

**Biography**  
**Scott Roberts**  
**Associate, GrowthSource Incorporated**



A passionate skier and road biker dedicated to his family, Scott brings a perspective and level of insight to GrowthSource and its clients developed by years of experience in a spectrum of sales and corporate jobs.

A proven leader in sales, marketing and business law, Scott has spent more than 25 years focused on global sales and marketing, general management, and public and private capital development in such diverse industries as biotechnology, veterinary diagnostics, cosmetics, transaction processing, software and plastics. His expertise is in long- and short-term strategic planning, organizational development and results achieved through collaborative sales, marketing and customer services.

He's performed in the full range of sales positions, from sales representative to executive and understands how a business organization functions, from operations to human resources. This broad exposure independently shaped a working philosophy for organizational improvement that mirrors GrowthSource's philosophy and approach.

"My job is not to solve a client's problems and walk away," Scott notes. "My job is to partner with them over the long term. I help develop the processes and create the environment that enables them to diagnose problems and design and implement their own solutions."

Scott began his career in 1981 in field sales and sales management at Revlon Inc. and its parent company, Shulton Inc. Scott went on to hold Director of Sales and Vice President of Sales and Marketing positions for Tilton and Cook and Eagle Ventures, a venture-backed manufacturer of consumer package goods and IDEXX Laboratories, Inc., the world's largest provider of veterinary medical diagnostic products and services. In 1999, Scott became President and Chief Operating Officer of Commtel, and most recently was Senior Vice President of Strategic Planning and Development for Wright Express.

Scott completed his bachelor's degree at the University of Tampa and earned his Juris Doctorate from Northeastern University School of Law.