

SCOTT C. MITCHELL

10227 Charissglen Circle
Highlands Ranch, CO 80126

(720) 480-7942
scottmitchell10@me.com

SUMMARY

Senior executive with extensive international operating and general management experience in diverse industries including solar, aerospace, appliance, financial, and consulting. Responsibilities throughout career consisted of business development, merger integration, operational excellence, financial risk management, transformational change acceleration, business process design/controls, engineering, and quality management.

EXPERIENCE

The Monroe Group

Denver, CO

2007 – Present

President,

P&L responsibility for three (3) subsidiary companies in three (3) different industries (automotive, infrared, and solar). Accountable to the Board of Directors to develop and implement the strategic goals and objectives of the organization. To give direction, execution, and leadership toward the achievement of the organization's vision, mission, financial and performance goals.

Significant Accomplishments

- Sold Infrared Company to fortune 500 company at 12X EBITDA
- Positioned Solar Company to be sold to (Canadian) publicly held company for 7X EBITDA by successfully transitioning start-up solar company from an R&D operation and mindset with one US based customer to a global high volume production company with a 75% increase in recurring revenue and worldwide customers.
- Leveraged Government relationships to receive approximately \$1M from US Space and Missile Command Center (SMC) , and Air Force Research Laboratory (AFRL) with a confirmation of an additional \$2M per year for the next 3 years.
- Successfully expanded Automotive/Heavy Truck Company into Mexico with “follow the customer” expansion approach, and currently transitioning into India.

Accenture

Denver, CO

2006 – 2007

Partner, Business Process Outsourcing

P&L responsibility for \$235M in revenue with approximately 2,500 employees driving new products, and services globally. Accountable for profitable growth and managing transitions of 25 client's outsourced solutions to Accenture's delivery centers around the world. Reporting groups include Operations, Service Management, Finance, Solution Architects and Merger and Integration teams.

Significant Accomplishments

- Developed and implemented a standard service offering to new and existing clients fortifying Accenture BPO as the leaders in the industry.
- Restructured Operations Group in the first 4 months reducing annualized cost by \$3M, and upgraded the service management teams.
- Stabilized two core client dissatisfaction issues by getting to the root cause and placing a governance model with measurable objective to successfully manage client expectations.
- Improved client service by implementing a business shared services (BSS) structure to eliminate redundant processes and increase scalability and productivity estimated savings to be 15% year over year.

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First Data Corp.

Denver, CO

2000 – 2006

Senior Vice President, Business Improvement

Responsible for business development improvements worldwide. Coordinate, facilitate, and translate core business plan strategies into reality including E-commerce B2B, and host-to-host transactions. Devise and facilitate risk management strategies to achieve financial objectives.

Significant Accomplishments

- Improved Western Union domestic sales team productivity by 52%
- Restructured TeleCheck Business Unit resulting in profit improvements of 10% and successful integration into shared services environment.
- Achieved \$150 million in incremental revenue, and \$112 million in EBIT savings.

Maytag Co.

Newton, IA

1999 - 2000

Director, Operations and “LeanSigma”

Responsible for driving and improving quality, cost, and delivery to customers, as well as managing plant layout, material handling, and administration of cost reduction programs. Support new product development processes by integrating manufacturing’s build capability to achieve customer expectations.

Significant Accomplishments

- Achieved \$100 million in cost improvements
- Reduced \$30 million in customer inventory on annualized basis by developing a pull system from retail stores to fabrication.
- Improved Warranty and Service Call Rates 9%.

OTHER EXPEREINCES

AlliedSignal/Honeywell Inc.

Greer, SC

1996 - 1999

Business Unit Leader, Aerospace Engines

P&L responsibility for the overall management, direction, and operation of approximately \$200 million business unit. Lead activities pertaining to the manufacture and overhaul of critical rotating gas turbine engine components, ensuring customer satisfaction in price, delivery, and quality.

1995 - 1996

Manager, Operational Excellence

Led Six Sigma & Lean Manufacturing deployment to meet business needs. Coordinated Six Sigma & Lean Manufacturing training across all functional groups. Applied advanced statistical methods to improve process capability and optimize breakthrough performance. Cultivated change management through a network of Six Sigma individuals.

1988 - 1995

Engineering Section Manager

Provided overall technical leadership for research, design, product development, and product liability. Maintained a close technical liaison with the Product Design activities of supported customers and serve as their agent on site. Function as the focal point between suppliers, operations, and customers to assure smooth product flow and resolve any conflicts between the three.

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Babcock & Wilcox

1987 - 1988

Research & Development/NDT Engineer Lynchburg, VA

Responsible for training Quality personnel engaged in Nondestructive Testing of Nuclear Reaction Vessels. Designed and implemented new NDT techniques as well as writing/revising procedures, and technical documents. Additional responsibilities included performing NDT methods on piping, weldments, and reactor vessels.

1983 - 1987

United States Air Force

NDT Technician/Supervisor

Performing NDT on aircraft components including the C5A (Galaxy) C130 (Hercules), C-9 (DC-9), and T-39 (Salinger). Responsible for planning and controlling work in assigned areas to pre-determined schedules. Giving technical assistance on problem solving and diagnosing malfunctions. Training new technical personnel. Acting as training liaison between defense contractor technicians and Air Force Personnel.

EDUCATION

University of Denver

Master of Business Administration

Denver, CO

Beta Gamma Sigma

Southern Illinois University

Bachelor of Science Degree
Industrial Engineering

Carbondale, IL

COMMUNITY ACTIVITIES

- Young Presidents Organization – Member of Rocky Mountain Chapter
- ALS Association
- Colorado UpLift
- Colorado Sports Hall of Fame
- Mental Health Association of Colorado