**Scott E. Klingher**

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***Objective***

To find a work environment that will fully utilize both my technical and interpersonal skills and enable me to continue to grow and contribute.

***Business and Management Qualifications***

* Proven people and problem solving skills
* Effective communicator to both superiors and subordinates
* Both a team player and a team leader who is comfortable working under pressure to achieve a common goal
* High degree of computer literacy including Microsoft Office, universal remote programming and network programming skills, Crestron Intermediate Programmer, Visio

***Business + Technical Education***

University of Hartford – Business Program (Fall 1999 – Spring 2000) - courses in arts and sciences

Rockland Community College (Fall 2000 – Spring 2001) - courses included computer science and language arts

Lincoln Technical Institute- Electronic System Technician certificate with honors (Jan 2009 –Dec 2009)

***Selected Sales, Management and Technical Experience***

***Mitchell Wireless* – Cellular Phone Sales 2000-2002**

* In store sales 2000 - 2001 - achieved highest close rate in store
* Store manager 2001 - 2002 in newly opened satellite operation

***Sound FX of Central Valley***

Installer- 2002-2005 Sales – 2005 fall- 2006 Manager – 2006-2008

* During My Time at Sound FX I progressed from Installer to Sales Manager to Store Manager within the 6 year period
* Took over cell phone sales and installation business in late 2006 and ran it as my own company for six months. Although I couldn't compete with the major cell phone stores in this declining market the experience of running my own company was invaluable.

***Intra Home Systems***-

12/09 -8/11

* Installer, technician, network programmer, troubleshooter, Panasonic Phone systems Programmer (certified), experienced in basic to intermediate Crestron Software and Firmware uploads and Universal Remote Programming.
* In addition to the above duties I have been successfully performing inside sales for the company with existing customers as well as helping sell their services to potential outside customers.

***Crestron Electronics***-

09/11 – 9/14

* Tradeshow Technician – Installation and configuration of tradeshow booths from 10x10ft to 100x90ft.
* Installation and configuration of Crestron/3rd party equipment in newly renovated conference rooms, executive boardrooms, executive level personal projects, training rooms, sales demos, engineering demos, and customer experience centers across the country.
* Helped to develop weekly meetings in an effort to help organize the department as far as our current and future goals. Helping to prepare the team for the week ahead.
* Ordering Crestron as well as 3rd party accessories for future events.
* Created Crestron RL Sales demo and Tradeshow checklists that were published to the corporate global website as tools that helped complete successful events.
* Advanced knowledge of the programming and installation aspects of Crestron RL\Microsoft Lync
* Crestron RL Tradeshows – All events that showcased Crestron RL/Lync were discussed with myself and the Lync Engineering team to make sure we were showcasing the product in the best way possible, ordering the correct internet speeds, creating demo meetings for each event, creating connection drawings for the RL system, and contacting our partners to make sure we had a smooth collaborative showing at every event.
* Taught as well as updated other Experience team members with newest Lync setup protocol, newest certificates needed for network connections, as well as GUI or programming changes that were updated in the latest firmware
* Made sure Crestron was compliant to Microsoft’s strict certification policy of 3rd party gear that were showcased along with the RL product at each event as well as the Experience/Design Centers and conference rooms across the Rockleigh Campus
* Worked with The Crestron Lync team to help develop and improve the RL Product. Weekly Conference calls, beta testing products, technical phone support, working with engineers, attending Microsoft events and trainings.
* Intermediate Level Crestron programmer with ability to become certified with 2 more attended/passed classes at the Crestron Institute
* Ability to troubleshoot, diagnose and repair problems whether it was programming based (intermediate level), a hardware issue or a connection failure of Crestron products.

***Dynamic Productions***-

06/15 – current

* Head of Sales and Technology at the Install division of the company.
* Generate monthly installation calendar for our install team.
* Work with the clients one on one on the initial Sale and then through the installation process and final handoff.
* Create new marketing plans to help generate new business through a newly designed website, Direct Mailers and Local Tradeshows
* Programming and troubleshooting of Automation systems (whole house audio, lighting, thermostats etc.), network integration, universal remotes, Surveillance systems.