

GEORGE W. SCOTT IV

EXECUTIVE OPERATOR | BUILDING OPERATING SYSTEMS THAT SCALE ORGANIZATIONS

Business Transformation | Multi-Site Operations | Operational Excellence | P&L Leadership
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PROFESSIONAL SUMMARY

Executive operator with a proven record of building operating systems that enable organizations to scale through business transformation, operational excellence, disciplined execution, and leadership development. Experienced leading enterprise operations with full P&L ownership, multi-site organizations, workforce development, KPI-driven performance management, and strategic execution. Recognized for bringing structure to complexity, improving profitability, and building scalable systems that continue creating value long after implementation.

CORE COMPETENCIES

• Multi-Site Operations Leadership Improvement & SOP Development	• P&L Ownership & Budget Management	• Process
• Fleet & Field Operations Optimization Dashboards & Data-Driven Decisions	• Vendor & Contract Management	• KPI
• Cross-Functional Team Leadership Compliance & Safety	• Change Management & Scaling Operations	• Regulatory
• Capital Planning & Resource Allocation Relationship Management	• M&A Integration & Business Transitions	• Enterprise B2B

PROFESSIONAL EXPERIENCE

Clean It Crew | Chief Operating Officer (COO) | 2018 – Current

Led operations, financial performance, workforce development, and strategic growth initiatives for a multi-division service organization delivering facilities, environmental, and property services across multiple markets.

- Scaled operations from startup to multi-million-dollar annual revenue while leading 100+ employees across multiple divisions and service lines. .
- Directed full P&L responsibility including budgeting, forecasting, capital allocation, equipment acquisition, staffing, and operational performance management.
- Oversaw delivery of more than 14,000 annual service calls while maintaining operational efficiency, quality standards, and customer satisfaction.
- Negotiated and managed recurring contracts with enterprise clients including Walmart, Target, Costco, Starbucks, The Venetian, Altru Health System, and other institutional customers.
- Implemented KPI dashboards, CRM systems, and operational reporting structures that reduced administrative workload by 40% and improved sales conversion rates by 25%.
- Standardized operating procedures, training systems, and workforce development programs that supported scalable growth and consistent service delivery across locations.
- Improved fleet utilization by 100% within six months through route optimization, dispatch modernization, and scheduling improvements.
- Led integration of regional service providers, expanding market coverage while maintaining operational consistency and service quality.
- Directed capital planning, equipment financing, and resource allocation strategies that strengthened cash flow and supported long-term business growth.
- Reported operational performance, financial results, and strategic initiatives to ownership while leading execution across all business units.

Big Green Contracting (FedEx Ground) | Fleet Operations Manager | 2018 – 2021

Managed fleet operations, transportation logistics, maintenance strategy, and DOT compliance for a rapidly expanding FedEx Ground contractor network.

- Helped scale operations from a 27-truck fleet into a network supporting more than 100 delivery routes and 3 semi-trucks.
- Developed operational systems and processes that later supported expansion to more than 300 trucks.
- Led strategic initiatives supporting FedEx Express volume integration into Ground operations, improving network efficiency and operational capacity.
- Established an in-house maintenance facility that eliminated third-party servicing costs, improved equipment availability, and reduced downtime.
- Implemented route optimization technologies that reduced vehicle downtime by 30% and improved dispatch efficiency.
- Oversaw driver recruitment, training, safety programs, and DOT compliance while maintaining zero major violations.

O'Reilly Auto Parts | Store Manager | 2016 - 2018

Led retail operations, inventory management, workforce development, and financial performance for a high-volume automotive parts location.

- Increased annual revenue from \$1.6M to \$2.4M through operational improvements, inventory optimization, and sales performance initiatives.
- Improved net profit margins from 9% to 18% through cost control, inventory management, and process improvements.
- Expanded inventory by more than 5,000 SKUs while maintaining healthy inventory turns and improving product availability.
- Led and developed an 8-person team that achieved top regional performance recognition.
- Utilized sales analytics, forecasting, and operational metrics to drive revenue growth and profitability.

PROFESSIONAL DEVELOPMENT

Cardone Ventures | Executive Education

Completed the 10X360 Business Scaling Program with focus on operational efficiency, workflow replication, and execution systems.

Completed the Revenue Essentials Workshop covering revenue optimization, lead conversion, and customer lifetime value.

Completed M&A and Business Acquisition Training focused on due diligence, integration planning, and cross-market expansion.

EDUCATION

University of North Dakota - B.B.A. in Business Management, 2017

Grossmont Community College - General Studies, Associate of Arts, 2014

Technology

SaaS-based CRM & KPI Dashboards | Route Optimization & Dispatch Systems | Workflow Automation Platforms | Microsoft Excel & Google Workspace | Business Intelligence & Reporting Tools