

D. SCOTT HERR

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CEO / President / Director / Consultant

Extensive, Diversified, Management Experience. Founder of three successful companies, driving them from start-up through acquisition. Exceptional ability to position a company for acquisition or expansion into domestic and international markets.

Engineering Aptitude. Ability to quickly analyze technical or complex products and bring the sales and marketing effort and tools to the customer level. Special talent for harmonizing sales, marketing and engineering personnel. Awarded 19 U.S. and Foreign patents.

Global Marketing Expertise. Established global connections for both import and export. Worked extensively with many different cultures, ranging from Europe to Asia, driving global expansion.

Analytical, Planning and Organizational Skills. Ability to analyze products and plans, break them down to their simplest components, and streamline them. Successful at building cohesive and productive engineering, administration, and sales & marketing teams. Strong LEAN Enterprise proponent.

Excellent Communicator. Outstanding public speaker equally at home with engineers, business leaders, or media. Top rated writer of technical articles (Thomas E. Hanson award), press releases, manuals, case studies, and training tools. Extensive use of all media and media tools.

Leader, Mentor, Motivator, and Trainer. Excellent people skills with high ability to construct cohesive teams, establish goals, resolve issues, and motivate to success. Firm believer in and constructor of comprehensive training programs.

Top Notch Negotiator, Closer. Able to quickly assess customer hot buttons and create desire for products. Consistently beats sales goals in both gross sales and negotiated profit margins. More importantly – propensity for teaching this capability to others.

Selected Accomplishments

- Secured major accounts including Raytheon, Nissan, Carrier, Trane and Intel. Contacts throughout major manufacturers, and prime government contractors.
- Secured contracts to provide equipment for protecting the U.S. Constitution and Declaration of Independence at the National Archives.
- Secured DOD contracts for the GMD (Ground-based Midcourse Defense system), and the MinuteMan III refurbishment projects with Boeing and Bechtel.
- Adjusted products to open new applications and expand markets by more than 300%.
- Established six different international Rep organizations in six different distribution channels (industrial, commercial, OEM, government/military, distributor, direct).
- Secured over \$30 million in Federal, State and Private funding for companies ranging from start-up to expansion stage.
- Pioneered web supported “traveling road show” that led to exponential sales increase in 2 years.
- Developed 19 U.S. and foreign patents in solar energy, electronics, heat transfer, and software.
- Reoriented technologies several times to open new applications and markets. Very adept at “seeing all the potential”.
- Developed “Menu Master”, a precursor of Windows. Programmer level computer skills.
- Pioneered video analysis of manufacturing processes, with integration to MS Excel and Oracle.

