

Scott Vegte

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Professional Summary:

Results-driven Sales Professional and Entrepreneur with over 25 years of experience in Audio, Visual, Lighting Integration, and General Commercial Construction. Proven expertise in Brand Development, Business Acumen, and Technical Prowess, delivering client-centric solutions. Adept at inspiring high-performing teams and forging strategic partnerships.

Professional Experience:

Sales and Business Development:

- Investing in personal relationships with architects, consultants, manufacturers, and major clients has been integral to creating a consistently growing funnel
- Recognizing the importance of diversified portfolios, I've built a broad client base to ensure resilience that is not solely reliant on all mega client accounts
- I prioritize clear communication and meticulous understanding of client needs, to rapidly and accurately assess strategic opportunities, coupled with financial alignment to clients' plans, has been crucial for success

Technical Expertise:

- Mastered Electrical Contracting in residential, commercial, and agricultural sectors
- Specialized in Audio, Video, Lighting (AVL), and Controls with a continuous learning mindset, across various verticals including casinos, hospitality, entertainment, education, corporate, house of worship, and theme parks

Integrated Business Architecture:

- Led diverse high-profile projects with people-centric leadership
- Leveraged state-of-the-art software and hardware to manage, operate, control, report, and promote the company, ensuring efficient project management and optimal business operations

Core Competencies:

- Strategic Visionary Leadership
- Adaptive and Dynamic Decision-Making
- Team Building, Collaboration, and Inspiration
- Results-Driven Leadership

Focus on Revenue Growth:

A strategic leader, driving sustainable revenue growth through innovative strategies, emphasizing long-term success by actively identifying new revenue streams, optimizing existing ones, and fostering strategic partnerships, all guided by comprehensive and adaptable strategic planning within the realm of business architecture.

Holistic Approach and Emotional Intelligence:

Balances the pursuit of short-term achievements with a commitment to long-term sustainability, integrating emotional intelligence into goal-setting for both efficiency and mindfulness.

Professional Achievements:

- Consistent top earner, recognized for Outstanding Sales Performance YoY
- Pioneered AV-as-a-Service, transforming client engagement through innovative rental solutions for systems of any scale
- Overhauled Sales and Design process, introducing 3D visualization solutions and Scope of Work Templates to increase efficiency and reduce pre-sales engineering staffing needs by 50%

Work History:

- CSD Group LLC – 2024 to Present
- DBA Design Group – 2024 to Present
- All Pro Integrated Systems a Sweetwater Company – 2015 to 2023
 - Director of Business Development & Marketing
 - Director of Sales Operations & Marketing
 - Director of Sales Operations
 - Sr. Sales Manager
 - Regional Sales Manager
 - Residential Systems Manager
- Amani Inc – 1999 to 2014
 - Founder, Owner, and President,
- Russell's Electric – 1992 to 2003
 - Owner - Vice President,

Education:

- Associates in Industrial Electrical, Northwest Iowa Community College, 1992–1993.
- High School Diploma, Sioux Center High School, 1991.