



**Scott W. Roberts**  
Senior Consultant

## PROFESSIONAL STAFF

### Experience

After two decades of progressive responsibility in general management, global sales, marketing and business expansion, Scott W. Roberts is a proven leader in both business and law. He has worked in such diverse areas as biotechnology, consumer package goods, cosmetics, veterinary diagnostics, transaction processing, software and plastics. Mr. Roberts has also been involved in raising public and private capital, both equity and debt, for start-ups as well as publicly traded companies. As a consultant and trainer, his knowledge spans many industries such as information technology, medical devices, financial services, biotechnology, energy management, health care, pharmaceuticals, and homebuilding.

Mr. Roberts's extensive experience with negotiation, persuasion and conflict resolution started over twenty years ago with his initial career in field sales at Revlon Inc. and continued when he was promoted to managing the entire field sales force in New England. His expertise in negotiation and structuring deals grew with several subsequent positions: managing the sales and marketing Eastern Field Group at Shulton, Inc. a consumer package goods company that was a subsidiary of American Cyanimid Corporation; Vice President of Sales and Marketing at Tilton and Cook, a manufacturer of consumer package goods; as a merger and acquisition lawyer at the New York law firm of Skadden, Arps, Slate, Meagher and Flom, and Director of Sales, Americas for IDEXX Laboratories, Inc. the world's largest provider of veterinary medical diagnostic products and services. Here he also trained employees in negotiating agreements regarding confidentiality, consulting, sponsored research, and distribution, among other topics.

In addition to negotiation, Mr. Roberts has trained in the topics of persuasion and influence, conflict resolution, strategy planning, leadership development, marketing, finance and sales strategy.

Starting in 1999, Mr. Roberts was President and Chief Operating Officer of Commtel where he helped implement a major growth strategy for the publicly traded Maine telecommunications company. Prior to starting his own consulting firm, he was Senior Vice President of Strategic Planning and Development for Wright Express and was instrumental in guiding the company through its recent initial public offering.

As an advisor to many boards of directors on both legal and business matters, he is interested in enhancing negotiation, long and short term strategic planning, organizational development and results achievement through collaborative sales, marketing and customer services.

### Education

B.A. University of Tampa  
J.D. Northeastern University School of Law

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