

Scott E. Thibault
40 Chellis Street
White River Junction, VT 05001
Home (802) 295-4639
scottthibault@hotmail.com

Profile: A talented top producer with a proven track record of success in **major account sales** and **new business development** selling sophisticated products and services in a highly competitive market. A seasoned Account Executive experienced in coordinating sales teams toward total customer satisfaction throughout the sales cycle. Characterized by outstanding communication and decision-making skills, ability and desire to cultivate and maximize long-term client relationships, a tremendous desire to excel, and a consistent record of “going the extra mile.”

Experience: Concepts NREC, White River Junction, VT. 1994 – 2000

Concepts NREC is the world's premier turbomachinery consulting & design software supplier. CNREC's products and services allow OEMs to design higher-performance turbomachinery faster and at lower cost.

As *Sales Executive*, bore company-wide responsibility for sales of turbomachinery-related CAE software and associated services, research programs, and courses. In this role, worked to both open new accounts and manage existing accounts to generate ongoing software and services revenue.

- Consistently booked \$1-3M in software and services sales every year after joining the sales team and showed increases in personal and company sales every year.
- Was the **top software seller in 1997 and top grossing salesman in the company in 1998**, booking personally over 75% of all software sold that year. As a result, at the end of 1998 was made responsible for all software sales worldwide.
- In 1999, directed all software sales efforts, leading to a 50% increase in software sales over 1998, with total company software sales of over \$2.3M. In 2000, was on track for another 50% increase over 1999 sales.
- Key contributor to **500% growth of company-wide software sales** from 1995 to 2000.
- Example clients: Atlas Copco, Bechtel, Capstone Turbines, Dresser-Rand, Elliot Co., General Motors, Honeywell Aerospace, Ingersoll-Rand, Hyundai, IHI, Mitsubishi, Rolls-Royce, Thermodyn, Toyota Motors, Westinghouse, Williams International, York International.

Framework Technologies Corporation, Burlington, MA. 2000 – 2001

Framework Technologies, now part of Centric Software, was a pioneering supplier of enterprise software solutions for the new collaborative product commerce market. Their products and services provided a web-based infrastructure for distributed project communications and management, especially for new product design and engineering.

As *Account Executive*, was in a 100% hunting role opening new accounts in New England, New Jersey, New York, and eastern Canada.

- Targeted Fortune 500 companies within this territory and “kicked open doors” to arrange on-site demonstrations for C-level officers and other key decision makers.
- Typical prospects: Pharmacia & Upjohn, Engelhard Corporation, Hasbro, Texas Instruments, Dial Corporation, Schering-Plough Corporation, Merck, Universal Foods.

- By the second month with this company, led the company in the number of new sales cycles generated in a single month. Opened, in four months, nearly 20 new accounts and sales cycles, developing a **12-18 month pipeline of \$3-10M**.

Thor Technologies, Inc., New York, NY. 4/2001 – 3/2002 and
Business Layers, Inc., Rochelle Park, NJ. 6/2002 – 12/2002

Thor Technologies (now part of Oracle Corporation) and Business Layers (now part of Computer Associates) were the market and technology leaders in the growing access rights administration and provisioning market. Their enterprise security software products and services provided a centralized platform for access rights administration and automated provisioning of IT resources, including client/server, mid-range, and mainframe operating systems and applications.

As Regional Sales Manager, operated in a 100% hunting role opening new accounts in New England, New Jersey, Upstate New York, and eastern Canada, including Ontario and Quebec.

- Prospected Fortune 1000 companies within my assigned territory and, through cold calling and other prospecting methods, arranged on-site demonstrations for C-level officers and other key decision makers.
- Typical prospects: State Street Corporation, Pharmacia Corporation, Liberty Mutual, Merck & Co., Pitney Bowes, Schering-Plough Corporation, FleetBoston Financial, Fidelity Investments, Xerox Corporation, CIGNA Corporation, International Paper, General Electric, Royal Bank of Canada, Eastman Kodak, Sun Life Financial Services, Gillette Company, Bank of Montreal, and UBS Warburg
- Working entirely independently, starting with a virgin territory and only my own contacts and personal prospecting, opened **nearly 40 new accounts and sales cycles** with Fortune 1000 companies, developing a 6-18 month pipeline of \$4-10M (Thor) and \$15-30M (Business Layers).

