

SCOTT UMEMOTO

MY PHILOSOPHY

Be truthful to yourself
Treat people with dignity and respect
Always strategize to win and improve performance
Question, listen, learn, share, innovate, manage, and lead

EXPERIENCE

April 2017 - Present Day Wireless Systems Seatac, WA

Director of DAS Solutions

- Responsible for growth and development of DAS sales division. Work with service support departments, design and engineering, to collectively manage and grow the DAS division company wide
- Establish OEM relationships: JMA, Solid, CommScope, Comba, ADRF, Corning
- Establish Cell Booster and Middleprise cell OEM relationships: Wilson, Nextivity/Cel-Fi, SpiderCloud
- Build key partnerships with distribution: Anixter, Tessco, Alliance
- Build working relationships with industry partners such as 3PO's (Connectivity, ATC, Mobilitie) and carrier coordination services
- Provide training and education presentations to AHJ's, First Responders, large contractors, distribution business development teams, electrical and building engineering firms
- Implemented national, large account focused DAS strategy
- Recognized 134% overall revenue growth in first full year of division leadership

July 2004 – April 2017 Day Wireless Systems Seatac, WA

Area Sales Manager

- Responsible for growth and development of the Land Mobile Radio (LMR) sales division. Duties included both management of Motorola Professional Commercial Radio (PCR) dealer sales, Motorola Manufacturer Representative (MR), and Motorola Federal MR sales teams.
- Recognized continuous YoY revenue growth as one of the top 2 sales divisions in DWS
- Created and managed DWS sales team online forecast tool and service request tools
- Initiated creation of DWS service maintenance quoting tool
- Managed sales team for Western WA. Managed Eastern WA sales team on two separate stints, during which no E WA manager existed.
- Responsible for Motorola Channel Partner relationships in WA

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September 2001 – July 2004 Day Wireless Systems Tacoma, WA
Service Shop Manager

- Responsible for management of service support technicians, customer relations, and project management. Initially started with the Tacoma location, soon managed (3) locations at the same time: Tacoma, Kent, and Olympia, along with sales reps located within each service shop.
- One of only select few successful shop managers that did not rise from the ranks of the service technical team
- Strong ability to manage and lead employees of all levels and abilities.
- Provided project management of one of the largest Motorola two-way radio system upgrades – Tacoma First Responder 800mhz Radio System
- In 2004, DWS senior management requested I move back to role of Sales Manager

January 1999 – September 2001 Day Wireless Systems Seattle, WA
Sales Manager – Western WA

- Responsible to develop and expand the LMR sales team in Western WA. Create structure, process and procedural controls. Establish relationships with Motorola Dealer Channel management.
- Roll out new Motorola MR program
- Restructured sales team to promote growth

WORK RELATED TOPICS

- Relationship building with OEM and Distribution Partners
- Current Board Member for Safer Building Coalition
- Effective speaker and training lead for company sponsor training events

SKILLS AND ABILITIES

Team Building. Leadership. Project Management. Strategist. Detail Oriented. Process and Procedure Management. Report Creation and Analysis. Group Presentation and Training. Conflict Resolution. Honesty, Integrity, and Humor.

EDUCATION

Eastern Washington University Cheney, WA
BA Business Administration