

SCOTT RICHEY

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Executive

Operational Excellence • Business Strategy • Turnaround Profitability • Sustainable Growth

Executive Sales and Operations Leader with demonstrated success defining the vision and strategy for business development, operations management, investment analysis, project management, and growth-oriented leadership in high growth companies. Knowledgeable in M&A due diligence, technology integrations, and revitalizing underperforming organizations to enable multimillion dollar growth through effective business planning and operational scalability. Skilled at leading organizational transformation and driving sustainable profitability in challenging economies and highly competitive markets.

- Committed to building and leading cohesive sales and operations teams with a strong sense of accountability, collaboration, and communication to drive overreaching organizational objectives.
- Expertise in corporate growth strategy and continuous improvement methodologies to create a culture of cross-functional collaboration to drive performance excellence.
- Growth-minded leader who has consistently restructured and revitalized underperforming operations and developed leaders at all levels to achieve sustainable success in new business sales, client retention, and market expansion.

AREAS OF EXPERTISE

- Sales & Operations Management
- Stakeholder Relations
- Business Transformation
- Revenue/Cost Models
- Business Development Strategy
- Financial Management
- Regulatory Compliance
- M&A Due Diligence
- Revenue Growth Strategies
- M&A Integration Plans
- Personnel Development
- Project Management

PROFESSIONAL EXPERIENCE

Ambiente Opco, LLC | Austin, TX

January 2017 - Present

Chief Operating Officer

Lead an organization across four facilities and oversee all strategic planning, operations, efficiency modeling, due diligence, integration planning, sales, and financial analysis for a Texas-based company.

- Analyzed internal processes and evaluated talent to guide a successful reorganization in 2017, including realigning teams, top grading talent, and implementing software and process to increase productivity and efficiency.
- Deployed process improvements to decrease operating costs while increasing revenue by nearly 60% over five years and maintain the cost structure to achieve sustainable profitability even through pandemic challenges.
- Optimized efficiencies in inventory logistics and tracking, defined shipping standards, and created a culture of accountability across operations and sales.
- Work closely with the owner to conduct due diligence for new acquisitions, develop and execute integration plans, and consolidate facilities.
- Build sales forecasts, manage major account relationships, and collaborate with product manufacturers and importers to create sales plans, shape pricing supports, and communicate with internal stakeholders.

Landmark Dividend | Fort Worth, TX

November 2015 - January 2017

Vice President of Sales

Supported new business development for a direct contributor REIT Investment Fund and designed financial proposals for clients to enable cash flow through diversified real estate investments and create discount rates for real property.

EnTouch Controls | Richardson, TX

July 2013 - October 2014

Director of Sales, National Accounts

Worked closely with the executive leadership team and Board of Directors to develop national strategies for sales of integrated Energy Management Systems and SaaS solutions for the Restaurant and Retail industries. Redefined the customer base, opened new sales channels, and built a strong pipeline using Salesforce, delivering 300% sales growth across the Western and Central US.

Forvino | Fort Worth, TX

June 2009 - July 2013

Consultant

Consulted with restaurant groups, business owners, and executives of SMB companies to create efficient sales plans and identify areas for cost savings. Developed long-term strategic market share plans, analyzed financial plans, and created distribution sales channels.

Winebow | Montvale, NJ

October 2007 - June 2009

Corporate Director, National Accounts

Recruited to direct customer growth strategy and business planning for an importer and distributor of globally sourced fine wines and spirits. Developed a customer base of VP and C-level relationships, trained National Account teams to increase unit sales, and successfully increased national sales to more than \$4M within the first year.

Glazer's Distributors | Dallas, TX

July 1998 - October 2007

Corporate Director, National Accounts (August 2004 - October 2007)

Led strategic planning and provided leadership to 12 business groups generating \$80M in sales revenue and maintained relationships with executive leadership teams at national chains. Devised the division strategic growth plan which produced a 15% increase in sales annual sales.

General Manager (January 2003 - August 2004)

Promoted to turn around the underperforming Austin market and restructured the division to enable cost savings while driving 40% sales growth within the first year. Successfully returned the region to profitability by developing strong relationships with C-level decision makers and top influencers in the local and regional retail stores, restaurants, and grocery chains.

Director of Sales (March 2001 - January 2003)

Led a division of eight sales leadership groups comprised of nearly 80 employees generating \$40M+ in annual revenue in the North Texas region. Deployed sales and marketing strategies which produced 10% market growth and surpassed national and regional corporate growth trends.

District Sales Manager (April 2000 - March 2001)

Promoted to lead a team of five Sales Representatives and provided mentorship and support to drive territory growth, enabling 30% growth in team sales and exceeding revenue targets by 120% while maintaining zero turnover.

Sales Representative (July 1998 - April 2000)

Drove rapid growth in a low performing territory, increasing sales by 500% within two years, from \$120K to \$1.4M in annual sales through strong customer relationship management.

ADDITIONAL EXPERIENCE

Le Cordon Bleu | Dallas, TX

December 2011- 2012

Adjunct Faculty, Culinary College

Taught courses in Management, Operations, and Human Resources for the Associate Degree program.

EDUCATION

Bachelor of Arts (B.A.) in English | University of Texas at Arlington | Arlington, TX