



INNOVATION: SCOTT BLACKLIN



Four decades of international leadership experience in private business, government and NGO operations, and a proven ability to realize international objectives, integrating best practices to create novel approaches for the new challenges of the global economy in the 21st century. A passion for organizational advance – from vision to strategy to execution with speed and efficiency against measurable objectives.

Career milestones:

- Since 2009: Principal & CEO, Blacklin Associates LLC. A specialized consultancy for businesses and NGO's committed to optimizing a global strategy with a special focus on developing and emerging countries harnessing international donor and development funds.
- 2006 – 2009: Vice President, Public Sector - Emerging Markets, Cisco Systems. Inc. Developed Cisco awareness and capability to access international funding to create and drive international ICT projects, optimizing customer budgets, and building customer intimacy and long-term relationships in 130 countries. Grew PS sales number from \$500 to \$700 million FY08-FY10 in spite of crisis.
- 2001 – 2006: Vice President, Jefferson Waterman International. Represented foreign businesses in the U.S., developed and managed select projects in Eastern Europe, Russia and Eurasia.
- 1997 – 2001: President of the American Chamber of Commerce in Russia. Represented the American business community in the Russian Federation. Formulated and executed policy initiatives designed to increase transparency and enhance the investment climate in Russia.
- 1996 - 1997: Motorola Russia. Director of Operations for Cellular Infrastructure Group, Russia and Central Asia, Sales increased \$25 to \$60 million in one year.
- 1994 - 1996: Vice President CIS Operations, Westinghouse Electric Corporation. Created innovative financing projects for Westinghouse projects, including first U.S. EXIMBANK financed project in Georgia.
- 1992 – 1994: Director of Maryland International Division. Developed innovative uses of State & USG resources to increase Maryland exports and foreign investment into the State. Recognized by the Clinton Administration as one of the U.S. Government's "Top 4" States – 1994.

Education: