Scott K. Johnson

scottj906@gmail.com 2512 NW Summerhill Dr.

Phone: 541.399.0777 Bend, OR 97703

**Objective:**

To contribute my experience in sales and cold calling, and use my effective communication skills and ability to self-motivate to make an impact as a Sales Development Representative for Amplion.

**Related Experience:**

**National Engineering Search, LLC,** Bend, OR 06/2015-02/2017

**Executive Recruiter**

* Cold call up to 100 potential candidates per day
* Performed research to ensure cold calls are targeted and efficient
* Utilized metrics to track call numbers, resumes received, job placements, etc.
* Operate database to keep track of communications and pipeline

**Excel Futures, Inc.,** Bend, OR 02/2014-05/2015

**Commodities Broker**

* Self-motivated to cold call up to 250 potential clients per day
* Manage client investments; determine entry points, monitor trades and decide on exit points
* Proactively contact clients at least once a week to update on market and open trades
* Research and monitor market trends to identify trade opportunities from both fundamental and technical analysis
* Keep up to date on world events to anticipate effects on the market

**von Borstel & Associates,** The Dalles, OR 12/2009-06/2012

**Marketing/Client Development**

* Communicated regularly with clients to strengthen relationships and increase referrals
* Coordinated quarterly seminars for up to 100 clients; recruited guest speakers, reserved facilities and catering, and promoted events to clients in the local area
* Interfaced with Broker-Dealer Compliance Department to ensure all communications materials met requirements
* Utilize CRM system, Gorilla, to track clients, prospect contacts and communications
* Acted as liaison with estate planners and tax professionals to ensure clients’ financial planning needs were met

**Education:**

**Michigan Technological University** **(MTU),** Houghton, MIGraduated: 12/2007

Bachelor of Science in Business Administration with concentration in Marketing

* Overall GPA: 3.1
* International Business Certificate

**Other Work Experience:**

**Pistil Designs,** Hood River, OR 09/2013-01/2014

**Warehouse Specialist**

* Independently fulfilled multiple orders in a fast-paced environment to ensure deadlines were met
* Demonstrated strong attention to detail and organization to accurately and efficiently complete orders
* Coordinated shipping/receiving and inventoried incoming shipments

**Kelly’s Language Institute**,Busan, South Korea 08/2008-08/2009

**ESL Teacher**

* Taught basic Science, Math and English to Korean students, ages 5-16
* Collaborated with teachers and administrators to develop lesson plans
* Learned to communicate through cross-cultural barriers

**Computer Skills:**

FileMaker Pro, Gorilla, Thinkorswim, Word, Excel, Outlook, PowerPoint, Base