

Michael G. Scott

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Professional Summary

Accomplished **manager**. Real **paper** industry experience. Accomplished **salesman**. Beloved by **employees and corporate**. **Innovative and creative** leader. Seeker of **experience** and knowledge. Excellent **communication and relationship** building skills

Skills and Abilities

- Business operations
- Deep knowledge of paper industry
- 15+ years of sales experience
- Award Winning Salesman

Experience

Dunder Mifflin

Regional Manager-Scranton Branch

June 1990 – May 2011

Scranton, Pennsylvania

- Winner of 3 straight “Best Salesman in Pennsylvania” awards
- Promoted to manager of Scranton Branch after 5 successful years in sales
- Increased glossy stock paper sales by 75% over a one month period
- Collected approximately half of Dunder Mifflin-Scranton’s clients while in sales and as manager
- Consistently outperformed other Dunder Mifflin branches in revenue and total sales

Michael Scott Paper Company

President

April 2009 – May 2009

Scranton, Pennsylvania

- Took brief hiatus from Dunder Mifflin to create paper company; was bought out in multi-million dollar deal
- Outperformed local paper company, Dunder Mifflin, in sales by 80% over one month period
- Collected 90% of Michael Scott Paper Company client base
- Claimed 33% of Dunder Mifflin’s client base by offering lower prices and better service

Lipaphedrine Diet Pill Company

Sales Representative

October 2007 – October 2007

Scranton, Pennsylvania

- Became known as office expert on cinema and pop culture; was encouraged to write screenplays
- Developed excellent working relationships with coworkers; including top sales person Vikram
- Fostered a friendly environment throughout the office

Men’s Wearhouse

Customer Service Consultant

July 1988 – June 1990

Scranton, Pennsylvania

- Greeted customers and informed them of specials on products including khaki pants; increasing khaki pants revenue by 60%
- Lead all Men’s Wearhouse stores in sales from 1989-1990
- Promoted to assistant manager after 3 months of employment

Education

Scranton High School

Graduated 1988