

Scott Wilson

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Work Experience

Manufacturing Supervisor

Vestas - Brighton, CO

July 2014 to Present

Manage up to 70 operators daily with a focus on safety, quality and meeting monthly production goals. As we have introduced a new product line, we have increased production output by over double. Safety remains the number one objective while managing quality.

Sales Manager

Dynamic Property Services, Inc - Englewood, CO

September 2012 to Present

Manage the development of existing and new business relationships. Manage all areas of business to make sure budget and growth expectation are met. Manage advertising and key instrument in marketing

development. This position requires daily activity in sales, collections, field work, advertising and scheduling.

In Home Sales

Dynamic Property Services, Inc - Denver, CO

December 2013 to June 2014

Responsibilities

In home retail window covering sales. Provide outstanding customer service to meet Costco level of member

service with all areas of sales process. All aspects of sales process starting with lead generation, managing

own schedule and time management, the actual sale in the home by meeting the customers needs, measuring the windows to the nearest 1/8 of an inch, processing the payments through Costco, and inputting the order correctly.

Accomplishments

Increase sales on a month basis and detailed reporting as we build historicals for this new program.

Skills Used

All sales skills working with a retail customer

Outside Sales

Meridian Alliance Partners - Denver, CO

April 2012 to August 2012

Waste and Recycling consulting business. Increase new customer base, negotiate with haulers, develop long term relationships with all levels from business owners to facilities department. This temp position ended 8/12

Outside Sales

Waste Connections - Denver, CO
May 2004 to December 2010

Business to business sales for a publicly traded waste hauling company that ranks between fifth and sixth in the industry nationally. Transitioned from a defensive stand point to a growth opportunity locally as we acquired new locations for positioning. Negotiated contracts with small to mid size companies for new business in Landfill, Special Waste, Roll Off service, and commercial trash and recycling service. ~~~~~ to manage accounts through the contract and retaining large accounts as needed. Accomplished second in gross sales for the company in 2009 being awarded Chairman's Club. Exceeding NNB sales goal by 568% in April 2010.

Education

Associate

Skills

Lean Manufacturing