Automatic Data Processing, Inc. (ADP), Windsor, CT. 2003 – 2006

ADP, one of the Fortune 500, is the undisputed #1 general outsourcing provider, serving over 500,000 clients nationwide. ADP Employer Services is the largest division of ADP and ADP Major Accounts is the largest segment of Employer Services. ADP Major Accounts helps employers of all kinds more competitive through strategic outsourcing of employee-related functions and associated software tools.

As Major Accounts District Manager, was responsible for client and prospect sales within the state of Vermont. Executed gaining-access campaigns, prospected for new clients, and executed selling cycles to meet weekly, monthly, quarterly, and annual quotas in an extremely competitive market.

- Targeted C-level officers within companies with 50-999 employees within the state of Vermont, including both prospects using competing service providers and those using in-house solutions. Arranged face-to-face meetings to move these prospects into a formal sales cycle.
- Typical clients: Stratton Corporation, A.N. Deringer, Merchants Bank, Vermont Teddy Bear Company, Vermont Castings, Perry Restaurant Group, Rock of Ages Corporation, Vermont Mutual Insurance Co.
- Two **East Major Accounts Awards** in FY2004 for highest net sales in the Eastern Region for ADP.

AIRS Human Capital Solutions, Inc., White River Junction, VT. 2006 – 2007

AIRS, is the worlds largest provider of training programs for professional recruiters, having trained over 60,000 recruiters since 1998, including recruiters from 75% of the Fortune 500. AIRS also provides industry-leading software products for sourcing automation and is an innovative provider of RPO services.

As Regional Vice President, Training Sales, was responsible for client and prospect sales of AIRS training products within one quarter of the U.S. and certain international markets.

- Targeted Fortune 1000 and large staffing/executive search firms within a large geographic territory to sell training programs for professional recruiters. Products sold include subscription-based (annually recurring revenue) products, one-time corporate trainings, and large group purchases.
- Titles Targeted: Owner/Principle, President, Vice President of Human Resources, Vice President of Talent Acquisition, Vice President of Staffing, Vice President of Recruiting, Recruiting Manager/Director, Staffing Manager, Director of Operations.
- Typical clients: AT&T, CH2M Hill Company, H&R Block, Flowserve Corporation, BP, Stewart & Stevenson, RSM International, El Paso Corporation, Applebee's International, Capital One Auto Finance, Electronic Data Systems Corporation, Burger King Corporation, Newell Rubbermaid, Inc.

DEM Solutions Ltd., Edinburgh, U.K. and Lebanon, NH. 2007 – 2009

DEM Solutions is a world leader in Discrete Element Modeling (DEM) technology and the developer of the EDEM™ integrated CAE simulation package for simulation and design of particle handling & processing operations and equipment.

As Sales Manager – North America, was responsible for client and prospect sales of DEM Solutions' industry-leading CAE simulation package EDEM™, plus associated training and engineering services.

- Targeted manufacturers and consulting firms throughout North America to sell advanced CAE simulation software. Products sold included annual leases, perpetual licenses, maintenance agreements, engineering services and training.
- Titles Targeted: Owner/Principle, President, COO, Vice President of Engineering, Engineering Manager, Design Manager, Simulation Group Manager.
- Typical clients: ASGCO Manufacturing, Astec Inc., Benetech Inc., Deere & Co., ESCO Corporation, Martin Engineering, National Institute for Standards & Technology, Protection Engineering Consultants, USDA.
- In 2008, was assigned as Global Account Manager for DEM Solutions **largest single account**, negotiating several contracts of key importance to the company.
- **#1 career seller of all DEM Solutions products and services** among those in a comparable role.
- **Repeatedly set new sales records for DEM Solutions.** These include:
 - Largest initial software sale,
 - Largest total sale,
 - Largest increase in year-over-year revenue from a single client (475%), and
 - Shortest time to close a perpetual license sale (13 days), which was also the largest initial software sale to date at that time.

Education: M.S., Mechanical Engineering, University of Massachusetts at Lowell, 1992.
B.S., Mechanical Engineering, University of Lowell, 1990.

References Available Upon Request.