

# **Scott L. Gibson**

2982 Bellmeade Way  
Longmont, CO 80503

303-772-7287  
scottlgibson@comcast.net

## **SR ESTIMATOR/PROJECT MANAGER, LICENSED INSURANCE ADJUSTER, VP NATIONAL ACCOUNTS, DIRECT BUSINESS DEVELOPMENT**

- Licensed Insurance Adjuster
- MBA Finance
- Federal and DoD Marketplace
- St. Farm Policy & Estimating
- P & L Management
- Xactimate
- Sales Planning & Forecasting
- Program/Project Management
- Key Account Sales/Management

### **Objective:**

Senior Project Manager with over 30 years experience in the construction industry including 10 years in roofing and exterior restoration recently obtained insurance adjuster license (TX) and is looking for a new Insurance Claims Adjuster opportunity.

## **PROFESSIONAL EXPERIENCE**

### **Independent Exterior Restoration Contractors** (Jasper Contractors, Northwest Roofing, Roof Masters) Denver, CO

*Storm Restoration - Roofing, Siding, Windows, Gutters, and Decks*

Mar 2010 –Present

#### **Sr. Estimator/Project Manager**

- Develop and implement sales strategy for specific territory/market
- Formulate job bids and negotiate contracts for both insurance customers and cash customers
- Perform roof inspections for homeowners and business owners and facilitate the claims process
- Meet with insurance adjusters and review the paperwork to verify scope and code compliance
- Negotiate with insurance companies for supplemental items required by local building codes
- Oversee the overall restoration process including coordinating and managing the sub contractors

### **Roof Express, LLC**, Denver, CO

*High-Tech startup selling advanced GPS technology software and roof asset management consulting services to roofing contractors and multi-facility owners*

Mar 2008 –Jan 2010

#### **VP National Accounts**

- Managed the sales pursuit process from prospecting through engagement management for accounts in the Western and Mid-Western US to sell advanced GPS technology/software and roof asset management consulting services.
- Developed deep client relationships with national accounts which included business analysis, presentation of ROI's to capture maximum revenue, and associated project management tasks to insure customer satisfaction throughout project engagements.
- Initiated and assisted with the application process for GSA schedule through award.
- Participated in the planning and execution of the marketing strategy to increase penetration of Federal clients including DoD, GSA and USDA.
- Built a Federal pipeline and strategic relationships representing over \$4,000,000 in strategic planning and project management opportunities over a 9 month period.
- Responsible for sales funnel management, qualification and execution.
- Participated in trade shows and served as subject matter expert for roof asset management and advanced GPS technology/software.

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Page 1 of 2

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### **PROFESSIONAL EXPERIENCE (continued)**

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**Barton Supply Inc.**, Denver, CO

Jan 2005-Dec 2007

*Concrete reinforcement and material supply company focused in Federal, and civilian commercial and residential markets*

#### **Regional Sales Manager**

- Managed regional financials related to sales including cost control, budget management, expense ratios and profit objectives and the sales planning and forecast process.
- Aggressively grew regional sales organization in key markets and new segments to increase regional annual revenue by 30% from \$9 MM to \$12MM in less than 2 years.
- Prepared and managed company's sales budget in excess of \$60MM annually and worked in conjunction with executive management to increase profitability by 5% in a 2 year period.
- Successfully managed the process for monitoring federal and civilian markets and all of the responses to RFQ's & RFP's.
- Effectively hired, trained, led and motivated synergistic sales team that achieved peak productivity levels.

**Condor Solutions Group Inc.**, Boulder, CO

1999-2004

*Startup CRM/ERP and E-Commerce consulting company focused in the telecommunications, manufacturing and high technology sectors.*

#### **Director of Business Development/Operations**

- Built sales organization from ground zero, conceptualizing and realizing a strategic plan that generated over \$2million annually in consulting revenue.
- Developed and negotiated partnerships with software vendors and their professional services organizations.
- Directed business development and day-to-day operations for all software consulting engagements.
- Recruited, hired and managed software developers and contract employees for entire United States.
- Negotiated, prepared and delivered sales presentations to C-Level executives.
- Responsibilities included sales, contract negotiations, alliance/partnership management and accounting/P & L functions.

**Storage Technology Corporation**, Louisville, CO

1987-1998

*Data Storage Technology Company, Louisville, CO*

**SAP IT Program Manager**

**SAP IT Project Manager**

**Customer Services Systems IT Manager**

**Customer Services Invoicing Manager**

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### **Education & Training**

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**MBA Finance** - University of Colorado, Boulder, CO

**BA Psychology** – University of Colorado, Boulder, CO

**Certificate of Completion Phases I & II** – U.S. Naval Electronics School, Great Lakes, IL

**Insurance Adjuster License** – All Lines (Designated Home State Texas) Expires 6/2018

**Exactimate Training** – V27.5 & V28.0 – Mile High Adjusters

**State Farm Policy & Estimatics Certified**

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Page 2 of 2