance. Strong consultative approach to problem identification and problem solving and closing skills. Combining deep technical understanding in software/hardware with systemic selling skills. Experienced in hiring and managing entire teams (technical, sales, financial, operations, etc.).

Roles:

Spill Tackle	2019-2020	Account Manager > President Principal
JScottA Enterprises	2014-2019	Principal
Stellar Technologies	2002-2013	Principal
Live Oak Interactive	2006-2007	Vice President, Sales
Stellar Technologies	2002-2006	Principal
EPSIIA	1999-2001	Executive Account Manager
CourseNotes.com	1998-1999	Chief Executive Officer
Law Cypress	1995-1998	Business Development Manager/Vice President
Gunpai	1993-1995	Sales Director/Founder
NYNEX, B.I.S.C.	1990-1993	Major Account Manager
Leadership Management, Inc.	1985-1990	National Development Director

Experience:

Proven sales and marketing experience with a strong track record of exceeding sales targets. Successfully sold both tangible and intangible products and services to top-level decision makers in various industries, including Manufacturing, Services, Financial/Banking, and Public Sector. Experienced in national, regional, and named account sales, and comfortable working with C-level executives as well as line personnel.

Expertise in enterprise applications, including document management, workflow, FileNet, Database, Rational, and Middleware. Skilled in analyzing sales territories, formulating sales strategy, and prioritizing targets. Known for excellent presentation skills, both written and verbal, and effective in communicating technical information to non-technical prospects. Consistently over quota, with an average deal size of \$50-425K and a total of 12 to 30 transactions per year.

Notable achievements include a 266% revenue increase, \$0 to \$1.5 million in 18 months, 210% quota achievement, and consistent bonus award winner. Negotiated complex contracts with major corporations, including Total Systems Services, Inc., Motorola, Schlumberger, ManuLife Financial, Output Technologies Solutions, Southwest Airlines, FiServe, and many others.

Skills

- Sales Analysis: Ability to analyze sales data and make informed decisions
- Sales Reporting: Proficient in creating and presenting sales reports for KPI's
- Conceptual Sales: Ability to understand and communicate complex sales concepts to customers
- Analytic Solutions: Knowledge of tools and methods for analyzing business data
- Field Service Solutions: Experience in providing solutions for field service operations
- Negotiation Skills: Strong negotiating skills for closing deals and reaching mutually beneficial agreements
- Motivation & Goal Setting: Ability to set and achieve challenging sales goals
- Project Management: Proficient in managing sales projects from start to finish
- Programming: Knowledge of programming languages and experience with software development
- Web Site Development: Managing teams to client deliverables
- Time Management: Strong time management skills for balancing multiple sales activities and meeting deadlines
- Supervisor & Management: Experience in supervising and managing sales teams
- Leadership: Ability to lead and motivate sales teams to achieve results
- Training: Experience in providing training and coaching to sales teams
- Training Course Development: Ability to design and develop sales training programs