

Scott Dewar

**707 Valetta St
London On N6H 2Y7
(548)888-2823
dewarmore5@gmail.com**

CAREER OBJECTIVE

- To obtain a sales/ operations/ management position representing unique products with superior service model.

OVERVIEW

- Over 25 years experience in sales, operations and customer relations
- 15 years experience with \$B Masco Coatings Group
- Extensive knowledge of Canadian Architectural Coatings Industry
- Highly motivated, professional attitude
- Energetic, reliable, adaptable and adventurous
- Thorough knowledge of Mac OS, IOS, Windows and Office Software
- Proven oral, written and presentation skills
- Thrive in an environment of constant change and improvement

EMPLOYMENT HISTORY

Behr Process Canada

June 1, 2002 – October 31, 2017

Territory Manager -2008/ KAM/RSM – October 2016/ Operations Manager
(special project) - October 2017

- Final project to build and execute KILZ Brand expansion plan for Canada.
- Researched and interviewed 7 sales agencies to represent KILZ Brand at over 4200 retail outlets with start date of Sep., 2017
- Key Account Manager for Rona/Reno-Depot and Operations Manager for up to 4 territory reps in Eastern Canada
- Researched and forecasted sales for new KILZ skus which are expected to double sales at Lowe's Big Box chain in 2017
- Helped to sell in and led rollout for 2 new KILZ Brand paint lines in December, 2015 at Reno Depot Big Box chain
- Trained: Internal group, distributors, merchants and store paint staff
- Previously managed a territory of 27 accounts representing all Masterchem Brands totalling 30% of Eastern Canada's budget
- Participated in multiple Trade Shows
- Participated in setting POGs at both Walmart presentation centres in GTA

- Employee selection process including: recruiting, interviews, hiring and orientations
- Led weekly conference calls for sales, marketing, finance and distribution
- Sales driver award winner

Sears Home Central, London Ontario April 1998 – May 2002

Inspector/Commission Sales Representative/Sales Manager

- 25 to 30 presentations per week in Southern Ontario
- Averaging over 50% closing ratio for Indoor Clean Air Services division
- 12th of 150 reps in national sales contest
- Increased orders delivered by over 12% yearly in last three years of employment
- Responsible for leading daily sales team meeting and training new sales reps.

Zehrs Markets, London Ontario 1983-1994

Dairy Manager/Clerk

- Coordinated various ordering and merchandising activities for a 90,000-sq ft. supermarket with annual sales of \$25 million
- Supervised, trained and motivated work crew of up to 8 associates
- Updated and maintained inventory documentation

EDUCATION

Fanshawe College, London Ontario 1996-1998

Business-Marketing Diploma

- Successfully completed program in April 1998

COMMUNITY INVOLVEMENT

- Coach for South West Optimist Soccer League since 2012