

Application Form

Profile

Scott _____ Phillips _____
First Name Middle Initial Last Name

Email Address

Salt Lake Off-Road & Outdoor Expo _____ Managing Partner _____
Employer Job Title

Home Address

Suite or Apt

City

State

Postal Code

Primary Phone

Which Boards would you like to apply for?

Convention Facility Advisory Board: Submitted

Referred by:

Qualifications

Please tell us about yourself.

Scott and his wife Susie have two daughters, one of which was adopted from China when she was 11 months old. They love the outdoors and enjoy spending time together camping, horseback riding and enjoy off-roading and exploring Utah's amazing topography. Scott is passionate about Utah's public lands and maintaining motorized access as a way for everyone to be able to access and enjoy the beauty and grandeur Utah has to offer.

Why are you interested in serving on a board or commission?

We are invested in continuing to grow the Salt Lake Off-Road & Outdoor Expo as a way to support local businesses, advocate for responsible land use and to promote Utah tourism and recreation. Having a seat on the Convention Facility Advisory Board will allow me to provide input and suggestions from a local source utilizing these county facilities first hand.

What education, work experience, or volunteer experience do you have that applies to the board you are applying for?

Developing the Salt Lake Off-Road & Outdoor Expo was done specifically as a way to help promote local Utah businesses, tourism as well as utilizing the Expo as a tool to help educate and promote responsible land use stewardship and open access advocacy.

What unique perspectives could you bring to the board?

As an event owner for the past 8 years we've seen our attendance grow from a little over 2,500 to 32,000. This incremental growth has required additional facility space, venue requirements and other needs which has given me insight into what has been easy to arrange and what has been difficult/challenging for us to arrange.

[SPhillips.Resume.doc](#)

Upload a Resume

Demographics

Some boards and commissions require membership to be racially, politically or geographically proportionate to the general public. The following information helps track our recruitment and diversity efforts.

Are you a Salt Lake County employee?

Yes No

Are you a current member of another Salt Lake County board or commission?

Yes No

Race/Ethnicity *

District *

District 2

Gender Pronouns *

Age Range *

Languages *

English

Political Affiliation



SUMMARY

Results oriented Account Executive/ISR, experienced in sales consulting and account management roles. Outstanding success in building and maintaining relationships with key corporate decision-makers and establishing accounts with excellent levels of retention and loyalty. Responsible for obtaining YOY growth in sales territory and attaining quota. Substantial experience in both direct and indirect selling motions. Ability to undertake and complete complex assignments such as competitive opportunities, reporting projects, and quota assignments before proposed deadline. Integrity, leadership, desire to grow, business acumen, passion for partners and customers are some of my personal strengths and values.

SPECIALTIES

- Channel/Partner Account Management
- Pipeline Analysis & Forecasting
- Sales Management/Coaching
- Business Planning
- Solution Selling
- Sales Process Operations

PROFESSIONAL EXPERIENCE

SALT LAKE OFF-ROAD & OUTDOOR EXPO Salt Lake City, UT January 2016 – Present
Managing Partner

- Partnered in developing and organizing SLOREX
- Developed Marketing and Branding strategies to establish the SLOREX brand identity through networking, press coverage, sponsorships and establishing a presence at industry events and trade shows
- Grew event attendance 30% + YOY for 7 of 8 shows
- One of the top outdoor related shows by attendance in the Mountain West

TECHNOLOGY MARKETING, INC. Salt Lake City, UT June 2018 – Present
Inside Sales Manager and Office Manager

- Streamlined customer service and internal field sales support
- Identified ‘key customers’ based on YOY revenue, sales volume, pipeline metrics and opportunities. Worked to understand their business models and trained to meet their specific needs
- Managed, refined, and reduced overall back ordered material delays
- Instituted a ‘cradle to grave’ process to follow customer orders through the complete sales pipeline to include vendor inventory orders, confirmations, tracking and order fulfillment to provide better sales/inventory management as well as establishing a clear line of responsibility for customer order management
- Oversaw transition from generic ‘customer service’ support with little to no accountability for order pipeline to trained ‘inside sales’ representatives with established sales processes, procedures, and accountability for orders
- Transitioned to a territory based inside sales support structure teaming a dedicated ISR with a specific territory sales manager to allow better relationship building and relationship management
- Worked closely with sales managers and warehouse staff to identify supply/inventory issues and to streamline inventory processing to better balance inventory vs. overhead
- Work with TMI’s Quality manager to ensure compliance with ISO 9001 and AS9120 certification

HEWLETT PACKARD ENTERPRISE

Salt Lake City, UT

August 2010 – Present

HP Enterprise Partner Business Manager (May 2012 – April 2018)

- Supported HPE channel sales partner accounts
- Dedicated PBM providing support to 28 SMB Partners with an annual quota of \$7 Million; worked to grow HPE Sales revenue, grow partner knowledge/expertise and provided business insights to both HPE and covered partners
- Grew Annual Revenue from ~\$5 million to ~\$7 million between FY2014 & FY2017
- Grew 5 partners from Business Partner to HPE Silver Partner
- Grew 4 Partners from Silver to Gold
- Transitioned 4 partners to HPE Badged Field PBM Coverage
- FY16 112% of Quota (6% Y^Y Growth)
- FY17 104% of Quota (3.5% Y^Y Growth)
- Established relationships with Partners to build trust and confidence regarding their opportunities, concerns, and business practices regarding Hewlett Packard Enterprise
- Established quarterly joint Partner Business Plans with key Partners for pipeline and sales quota management
- Assisted Partners with competitive deal registration and special pricing requests
- Coordinated product training and other meetings with Partners and HP Business Unit Specialist reps both virtually and in person
- Appointed to provide insight, support, and assistance with various HPE programs: Demo Equipment, MDF Funding, OMNI Sales Support Funding, Partner SPIFs/Incentives, Specialized Product Certifications, RMAs and escalation management

HP Partner Support Center/POST Team (August 2010 – May 2012)

- Provided Partner Support on the Contracts, Pricing and Programs Teams
- Assigned as the Workflow Manager/Trainer for Contracts Team
- Cross trained and actively involved in the following HP Partner Operations Support Teams: Contracts (Partner Recruiting), Special Pricing (Deal Registration) and Programs/Compensation (3 of 4 support teams)
- Member of HP POST Training Development, Team Charter and Employee Engagement Committees
- Assisted HP Distributors/Channel Sales Partners with client programs, compensation, deal registration/special pricing requests and contracts/new partner recruitment
- Translated HP Partner needs into leads/opportunities to promote client solutions and develop value added benefits

PORTAL-TEK

North Salt Lake, UT

November 2008 – July 2010

Sales Manager/Co-Owner

- Developed Dealer Network, Marketing and Branding
- Built industry awareness and developed Portal-Tek's brand identity by obtaining favorable press coverage with industry specific media outlets and establishing a presence at industry trade shows
- Enlisted a national distributor and established a network of dealers
- Managed online sales portal
- Conducted Direct sales on behalf of Portal-Tek
- Provided Sales/Technical support to distributor and dealers
- Trained in Lean Manufacturing utilizing both Kanban and Kaizen practices