

# Scott D. Becker

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## Sales Leadership

Skilled team leader focused on increasing revenue and maximizing profitability. Experienced in building and coaching high performance sales teams. Proven performer with development territories and "turn-around" scenarios.

## Professional Experience

### **Stanley Security Solutions, Indianapolis, IN 1/06 - Present**

#### **Strategic Account Manager**

- Recruited to penetrate new vertical markets with integrated security solutions.
- Achieved 140% performance to plan with sales of \$1.26 million during first year.
- Built a \$7 million pipeline.

### **McKesson, Inc. San Francisco, CA 4/02 - 1/06**

#### **Senior Technical Sales Manager**

- Ranked number one nationwide in unit sales for 3 consecutive years
- Finished 2005 at 253% of quota, with a \$20 million pipeline.
- Mentored two Technical Sales Managers on consultative sales techniques

### **American Card Technology, Inc. Marietta, GA 3/01 - 4/02**

#### **Vice President - Healthcare**

- Refined strategy and tactics for converting ACTI from a Smart Card solution provider to an intellectual property licensing company
- Developed and implemented Partner Program to create relationships with potential licensees
- Advised healthcare providers and insurers on use of smart cards as an integral part their compliance with the Federal Health Insurance Portability and Accountability Act (HIPAA)

### **Diebold, Inc. Canton, OH 4/95 - 3/01**

#### **Account Executive**

- Achieved record setting sales performance for MedSelect capital equipment in acute care hospital market
- Established consultative relationships with C-level executive personnel
- Specified and sold integrated hardware, software and service solutions that secured and automated transactions of value

#### **Regional Manager**

- Hired, trained and led 15 person sales/technical support team that sold security, access control and service solutions to Healthcare and Higher Education vertical markets
- Led team to highest national sales performance for two consecutive years

### **Telular-Adcor, Inc. Atlanta, GA 6/94 - 4/95**

#### **Director of Marketing**

- Created and executed alliance marketing strategies
- Developed promotional programs, trade magazine advertisements and sales literature
- Managed the International Security Conference trade shows

### **Digital Monitoring Products, Inc. Springfield, MO 2/93 - 6/94**

#### **Regional Sales Manager**

- Created strategic partnership with second largest U.S. residential housing developer
- Negotiated largest order in company history
- Cultivated and managed dealer network

**Aritech, Inc. Hickory, NC 1/87 - 2/93**

**Distribution Sales Manager**

- Managed sales of security and access control equipment in five regional territories
- Used field training, promotions and seminars to generate demand at dealer level, pulling products through distribution channel.
- Exceeded sales performance objectives in four of five managed territories
- Earned 1991 "Manager Of The Year" award

**Marketing Manager**

- Created and managed \$2 million marketing communications budget
- Appeared as invited speaker at five International Security Conferences (ISC) Expos
- Co-authored National Burglar & Fire Alarm Association (NBFAA) Continuing Education Unit course

**Product Manager**

- Facilitated communication between engineering and sales departments
- Created Market Requirement Specification which became Ademco Distribution's (ADI) 1989 "Best New Product"

**Union Camp, Inc. Wayne, NJ 8/84 - 12/86**

**Sales Representative**

- Sold corrugated containers and packaging systems to manufacturing firms
- Increased sales to existing customers and opened new accounts

**Simplex, Inc. Gardner, MA 4/82 - 8/84**

**Sales Representative**

- Designed and sold integrated fire alarm, security and access control systems
- Consulted with architects, design engineers, code officials and contractors
- Received two sales performance awards

**Scottguard Security Systems Blacksburg, VA 1/75 - 4/82**

**Owner**

- Created and operated a sole-proprietorship in High School
- Sold, installed and serviced electronic security and fire alarm systems
- Operated company through college, subsidizing college expenses with profits

**Education**

**Masters Degree, Business Administration (MBA)**

Appalachian State University (University of North Carolina) Boone, NC

**Bachelor of Science Degree (BS), Marketing Management**

Virginia Polytechnic Institute and State University (Virginia Tech) Blacksburg, VA