

# Brett Scott, MBA

President at BioInvaders

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## Summary

The mission of BIOINVADERS is to eradicate invasive species by creating a market for products made out of them. We collect invasive species in various states and convert them into educational science experiments which we sell to schools and universities. BioInvaders Incorporated is currently in a Beta-test marketing phase, and seeking \$6,000,000 in seed funding.

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## Experience

### **President**

May 2012 - Present

Planned, financed, and operated the firm, BioInvaders Incorporated. Executed all the ground work for establishing the company. Developed a web presence through the creation of a website and Facebook page with scientific apps. Recruited and trained new collectors for the firms invasive species transformation and habitat restoration businesses. Sold quality educational teaching specimens to schools in various states. Designed marketing materials, communication, and campaign items for BioInvaders. Formed the corporate advisory board consisting of PhD's and Scientists from Cornell University. Raised capital through the private sale of stock. Forged industry partnerships.

### **President**

2005 - 2012 (7 years 11 months)

Registered and approved as invasive, exotic, alien species expert with the European Union. Authored, published, marketed, and distributed the book BioInvaders Saving Nature A to Z by Brett Scott...available on Amazon.

### **Sales Agent at Colonial Life**

June 2011 - September 2011 (3 months)

Sold benefits packages. Marketed the Making Benefits Count program. Interacted with customers. Distributed marketing materials. Presented sales pitches to customers. Cold called thousands of businesses. Developed a professional network.

### **Sales Management and Loss Prevention**

December 2008 - March 2011 (2 years 3 months)

Managed a sales team of eighteen associates. Scheduled employees for sales floor coverage. Sold quality clothing and other retail products. Throughput high volumes of inventory. Improved year over year sales metrics. Safed product through the application of loss prevention protocol.

## **Business Development/Sales Consultant**

December 2006 - March 2008 (1 year 3 months)

Marketed innovative biotechnologies. Budgeted strategic investments. Modeled the firm's financial architecture. Re-engineered business processes. Bought economical and effective inputs. Sold quality and valued products. Strengthened customer relationships. Sought new business opportunities.

## **Sales/Project Manager**

March 2004 - August 2006 (2 years 5 months)

Increased revenues from the sales of contract laboratory services. Garnered new clients. Managed a team of three sales representatives. Created innovative ways to add value for our customers. Represented the company at scientific and industry meetings. Researched, developed, and marketed microbiology services. Achieved proficiency in a wide array of EPA certified methods. Recruited and trained new employees.

## **Research Assistant at Cornell University**

May 2002 - March 2004 (1 year 10 months)

Collected data for a variety of entomology experiments such as the biomagnification of Bt corn toxins in soil arthropods. Co-authored a paper on the subject of soybean aphids in New York State. Led a team of five students in daily work.

## **Research Assistant at Cornell University**

May 2001 - May 2002 (1 year)

Developed instructional genomics and physiology experiments. Collaborated with faculty members in the development of a new course and participated in the inaugural semester. Supervised students in the use of live animals in laboratory research. Authored an experiment concerning two electrode voltage clamp methods.

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## **Education**

### **Rady School of Management, University of California San Diego**

Master of Business Administration (M.B.A.), 2009, 2007 - 2009

**Activities and Societies:** Net Impact, Intramural Soccer

### **University of California, San Diego - The Rady School of Management**

MBA, Finance, Marketing, and Management, 2009

**Activities and Societies:** Net Impact Club

### **Cornell University**

Bachelor of Arts, Biology: Neurobiology and Behavior, 1998 - 2002

**Activities and Societies:** Varsity Track and Field

### **Cornell University, College of Arts and Sciences**

B.A., Biology; Neurobiology and Behavior, 1998 - 2002

### **Edward Little High School**

High School Diploma, General, 1993 - 1998

**Activities and Societies:** Captain Track and Field, Varsity Soccer

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[Contact Brett on LinkedIn](#)