



## Pfeiffer Partner Program

### **Scott Bruce**

Highly organized, motivated, customer-oriented business professional with solid experience in wireless products, inside and outside sales, and management. Background complimented by remarkable external and internal customer service. Strong knowledge of the wireless industry and selling to Small & Medium size businesses. Career-oriented, successful manager and trainer. High levels of success in multiple sales channels including both sales management and sales training roles. Tremendous ability to adapt to an ever-changing work environment while maintaining focus on the business objectives.

I use Positive Psychology principles in my coaching reviewing a clients strengths and virtues to drive positive outcomes. I also use cutting edge diagnostic and assessment tools to help identify and solve development issues. My education and work experience have allowed me to help individuals in identifying developmental skills that they may not be aware are necessary to improving their job satisfaction and success. By developing those skills it in turn helps enrich communication and management.

### **Professional Expertise/Services**

**I work with individuals who want to improve areas in work and life.** These areas include but are not limited to work life balance, leadership skills, time management, and communication skills. The individuals I work with have to do more work with less time. This impacts their job satisfaction and the demands they have at home.

### **My clients:**

- Feel the need to become a stronger, more effective communicator with people
- Are ready to totally master what they do professionally
- Feel the need to gain a broader perspective or context about life, themselves, and their work.
- Are ready to take on more initiative in certain parts of their personal and business life.

### **I have the greatest success with clients who:**

- Focus on how they feel and want to feel
- Talk about what matters most to you
- Sensitize themselves so that they see and experience things earlier than before.
- Are open to seeing things differently

### **Education and Professional Affiliations**

- MS. Industrial/Organizational Psychology, Capella University
- B.A. Psychology, Otterbein College
- Certified Professional Behaviors Analyst (CPBA)
- Certified Professional Values Analyst (CPVA)

### **Contact Information**

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