

## JAMES SCOTT HILL

### EDUCATION

THE UNIVERSITY OF NORTH CAROLINA Chapel Hill, NC  
Master of Business Administration expected May 1992. Active with Entrepreneur, Finance, and Community Service clubs.

THE UNIVERSITY OF VIRGINIA Charlottesville, VA  
Bachelor of Arts in Psychology, January 1988. Dean's List. Emphasis on science and math courses. Vice President Delta Upsilon Fraternity. Ski club.

### EXPERIENCE

1989-1990 **Management Logistics International, Ltd.** Arlington, VA  
*Project Manager.* Supported group of defense and intelligence consultants with in-depth research and contract expense tracking for various projects, many in sensitive areas. Assisted in development and marketing of several software systems. Developed and wrote proposals for consulting and defense procurement contracts. Developed program to supply language-qualified engineers to U.S. companies operating in East Europe. Wrote business plan for new distribution company venture.

1988-1989 **American Trucking Associations** Alexandria, VA  
*Marketing Analyst.* Accountable for department operating budget. Tracked and forecasted sales, revenue, and expenses of multi-million dollar product line. Developed department's first detailed fiscal year budget. Implemented company-wide procedures involving accounting, computer, and inventory systems. Managed contractual business relationships with several independent companies. Assisted in initiation and development of new outbound phone sales department.

1987-1988 **Crutchfield Corporation** Charlottesville, VA  
*Technical Consultant.* Analyzed and solved problems relating to advanced consumer electronics products.

### ADDITIONAL DATA

**Professional Musician**  
Organized and performed in several successful bands. Responsible for promotion, finances, and negotiating contracts. Developed a large regional following in two states, headlining and opening for national acts. Band grossed \$40,000 in 18 months while full-time student. Wrote material for and performed in several professional recording projects. Active 1981-1991.

**Computing Skills**  
DOS, Lotus, WordPerfect, Harvard Graphics, BASIC, Pascal

### REFERENCES

Available upon request.