**D. Scott Karnedy**

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Executive Summary

A seasoned sales, business development, and marketing veteran with C Level experience.

A proven leader and metrics-driven architect of world-class sales organizations in both start-up and emerging business scenarios. Broad experience in strategy, building and leading teams to achieve maximum revenue performance on a local, regional and national level. Looking to mentor and inspire a high performing entrepreneurial team.

Professional Experience

*January 2020 – Current* ***ecoATM***  *Nationwide*

**Vice President Strategic Accounts & Partnerships**

Founded in 2008 and aquired by Apollo Global Management in 2016, ecoATM Gazelle as the undisputed world champion for consumers and enterprises wanting the easiest, quickest, most convenient, mobile device trade-ins and purchases. With 5000 locations worldwide, ecoATM offers a simpler way of selling devices for instant cash, and have a positive impact on the world.

Oversight and leader of the Business Development Team, the Account Management Team, and the In-store Representative Team.

Results- Collection Revenue: $200m / Company Revenue: $400m

*October 2014 – January 2020*  ***Valhalla Advisors***  *Greater NYC*

**Founder /CEO**

Valhalla Advisors specialized in helping both young and established companies develop winning strategies to accelerate revenue and operational excellence. Our specialty is with start-ups and speed-ups looking to break through with disciplined, proven approaches to exceeding their revenue and business objectives.

Scope of Services

Strategic Planning Revenue Acceleration Business Development

Sales Strategy Product Development Marketing and Activation

Sales Collateral Leadership Training Board Presentations

Investor Presentations Operational Design and Execution

* **XM Satellite Radio – Senior Vice President of Sales and Marketing Solutions**
  + Built and led the Advertising /Sponsorship Sales organization for XMSR in an entirely new media broadcast segment
  + Results – Created the leading satellite sales organization with growth in revenue from $3.5m to $45m over a 4-year period. Tripled the number of agencies/clients and increased average order size by 30 fold. Delivered margins for controllable expenses in excess of 65%
* **Premier Retail Networks – Chief Revenue Officer**
  + Led the top sales organization the Digital Place Based Media through a fundamental shift in their business model to create a scalable profitable media sales organization
  + Results: after significant losses to the core business, executed a turnaround that drove a 50% increase over 2 years to $40m with average deal size increasing 68% in the first year. Outperformed the industry in both revenue growth and business development.
* **Indiewire / Snagfilms – Chief Revenue Officer**
  + Recruited as the first CRO to lead a Speed –Up scenario in the high growth arena of on-line video entertainment. Backed by Ted Leonsis, Steve and Jean Case, Terry Semel, NEA and Comcast Ventures, SnagFilms was created to be the online leader for a free, social viewing platform for independent films and documentaries.
  + Indiewire is the Webby Award winner for best movie site providing in depth coverage for Independent Films, Hollywood, and TV.
  + Results – YOY revenue increases of 918% for Snagfilms and 46% for Indiewire
* **Clear Channel Radio (now known as iHeart) – Vice President – Director of Sales** 
  + Led the Sales Division for six (6) of the nations top radio Properties through industry consolidation. Aligned the cultures, people, and properties to maximize sales potential for all the NY C stations as a group.
  + Results: Grew revenue from $127m to $170m exceeding budget by $17m.
* **My Space – Senior Vice President of Global Sales**
  + Recruited to lead the re launch of MySpace as a pure music platform
  + Re-organized to build a team of senior sales executives along with integrating Sales Development, Sales Operations, Marketing and Research
* **AOL Time Warner – Vice President National Sales**
  + Post reorganization, responsible for building, staffing, and leading the largest region in the country as well as the National Inside Sales Team.
  + Results- Met and exceeded all sales goals in excess of $60m.

Education

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