



Scott Watts - *BBK Southfield*

Scott is a results-oriented professional with a consistent track record of successfully directing substantial growth, streamlining operations, building high performance teams, executing strategic plans, increasing business development, and leading turnarounds of underperforming organizations. Scott brings to BBK clients his extensive expertise in financial analysis, contract negotiations, operations management, continuous process improvement, and business reengineering.

Background

- Automotive
- Distribution
- Manufacturing
- Telecommunications

Professional Experience

Prior to BBK, Scott was the Chief Operating Officer of USEnergia, LLC (formerly Energy Products & Services, Inc. and Tech-Line Automation, Inc.), an engineering and technical services company within cellular telecommunications and automotive markets. He managed the integration of two inaugural acquisitions and directed the company's five satellite operations and overall operating strategies. His achievements include cutting breakeven level by 65% in one year by improving margins, reorganizing operations and reducing general and administrative expenses; implementing daily labor reporting and metrics; and adding tower-related services contributing an increase of over 20% in sales within the first year.

As President/Owner of Tech-Line Automotive, Inc., a controls engineering, consulting, launch management and field services firm serving the automotive industry, Scott directed all aspects of operations, finance, human resources, business development and customer relations. Among his accomplishments, Scott successfully grew sales by over 400% in four years; implemented ISO9000 – creating a process standard for validation of industrial control networks and generating millions of dollars in sales from service products developed from standards; and transitioned company from low-end panel integration shop to an engineering consulting firm.

Scott has also been the Executive Vice President and Vice President/General Manager for DCT, Inc., an integrator of large automotive tooling and equipment systems; and Chief Financial Officer of Morley Group of Companies, a company with three separate business units including confection manufacturing, trucking/distribution, and 50 Little Caesar's pizza franchises.

Education and Certifications

- Master of Business Administration, Michigan State University
- Bachelor of Science in Business Administration, Central Michigan University
- Certified Public Accountant, State of Michigan