

SCOTT P. HUNTER

2327 Ventana Crossing
Marietta GA 30062

Senior Fortune 500 IT Professional

sphunter@scotthunter.org
(866) 214-4657

CAREER SUMMARY

Dynamic IT executive with a distinguished track record in global sales, account management, and business development, coupled with successful history of increasing revenue, market share and profitability in every assignment. Broad experience in IT markets and technologies to include high-availability, mission critical systems used in Fortune 500 and Telecommunications, U.S. Government Computing, and Retail Information Systems environments.

DISTINCTIVE QUALIFICATIONS

- Sales & Business Development**
- Extensive experience in all aspects of complex systems sales. Working with strategic partners to field solutions - hardware, software, and services - in fast-paced, demanding, large systems environments.
 - National account experience handling Fortune 500 relationships, including top companies like Federal Express, IBM, Equifax, Coca-Cola, Nortel, AT&T, EDS, Compaq, Dell, EMC, MCI, DoD, etc.
 - Skilled in building sales focused teams, their infrastructure, and then helping them exceed their quota.
 - Exceptional channels sales success - developing and fostering multi-tiered relationships and programs.
 - Consistently grown revenues. On or above quota in every commissioned position. Made Oracle Quota Club every year. Grew revenue from \$12M to \$178M in four years in last position.
- Strategic Planning**
- IT visionary and 'Out-of-the-box' creative thinker. Well-practiced in conceptualizing, defining, and implementing forward-looking strategies that turn emerging technologies into enterprise-class production systems.
 - Develops new solutions that give customers a strategic business advantage by continually driving customer focused requirements and business imperatives against leading-edge technologies and services.
- Leadership**
- Hands-on manager and talented communicator with exceptional ability to and motivate cross-functional teams in driving sales to highest standard of performance, consistently exceeding multi-million dollar quotas, providing superior customer service.
 - Successful track record of handling P&L responsibilities, partner relationship development, multi-million dollar project management.
 - Technology expert whose hands-on experience and credibility leads to long-term C-level relationships.

EXPERIENCE

CONVERGENT MEDIA SYSTEMS – Alpharetta, GA (2000-2005)
Provider of satellite broadband platforms and services for high-impact video-based corporate communications and distance learning programs.

PRESIDENT, PORTAL AND BROADBAND SERVICES

Business Development: Dual role of President and CTO leading the evolution of this \$65M Business Television (BTV) company into IP video markets with co-development partners Cisco, Sony, IBM, Wyse.

- Direct activities including the development of the business model, business development, partnerships, platform architecture, software design, and fielding.
- Develop revenue model for the transition to a go-to-market strategy, pitching the plan to investors and partners and then involving them in co-development, marketing and sales.

ORACLE CORPORATION – Redwood Shores, CA (1988-2000)
Enterprise software pioneer of application server, collaborative software and development tools.

SENIOR DIRECTOR, ENTERPRISE PARALLEL SYSTEMS (1995 – 2000)

Led sales and marketing of leading-edge systems running on new multi-node architectures.

Enterprise Systems Sales:

- Managed selling motion of Oracle and partner parallel sales, development and support organizations, exceeding quota every year with >40% CAGR, P&L revenue of \$178M in the last FY.
- Founded Oracle's Enterprise Technology Center, enlisted over \$12M of partner contributed equipment and software to help showcase product and prove-out customer implementations.

EXPERIENCE**ORACLE CORPORATION** (cont'd)**DIRECTOR, PRODUCT MANAGEMENT & DEVELOPMENT** (1994 – 1995)

Led Product and Marketing efforts for parallel product development, business plans, product requirements, marketing plans and programs, collateral, channels programs, support and sales training.

*Product
Marketing:*

- Responsible for marketing, performance analysis, product testing, documentation, beta field support and computer system support.
- Executive relationship management and sales strategy development at vice-president level to develop Parallel capabilities in worldwide regional sales, support, and consulting organizations.

PRINCIPAL SYSTEMS ENGINEER (1991 – 1994)

First field person for Oracle's corporate Massively Parallel Systems (MPP) Development group, interacting at senior management, executive levels within the company and prospective customers.

*Marketing
and Sales:*

- Responsibilities included all pre-sales customization activities, hardware and software installation, training, post-sales support, and project management for customer's participating in the MPP 'Early Adopters' program.
- Customer and sales force support for systems typified by thousands of networked connected clients, servers with SMP's, grids or clusters of 32 plus CPU's and multi-Terabytes of disk.

SENIOR SALES CONSULTANT - COMMERCIAL SALES (1991 – 1991).

Senior Oracle technical resource for benchmark activity in the region. Personally responsible for all benchmark activity associated with Fortune 500 accounts.

*Commercial
Sales:*

- Conducted tests, target hardware troubleshooting, O/S performance bottlenecks at vendor's manufacturing and design facilities and working with Oracle and vendor developers to resolve issues, e.g. Sun, IBM, Sequent Pyramid for USAir, Federal Express, Equifax, Coca-Cola, etc.
- Developed parallel query and load RDBMS processes for an Equifax benchmark that improved performance 1,000 fold. Reassigned to development by Larry Ellison.

SENIOR SALES CONSULTANT MANAGER – FEDERAL SALES (1988 - 1991)

Technical support for Federal sales in the 15 state region of the Southern and Central U.S. Responsible for Sales Consultants' personnel reviews, training, scheduling, sales activities.

*Sales
Support:*

- Managed integration of Oracle products and customer applications on heterogeneous platforms in LAN/WAN environments.
- Oversight of installation, configuration of Relational Database Management System (RDBMS) tools, technical and maintenance support of trials, coding of customer prototypes and benchmarks.

CHROMATICS (BARCO) – Atlanta, GA (1987 - 1988)

Held successively responsible positions as Applications Engineering Manager, Director of Customer Service for high-end producer of 2-D computer image generators, workstations, software.

ESCA (AREVA) – Seattle, WA (1985 - 1987)

Senior Hardware Engineer for this leader in the Supervisory Control and Data Acquisition (SCADA) and Energy Management Systems (EMS) business. Fastest growing 100 Companies.

EVANS & SUTHERLAND – Salt Lake City, UT (1979 – 1985)

Senior hardware engineer, systems engineer, test supervisor for a computer graphics pioneer.

EDUCATION

UNIVERSITY OF UTAH – Salt Lake City, UT
BSEE with advanced degree in Physical Chemistry