

SCOTT W. BARNES

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PROFILE

- Seeking fulltime career opportunity in Operations and Supply Chain Management.
- Possess five years of operations experience with increasing budgetary and management responsibility in both startup and enterprise environments

EDUCATION

KRANNERT SCHOOL OF MANAGEMENT, PURDUE UNIVERSITY Lafayette, IN

- *Master of Business Admin, Concentration in Operations and Supply Chain Management (Expected May 2010)*
- *Dean's List Honor Student*
- *Pursuing Global Supply Chain Initiative and Dauch Center for Management of Manufacturing certification*
- *Graduate Assistant, Management Communications Curriculum*

BRIGHAM YOUNG UNIVERSITY Provo, UT

- *BAS Economics, Graduated in 2006*

EMPLOYMENT HISTORY

Summer 2009 **AT&T, ADVANCED AD SOLUTIONS** Atlanta, GA

Leadership Development Program - Lead project to identify top AT&T Print advertising customers that do not purchase internet ad space. Worked on the initiative to fully implement Salesforce.com software, including both training of sales managers and periodic audits. Finally, developed tracking and financial tools to monitor the groups progress towards meeting sales targets

- Identified over 400 new customers resulting 18 new contracts.
- Found and resolved over \$7 million in discrepancies between reported income and that found in Salesforce.com
- Proposed and implemented new senior management reporting tools to more accurately track progress towards reaching financial goals and targets

2006-2008 **C. R. ENGLAND, NATIONAL DIVISION** Salt Lake City, UT

Fleet Operations Manager - Fleet Operations Manager for one of the largest freight carriers in the United States with over \$700 million in annual revenues. Ranked largest carrier in the US of refrigerated and perishable freight

- Managed day-to-day operations of fleet of 90 drivers, including management of asset production and logistics, customer service, driver training and safety
- Consistently maintained asset utilization above 80 percent, with company standard being 70 percent
- Sustained high asset utilization, monthly revenue miles exceeding 1.1 million miles, 15% above goal

2004 - 2006 **MILLENNIUM AUTO NETWORK** Draper, UT

Founder and Operator - Recognized a need to guarantee that Utah-based Budget Truck Rental franchisees had a constant inventory of trucks, especially during peak summer months. Partnered with Budget Truck Rental in Denver, CO, to handle the relocation of its trucks to its franchisees in Utah and neighboring States

- Handled all aspects of the relocation firm as well as the logistics for an auto wholesale company
- Grew company from operating strictly in Utah to covering 7 western states
- Achieved 100 percent on-time transfer of Budget assets while maintaining a perfect safety record

2001 - 2004 **WARD BROTHERS LLC** Provo, UT

Operations Manager - Oversaw the day-to-day operations of a 25-year old, Utah-based restoration company

- Managed 20 full-time technicians and two office employees. Responsibilities included payroll, hiring, training, customer relations and marketing
- Oversaw the transition from a pen and ledger-based system for tracking business and clients to a fully automated computer system. Resulted in a database of more the 30,000 local customers

ACTIVITIES

2009– PRESENT **KRANNERT SCHOOL OF MANAGEMENT MENTOR PROGRAM** West Lafayette, IN

- Selected by peers, administrators and professors to act as a mentor to a group of incoming 1st MBA students

1999– 2001 **LDS SERVICE MISSION** Yerevan, Armenia

- Dedicated two years to humanitarian and religious work in Yerevan, Armenia
- Fluent in speaking, writing, and reading Armenian