

Scott A. Hallmark

605 Mellon St, Little Rock, AR 72205
(501)517-1045Scotthallmark1@gmail.com

Experienced professional with diverse industry experience including Telecommunications, Retail, Investment Banking/Brokerage, Mortgage, and Real Estate. Currently attending classes to begin a new career in Web and Mobile App Development. Areas of Significant Experience Include:

Sales/Marketing
Computer Proficiency
Organization/Planning

Project Management
Training and Presentations
Negotiation

Data Analysis
Research
Written/Verbal Communications

EDUCATION

Present – University of Arkansas-Little Rock EIT student, studying Information Science

Fall 2014 – HTML and CSS, C# Programming, Computer Systems (A+ Cert. Material)
-Designed and built www.AROwnBackyard.com with HTML-CSS on Notepad

Spring 2015 – Javascript and PHP, Mobile Web Development, Java Programming

August 1998 - BBA in Marketing - University of Arkansas at Little Rock

- Pi Kappa Alpha Fraternity - Vice President and Rush Chairman, 1997-1998
- Over \$10,000 raised for Easter Seals, Arkansas Special Olympics, and Arkansas Cancer Research
- Education 100% Self-funded.

COMPUTER SKILLS

HTML, CSS, C# Programming, Microsoft Windows, Word, Excel, PowerPoint, MS Project, Visio

PROFESSIONAL EXPERIENCE

INDEPENDENT CONTRACTOR - NORTH LITTLE ROCK, AR

July, 2009 – Present

- Property Evaluator (Appraisals) for Collateral Valuation Consultants
- Part-time Marketing and Operations for AVIAS Solutions

CREWS & ASSOCIATES - LITTLE ROCK, AR

May, 2008 – July, 2009

Account Executive

Responsible for selling fixed income securities (bonds), and consulting with clients to help them grow their financial portfolios by identifying value in the marketplace while avoiding unnecessary risk. Duties included:

- Researched underlying fundamentals and details of municipal, corporate, and government bond issues.
- Generated sales leads and maintained book of business.
- Prospected for new clients, cold called, and presented fixed-income solutions.
- Maintained product and market knowledge, tracked changes in the market.
- Consulted clients on financial strategy, generated trade ideas.

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TRADESMEN INTERNATIONAL -

LITTLE ROCK, AR

July, 2007 – May, 2008

Field Sales Representative

Responsible for selling Construction Labor Support Services and managing accounts with construction and industrial companies. Duties included:

- Prospected for new clients, and developed new business to provide cost-effective labor solutions.
- Added 5 new accounts and increased territory revenue by 37% in first 3 months.
- Reached #4 ranking in Region (out of 66 reps) within first 7 months on the job.
- Ranked #34 in the nation of all Tradesmen Reps (out of over 600) for the month of April, 2008.
- OSHA-10 Certified.

ALLTEL COMMUNICATIONS, INC. - LITTLE ROCK, AR

February, 2000 – October, 2006

Business Analyst II – Project Management/Acquisitions & Mergers

January, 2002 – October, 2006 - Promoted from Purchasing Specialist Position

Supported Project Managers on Sales, Marketing, Customer Service, and IT projects. Duties included:

- Acted as consultant for project team members - presented, demonstrated, and trained team members on processes and procedures, built and maintained project plans and status reports for upper management, participated in change management and requirements processes, and led project team meetings.

Filled the project manager role on various projects

- Project manager for Customer Service, Marketing, and Operations teams for CenturyTel acquisition
- PM for Least Cost Routing project - Reduced cost of routing traffic by an estimated \$437,000 per year.
- Managed testing phase for implementation of Palm and Windows based smartphones

Purchasing Specialist – Strategic Sourcing

February, 2000 – January, 2002

Coordinated purchasing process for the Ohio, Kentucky, and West Virginia markets. Acted as liaison between field personnel and vendors to improve delivery times, identify alternative shipping solutions

PERSONAL ACTIVITIES

Golf, Hiking, Kayaking, Mountain Biking, Fishing, Sporting Events, Snow Skiing, Travel