

# Scott B. Turnbaugh

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12897 Eagles View Road, Phoenix, MD 21131 H 410-561-9879 C 443-519-7826

## Profile

Twenty years of Sales/Marketing experience. Veteran of senior Marketing/Sales Operations/Management positions. Dynamic manager with diverse skills gained while working with start-up, mid-market and Fortune 500, including major players in the IT, wireless, semiconductor, and high-tech manufacturing markets. B2B Sales Management/Planning/Execution, turn-around, M&A, integration skill set. BBA, Marketing; MBA, Finance.

## Professional Experience

### **Eagles View Consulting LLC, Phoenix, MD, October 2006 – Present**

President, Founder – [www.EaglesViewConsulting.com](http://www.EaglesViewConsulting.com)

### **Thomson Prometric, Baltimore, MD, March 2006 – October 2006**

Vice President, Sales – IT

- Global P&L responsibility for \$51M IT segment for world leader in assessment, testing and certification
- Reversed a long term declining sales trend (down 50% since 2000) and grew top line revenue for the first time in five years
- Managed Business Development, Account Management, Client Services, Inside Sales and e-sales resources
- Drove cost efficiencies across the segment resulting in the highest gross margin (50%+) and net income (20%+) of the company's six corporate vertical markets
- Recruited, hired and trained new sales resources to replace an under-performing team
- Strengthened and built strategic partnerships with Microsoft, Hewlett-Packard, Oracle, Citrix and other top-tier IT clients; moved segment from client-vendor mentality into strategic partnerships

### **Continental Technologies, Inc., Hunt Valley, MD, April 2002 – March 2006**

Vice President, Sales and Marketing

- Turned around a declining systems integration business, grew top line from \$3M to \$10M+ per year (25% CAGR) in difficult post-bubble tech economy; efforts resulted in record net income and EBITDA (+300%)
- Revamped corporate strategy to focus on high margin consulting engagements such as Network Security Assessments and DR Planning within key vertical markets
- Recruited, hired and trained an entirely new sales staff during first three years
- Installed processes to track sales team performance and pipeline management, including Goldmine CRM
- Strengthened strategic vendor relationships and training programs to sell the higher end solutions of Microsoft, HP, Cisco, APC, Veritas, Symantec and others

### **American Power Conversion (APC), Frederick, MD, May 1999 – April 2002**

Sales Operations Manager, April 2001 – April 2002

*Promoted from the role with ABL to help lead the sales integration effort of the newly acquired NetworkAir Computer Room Air Conditioning Division of APC.*

- Reorganized sales/engineering team to handle a \$65M run rate with 40% less staff
- Implemented Siebel CRM software allowing Inside Sales team to uncover \$18M per quarter in new opportunities with proactive calls, versus zero business development in the past

Director of Business Development, May 1999 – April 2001

*Key member of six-person senior management team at ABL Electronics Corp., a \$12M distributor of network computing hardware. Helped lead ABL to Fortune 1000 acquisition by APC.*

- Managed daily operations of inside/outside sales teams; recruited, hired and trained sales staff
- Closed largest order in company history: A \$1M nationwide rollout of switching gear to 3,000 Wal-Mart stores, equivalent to one month's revenue for ABL

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## **Air Products and Chemicals, Inc., Allentown, PA, July 1996 – May 1999**

Marketing Project Manager

- Managed marketing efforts for on-site gas management business serving Intel, Motorola, etc
- Business included 300 people, driving \$200M in product sales to 55 customer sites/11 countries
- Lead proposal development teams of Engineers/PhDs/Account Managers to win \$5M+ deals for bulk specialty gases and other product lines critical in operating \$1B semiconductor facilities

## **Cornell University, Ithaca, NY, August 1994 – May 1996**

MBA, Finance, Full-time student

## **TESSCO Technologies, Inc., Sparks, MD, November 1992 – August 1994**

Account Manager

- Managed 300 accounts totaling \$2M+ in business for the largest supplier/distributor of cellular phone and two-way radio accessories in the country
- Increased account base revenues and profitability by 30% per year, well above budget
- Acted as part of a ten-person Industrial Accounts Team responsible for \$25M in business, helping grow the team's business at a 55% annual rate while the firm grew at 20%

## **American Power Conversion, Hunt Valley, MD, May 1989 – October 1992**

Regional Sales Manager

- Hired as an Inside Sales Rep in 1989 (with company formerly known as ABL Electronics), promoted to Account Manager in six months, then selected to start-up and manage new Western Region office after just 14 months with the company
- Hunted and closed all new business in the 12 western states, while also managing existing account base as a one man office near Silicon Valley
- Helped firm reach the *Inc. 500* in two of three years, growing from \$1M to \$4.5M in annual revenues, making ABL one of the 500 fastest-growing privately held firms in the country

## **Education**

- Cornell University, Johnson Graduate School of Management  
MBA, Finance, 1996
- James Madison University  
BBA, Marketing, 1988