

# James Ott

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437 Hallman Ct  
Downingtown, PA 19335

**Phone:** 610-955-8655  
**Email:** james.ott7@gmail.com

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## EDUCATION

**West Chester University of Pennsylvania, West Chester, PA**

**December 2011-May 2015**

*Bachelor of Science Business Management*

**GPA: 3.44 (Expected)**

Skills & Accomplishments: Excel in coursework covering: Statistical Analysis, Economics, Econometrics, Operations Management and Finance. Dean's List: Fall, 2013 – 3.8; Spring, 2014 – 3.73

*Member: Sigma Iota Epsilon – National Business Management Honor's Fraternity*

## EXPERIENCE

**Bentley Systems, Exton, PA**

**December 2014-Present**

**Strategic Accounts Program Intern**

- Developed a sales opportunity process that enhances Strategic Account Manager's knowledge of account projects. Pipeline distributes opportunities from external database through internal databases with final product received by sales leadership through CRM system.
- Analyze and produce monthly and quarterly reports against program goals and meet with internal stakeholders to develop strategies to improve overall effectiveness.

**Tyco Fire Protection Products, Lansdale, PA**

**June 2014-Aug. 2014**

**Product Management Intern**

- Reconfigured a product line consisting of over 4,000 parts across over 50 suppliers to provide a more efficient approach to pricing.
- Developed a new pricing structure that standardized discount rates for customers.
- Effected expected top-line growth as a result of streamlined and standardized sales process.

**Scottrade, Inc., Exton, PA**

**Aug. 2013-May 2014**

**Brokerage Intern**

- Assisted brokers in the local branch with day to day operations.
- Studied new markets and developed models to understand changes over time.

**Commercial Utility Consultants, West Chester, PA**

**Dec. 2010-Jan. 2013**

**Analyst/Account Representative**

- Developed relationships with mid and large energy/utility users.
- Created and grew national analytics market for the firm by taking regional process and replicating and designing platforms to expand across new markets.
- Slashed many customer bills by 20% or more, with little to no capital expenses; majority of customer spending in excess of \$150,000 per annum.
- Prepared, presented and implemented sales and cost saving solutions to senior executive level employees including multiple FORTUNE 500 executives.

**CUC Global, Inc.**

**May 2010-Dec. 2012**

**Representative/Manager**

- Managed and developed all aspects of a startup company, including: hiring, training, and compensation.
- Sourced and managed sales channels, while developing vendor relationships and building new product lines (including international).

## **VOLUNTEER**

### **Downingtown Jr. American Legion Baseball Coach**

**February 2012-August 2013**

- Demonstrated leadership to 14-16 year old players and provided direction during their transition from Middle School to High School.
- Encouraged and fostered a most sincere team atmosphere by working directly alongside the players and completing drills and exercises with them, highlighting the importance of all levels of preparation.
- Developed and implemented strategies based around the skills of the players on the team to maximize their opportunity to succeed.

### **West Chester University of Pennsylvania Transfer Student Mentor**

**December 2014-Present**

- Provide guidance and support to first and second year transfer students to assist them in their transition to university life.
- Assist in developing a graduation goal and strategy to attain their desired their academic success. This is accomplished by developing a roadmap and establishing milestones to maximize the likelihood of success, considering factors including: current strengths, desired learned competencies and outside schedules.

## **SKILLS**

Statistical Analysis, MS Office Suite (Highly Advanced with Excel), Business Communication (Verbal/Written), Sales, Management, Team Building/Leadership & Followership, Customer Service, Public Speaking, SAP, Qlikview