**SCOTT P. HALLIBURTON**

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**Senior Sales Manager**

**Sales Team Leadership • Account Management • Business Development**

***Driving sales growth through multi-functional teams and customer excellence***

Expertise and accomplishments in:

Sales Growth & Profits - Team Selection - Training & Development - Total Customer Management

**Professional Experience**

**CY Top Limited Senior Account Manager** 1/2020 – Present

*Private label manufacturer in the United States and abroad, servicing Walmart and Sam's Club.com with Kitchen, Housewares, Hardware Domestics, Baby, and Seasonal*

* Managing 8 Walmart Departments, 2 Sam’s Department plus many Walmart International markets
* Led annual event, Back to School and Omni-Channel efforts in all categories

**5G Consulting Director of Sales** 2/2017 – 1/2020

*Household Chemicals, Health and Wellness, Alcohol and New Age Beverages*

* Introduced 3 new companies into Walmart & Sam’s Club (private label and branded)
* $10MM in incremental sales, developed new Analytic tool to report data

**KIK Custom Products Team Leader Wal-Mart Sales** 9/2014 – 2/2017

*Team Leader of Walmart, Sam’s Club, Walmart International and Walmart.com*.

* Managed 3 company acquisitions
* Added 8 items for 2015 and 30 New items for 2016
* Gained incremental distribution in Mexico, China, & Chile

**Johnson Controls Managing Director, Wal-Mart Sales** 5/2014-9/2014

*Exclusive supplier of automotive batteries to Walmart*

* Rolled out new Value Brand of batteries at Walmart
* Rolled out new curbside service in the Florida market

**Walmart Sales Success Owner** 3/2010 – 5/2014

*Broker and Representative for small to medium sized companies to Wal-Mart and Sam’s Club*Managed 7 companies resulting in $50 Million of incremental sales

**The Harvest Group Team Leader Director, Wal-Mart Sales** 5/2009 – 6/2010 *Broker and representative small to medium sized companies to Wal-Mart and Sam’s Club*

Managed 20 companies and over $100 million in incremental sales

**Energy Brands Director, Wal-Mart Sales** 6/2007 – 2/2009

*Glaceau Vitaminwater – Division of Coca-Cola*

*Category leader in enhanced water and premium water categories*

* ***Grew business from $37 million in 2007 to $170 million in 2008***
* ***Built team from the ground up hiring all resources dedicate against account*** Supplier of the quarter 3 consecutive quarters – 2007 and 2008
* Supplier of the year 2008 - Dry Grocery & Beverages
* Price Leadership Award 2008
* Won 2008 Wal-Mart VPI Contest

**Omron Healthcare, Inc. Director, Wal-Mart Sales** 4/2006 – 5/2007 *Category leader in personal health & wellness products including electronic blood pressure monitors, pedometers, scales and thermometers*

**Anheuser-Busch, Inc. 1990 – 2006**

**Senior Key Account Manager / General Manager / Team Leader** 10/2000 – 4/2006 *Managed and grew the Wal-Mart account, overseeing promotions, ad support and merchandise activity at Wal-Mart Supercenters and Sam’s Club*

* Opened Bentonville office, selected, hired and developed a multi functional team to coordinate Sam’s regional buying structure.
* Generated over $500 million annual sales with 500 wholesalers providing direct store delivery to Wal-Mart stores
* Grew 2003 Sales over 9% Comp (same store sales), 25% overall at Walmart, and 16% Comp, 19% overall at Sam’s Club
* Distributor of the Year for 2003
* Supplier of the Year for Dry Grocery, 2002
* Supplier of the Quarter for all of Dry Grocery 2nd & 3rd Quarter 2002.
* Selected as exclusive category partner October 2002 to 2006

**Key Account Manager** 2/1999 - 10/2000

*Managed promotions, ad support and merchandising at Supercenters and Sam’s Club and communicated with 300 wholesalers with direct store delivery to Wal-Mart stores*

**Regional Sales Manager - Metal Container Corporation** 6/1992 – 1/1999

*Sales management to 14 soft drink locations in the Southeast and Western U.S.*

**Wholesaler Inventory Coordinator – Ft. Collins, CO** 6/1990 – 5/1992

*Front line supply chain communicator between wholesaler and brewery*

**The Davies-Young Company District Manager, St. Louis, MO** 7/1989 – 5/1990 *Innovative leader in the cleaning/maintenance products*

**Allergan Pharmaceuticals Territory Manager** 5/1988 – 6/1989

*The global specialty pharmaceutical company that develops and commercializes innovative products for the eye care, neuromodulator, skin care and other specialty markets*

**Procter & Gamble Sales Representative** 7/1985 – 5/1988

*Handled a retail section in the St. Louis Metro area for Paper Products*

**Education**

**WASHINGTON UNIVERSITY,** St. Louis, MO **MBA Executive Program**

**UNIVERSITY OF MISSOURI - COLUMBIA BA Economics**; Minor English

* All American Swimmer.
* Eight-time Big Eight Champion
* Four-time Missouri State Champion
* Competed in 1984 U.S. Olympic Trials

**Community Involvement**

* 2019 Arkansas Masters Swimmer of the Year
* President, St. Louis Masters Swimming 1997 - 1999
* Board Member Arkansas Masters Swimming 2014 to present
* Board of Arkansas Children’s Hospital Gala 2015 to present
* Coaching Little League Baseball, Basketball, and Soccer
* Board Member Arkansas Philharmonic Orchestra 2009 to 2014
* Chairman, Bentonville Chamber of Commerce Champion Members, 2003 to 2006
* Board Member, Northwest Arkansas Community College Foundation 2003 to 2007
* Board Member, Community Center Project 2001 to Present
* Board Member, Bentonville Chapter of Habitat for Humanity, 2003 to 2005