

PROFESSIONAL EXPERIENCE

ARROWOOD CORPORATION, Dallas, Texas

2005 – 2009

Regional Sales Manager

- Responsible for increased annual sales of \$190K in 2004 to annual sales of \$4.4M at the end of 2007 by landing new accounts and introducing existing accounts to manufacturers with strong design and sourcing expertise.
- Increased Arrowood Corporation sales by \$2.7M in a six-month period with the placement of MLB, NBA and Bobby Jack licensed product.
- Responsible for bedding, bath and window treatment product development, placement and management for accounts including: JCPenney, Sears, Dillard's and Amazon.com.
- Managed relationships with six global manufacturers as an avenue to grow the business by aligning account needs with manufacturers' core strengths through recommendations of product development, supply chain management, and term negotiation.
- Conducted competitive analysis to understand voids in the marketplace as well as successful merchandise assortments to help identify growth opportunities.
- Analyzed weekly reports utilizing point of sale data from key accounts to manage the home textile supply chain for a variety of manufacturers including: Textstyle LLC, Weavetex Overseas, Dan River Inc, Royal Heritage Home, Blue Ridge Home Fashions, and Veratex Inc.
- Understood each account's consumer segment needs and the relative importance of each channel of distribution to develop product accordingly.
- Worked directly with Executive Management from each manufacturer to develop exclusive merchandise, which is branded under national, licensed, or private label.

ARROWOOD CORPORATION, Dallas, Texas

2000 – 2005

Information Technology Consultant

- Developed and maintained the corporate merchandise information system, which manages all sales information processed by the company.
- Designed and implemented the company's first paperless management system used for data tracking and analysis eliminating 40 hours per week of manual preparation and analysis.
- Developed web applications used to conduct forecast and point of sale modeling and analysis.

BLUE RIDGE HOME FASHIONS, Chuzhou, Anhui, China

2006 – 2007

Information Technology Consultant

- Designed, implemented, and launched both the front and back-end of their retail website applying standards based methodologies with a focus on the union between form and function.
- Managed Google AdWords to direct traffic to the website.

CEDARS-SINAI MEDICAL CENTER, Los Angeles, California

2002 – 2005

Software Developer

- Planned, implemented, and maintained data driven applications related to quality assurance measures for the Prostate Cancer Center (PCC). This included data capture applications for clinical research, patient tracking applications, and laboratory information management applications.
- Developed data driven web applications for the capture and analysis of operational data in clinical and laboratory settings.
- Implemented and maintained electronic data capture systems for clinical trial data management.
- Trained clinicians at multiple national sites on the proper use of developed systems.
- Gathered requirements and produced design specifications for new software development projects.
- Speaker at The Society of Clinical Research Associates (SOCRA) Annual Conference 2004 discussing the coordination of in-house data management systems with an electronic trial host.

EDUCATION

UNIVERSITY OF OREGON, Eugene, Oregon
Master of Architecture, Ecological Design Certificate

2009 – Present

- Projected completion, June 2012
- Graduate Teaching Fellowship – Spatial Composition, Fall 2010
- Graduate Teaching Fellowship – Human Context of Design, Winter 2011
- Graduate Teaching Fellowship – Architectural Context, Spring 2011

INDIANA UNIVERSITY, Bloomington, Indiana
Bachelor of Arts, Computer Science

1998 – 2002

- Recipient of Indiana University Faculty Award, 1998 – 2002
- Member of College Honors Department
- Achieved Dean's List, 1998 – 2002

TECHNICAL EXPERTISE AND CREATIVE PORTFOLIO

Areas of technical experience include:

- Adobe Creative Suite 4
- Google SketchUp Pro
- Artlantis Studio 3
- C# for ASP.NET, ASP 3.0, Java, XQuery, XSL, Scheme, VBScript, JavaScript
- Object Oriented Methodology
- SQL Server, Mark Logic (XML Database)
- XML, XHTML, DHTML, HTML, CSS based design
- Certified developer and trainer for InForm™ (web-based EDC solution)
- Cloud Computing, Mac OS X.6 Leopard/Snow Leopard, Windows XP

Creative Portfolio: www.blakecscott.com