

# SCOTT GREGORY

[Scott.A.Gregory@Colorado.edu](mailto:Scott.A.Gregory@Colorado.edu)

LinkedIn Profile:

[Http://www.linkedin.com/pub/scott-gregory](http://www.linkedin.com/pub/scott-gregory)

- Leadership experience in developing teams and working across multiple levels of an organization
- Expertise in P&L management, financial reporting analysis and proven accurate forecasting
- Balanced level of analytical competencies against hands on leadership and achieving common organizational goals
- Demonstrated strong communication skills both verbal and written

## EDUCATION & BACKGROUND

### **Masters in Business Administration (MBA)**

Concentration in Real Estate and Finance  
University of Colorado Boulder, Leeds MBA Program

**Expected Graduation Spring 2016**

### **Bachelor of Science Degree in Physics**

University of Washington, Seattle Campus

**June 2004**

---

## PROFESSIONAL EXPERIENCE

### **Iron Mountain - San Diego, CA**

TERRITORY BUSINESS MANAGER

**January 2008 – July 2014**

Responsible for management and oversight of the financial and operational performance for the Southern California Territory. Provide direct leadership in deploying multiple initiatives and work in tandem with Sales and Account management to drive revenue growth. Accomplishments include:

- Successfully managed 9 direct reports to support territory analytical and support functions
- Recovered over \$2.3MM in outstanding Accounts Receivable in 2012
- Led efficiency programs resulting in \$4MM in cost savings and \$5MM in Gross Margin improvement during 2011
- Consistently forecast Revenue and EBITA performance within 2% of accuracy on a monthly basis
- Leading weekly and monthly business reviews with Senior Leadership teams to enhance business processes
- Coordinated 4 acquisitions to include financial forecasting, customer transitions and personnel integration
- Organized local territory REIT conversion asset evaluations and compliance in Q1 2013

### **Iron Mountain - Boston, MA**

SENIOR FINANCIAL ANALYST

**October 2005 – December 2007**

Member of the Sales Operations team responsible for large and government account verticals. Focus on growth opportunities and tracking account performance monthly. Accomplishments include:

- Responsible for implementation of the strategic account program to include pipeline and forecast reporting
- Participate within team setting to create, distribute, and control commission statements and track quota benchmarks
- Create Sales Executive performance tracking system to calculate commission payments
- Serve as primary contact for all Sales Executives, Directors, and Vice Presidents for ad-hoc reporting requests

### **HITL University of Washington Medical Center - Seattle, WA**

RESEARCH ANALYST

**January 2004 – July 2005**

Primary focus on providing technology solutions utilizing a virtual reality platform.

- Lead technical engineer with primary responsibility for state of the art surgical simulator, including training of residents and medical students on the operation of the surgical simulator
  - Developed database to coordinate participant feedback during validation study to determine the efficiency of simulator
  - Performed demonstrations of surgical simulator to potential financial investors
-