



Guy Robinson Scott

Accomplished business professional with more than 30 years of progressively responsible experience in business strategy, teambuilding, training/education.

Proven record in achieving excellence in senior level client relations and strategy.

Innovative program/curriculum development, marketing and staff mentoring.

Overview

G. Rob Scott has over 22 years of experience working in the utility industry and more than 12 years in business consulting and was a Vice President with Blasland, Bouck & Lee (BBL), ARCADIS and NRG. Rob held numerous leadership roles with each of these companies and is currently a Visiting Assistant Professor in the School of Business at the State University of New York at Oswego where he teaches in the Marketing and Management Division and was selected to teach in the new Leadership Institute at the University.

Education

UCLA — Project Manager certificate, 2006

Harvard Business School — Leading Professional Service Firms certificate, 2004

Syracuse University, Maxwell School — MA, Public Administration (Concentration in Conflict Resolution), 1995

Utah State University — BS, Environmental Science, 1975

SUNY Cobleskill — AAS, Fish & Wildlife, 1973

Experience

SUNY Oswego School of Business – Visiting Assistant Professor

Developed course syllabus and materials that integrate real life applications into courses taught including: Business Mgt., Operations Mgt., Global Marketing, Cultural Environments of International Business while incorporating professional experience and interactive student teamwork. Twice ranked #1 Professor in the School of Business based on detailed confidential student evaluations of faculty. Selected as one of 12 instructors to teach in the new Leadership Institute at the University.

NRG - Vice President/National Lead-Electric Utility Business Practice

Hired by Natural Resource Group (NRG) to create, develop, and direct a new national business practice. Responsible for all aspects of the strategy, business/staff development, budget, execution and direction for the company's North American Electric Utility Practice.

Developed business plans, created the marketing materials and directed the

company outreach program as well as provided ongoing insight into a client focus business model, restructured the proposal pricing process, provided technical review and final pricing for proposals, opened new offices as well as hired key staff across the United States. Developed a client manager oversight system and supported and directed managers in relationship building, marketing and technical aspects in order to grow and strengthen personal relationships, cross sell services and drive revenue.

Secured multiple new clients and directed the growth of existing clients, generated new master service agreements and blanket orders with clients.

BBL/ARCADIS - Vice President

Responsible for both developing and directing a new nationwide education and training program for the entire corporation (2002-2005), while concurrently growing the company's utility operations business in various disciplines. Directed the company's National Utility Oversight Team.

After ARCADIS purchased BBL in late 2005, continued in a Leadership role as Vice President for numerous areas including the Principal in Charge and was a senior key member of the ARCADIS Utility Leadership Team that set priorities and direction for the company in their extensive utility practice. Continued to lead the Education and Training Division until 2007 then moved over completely to the operations side of the business to continue innovation and growth in the utility sector. Represented the company at numerous conferences, trade shows and workshops.

Niagara Mohawk Power/National Grid Corporation – various

Manager for the company's environmental compliance training, communications, and stewardship programs. Key member of corporate environmental policy and sustainability team.

Designed, developed, and administered a comprehensive, ongoing corporate compliance training program for 8,000 employees. Supervised nine expert trainers and developed PowerPoint and video training modules.

Developed and implemented corporate communications strategy to establish and maintain relationships and partnerships with employees, state and national environmental organizations, governmental and regulatory agencies, businesses, communities, and universities.

Developed, designed, conducted and provided oversight and direction for numerous technical, biological and research field studies as well lead the licensing/permitting for various electric, gas and generation assets.

Other Activities

Leadership Institute at SUNY Oswego

Select Faculty Instructor (current)

YMCA of CNY- Founders & Groundbreakers

Committee (current)

SUNY Oswego Business Management Club

Faculty Adviser (current)

SUNY Cobleskill Professional Advisory Board

Natural Resources (three years)

Make-A-Wish Foundation of CNY

Board of Trustees (six years)

Wish Granter (current)

Cultural Resources Council

Board of Directors (two years)

Leadership Greater Syracuse

Class of 1997

Youth Lacrosse Coach

Sunday School Teacher

Baldwinsville Theater Guild

Boy Power Dinner Table Captain

Completed dozens of technical, interpersonal and management training courses