

KENNETH SCOTT BREWER

CAREER OBJECTIVE

To obtain a challenging senior position within an organization that believes in professional growth, employee loyalty, and professional client service.

CAREER HIGHLIGHTS

- Corporate Revenue Growth from \$10m to \$85m since 2000.

- Leading to the opening of offices in Memphis, Lafayette, Lake Charles, Jackson, and Mobile, of which I established the operational revenue and secured offices for growth in each new location.

- Establishment of an Emergency Response Division leading to major unforeseen revenues and providing capital for acquisitions and growth



CONTACT INFORMATION

Cell: 901-331-1247
K.Scott.Brewer@gmail.com
68199 Diamondhead Drive East
Diamondhead, MS 39525
Linkedin: @KScottBrewer, MBA

LICENSES / MEMBERSHIIPS

-MS State License - Pest Control Ornamental Plants, Shade Trees & Lawns.
-MS State License - Weed Control of Ornamental and Turf
-MS State Certification - Commercial Applicator
-Member of Gulf Coast Business Council
-Member of American Marketing Association
-IFMA - LA Chapter
-Gulf Coast Facility Managers Association

WORK EXPERIENCE

SR. BUSINESS DEVELOPMENT MANAGER

Rotolo Consultants, Inc. | July 2009 to Present

Responsibilities include: Develop strategies to increase market share through innovative measures.

- Market share growth through branding and strategic marketing of 7% year over year from 2009-2021
- Acquisitions and disposition of four businesses during tenure, performing due diligence & developing strategies to integrate service offerings into existing business model. Growing each of the acquisitions revenue and client portfolio.
- Compounding revenue growth of 7-10% yearly since integration into FT BD role.
- Implementation of MPP - market penetration personnel program to drive knocking down the low hanging fruit through consistent program follow-up and specific site project involvement.
- Targeted growth strategies with corporate clients to generate new business to expand corporate footprint across the Southeast and a few Midwest locations.

RESPONSE DIVISION PROGRAM DIRECTOR

Rotolo Consultants, Inc. | May 2010 to Present

Responsibilities Include: Development of new client basis, managing housing construction & leasing. Provide set-up human resources & management on emergency response for environmental services, prepare budgets & provide consulting for environmental clients.

- Hurricane Laura, Sally, Zeta, Ida – assessments, initial make safe, procurement, planning, ROM, insurance consultation and construct +/- 8.75M
- Hurricane Harvey, Maria, Florence – 1800 rebuilds – assessments, procurement, planning, construct +/- 9.5M in revenue.
- Exxon / Yellowstone River – Provided environmental personnel and equipment to support efforts to collect wildlife and vegetation affected by oil spill over a 2.5 mile stretch of the Yellowstone River.
- Joplin, MO. – Hiring and management of 80 clean-up personnel, 20 debris trucks, associated clean-up equipment and providing meals to the hospital personnel for emergency response action following tornado disaster.
- BP/ Gulf of Mexico – Hiring and management of over 750 hazardous material professionals in three locations providing land and sea clean-up of wildlife, vegetation, and oily sands as a result of the BP oil spill. RCI also provided and managed 35 charter buses and 50 trucks for logistics to move personnel throughout the affected region.

Market Penetration Specialist, Proposal Writer, Estimator, Division Manager, Start-Up Liaison, Consultant—Many Hats – One Goal GROWTH.

Rotolo Consultants, Inc. | November 2000 to Present

ACADEMIC BACKGROUND

MIDWESTERN STATE UNIVERSITY

Master of Business Administration

MIDWESTERN STATE UNIVERSITY

Bachelors of Business Administration