

Print

Commission Application Form - Submission #4477

Date Submitted: 1/27/2021



Commission Application Form

Please complete and submit the online form below. You will be able to print a copy of the completed form when it is submitted.

Application deadline is Friday, January 29, 2021.

Commission Information

[Notice of Commission Vacancies](#)

For additional information regarding each commission and the number of available vacancies, view the Notice of Commission Vacancies via the above link.

City Council Interview Dates

Applicants must be available to interview with the City Council between 5-7pm on one of the following dates:

- Monday, February 8
- Monday, February 22

Commission Desired*

Planning Commission ▼

Alternate Commission Choice-Optional*

Environmental Commission ▼

If Park & Recreation Commission, select Adult or Youth*

Adult Youth (Ages 16-18)

Name*

scot a lacek ⌵

Home Address*

[Redacted] ⌵

City*

Excelsior ▼

(for mailing address)

Zip Code*

55331 ▼

(for mailing address)

Preferred Contact Phone*

[Redacted]

Alternate Contact Phone

XXX-XXX-XXXX

If no alternate phone, enter "none"

Email*

[Redacted]

Number of years lived in Chanhassen*

15

Highest level of education attained, plus degrees, if any*

J.D., William Mitchell College of Law
M.B.A., Santa Clara University (finance)
B.S. Industrial Engineer, Univ. of Illinois (Champaign)

Employment History (position, employer & brief description of duties)*

Inoapps Consulting - Consulting Director -sell/manage management consulting and implementation to corporations.
Evosys Global Corporation - Consulting Director - "same as above".
Oracle Corporation - Consulting Sales Manager - "same as above"
Microsoft - Sales Specialist - sell graphic business intelligence solutions to corporations.
IBM - Business Intelligence Sales Specialist - sell business intelligence hardware, software, and consulting to global 500 corporations.
Computer Science Corporation - manage enterprise software implementation teams.

Attach resume (if desired)

lacek 1-20-21-resume.pdf

Reasons for seeking this position*

I've lived in Minnesota for over 25 years, in Chanhassen for 15 years. I moved here as a result of the quality of life and superb job the Chanhassen government has done. Chan has always ranked highly across a spectrum of criteria, which is what has made me love living here, no plans to move anywhere else.

I care about my community. I have no grand political aspirations. I have a broad skill set and experience which I believe will be useful. I want to contribute those skills and experience to a team that continues to keep Chanhassen what it is for residents, new families, businesses, and retirees, while accommodating for growth and economic and demographic changes.

Specific qualifications for this position*

My background and interests would probably best be utilized on the Planning Commission, but I leave it to the City Council to best determine need areas vs. what I can contribute.

Planning Commission

I am currently involved as an active citizen in the Highway 5 Arboretum entrance project, having worked with Angie, city engineer, DOT rep, etc. My knowledge of the neighborhood, Industrial Engineering knowledge for process design and queueing theory, and community exposure through my position as the Vice President and Board member of the Lake Minnewashta Preservation Association has provided valuable input to the planning effort. I believe current neighborhood concerns to the potential safety and traffic issues can be overcome by addressing speed, Minnewashta Parkway access, and adding safety measures on Minnewashta.

I have owned a condominium while living in California, built a home in Woodbury, Minnesota, lived in a home in Mendota Heights, and have a rental property in Mendota Heights and Mound, Minnesota, so bring a variety of experience with local ordinances, codes, state statutes, issue resolution, and perspective to the table.

Environmental Commission

As mentioned, I serve on the LMPA for the last 7 years. I've spearheaded efforts to obtain State grant money for Aquatic Invasive Species Education in the western suburbs and hired college interns to help in the efforts. I've worked with Chanhassen city representatives, County commissioners, DNR representatives, University of Minnesota Research Departments, Carver County Park management and employees on lake-related issues. I lead the efforts for annual aquatic weed treatment on the lake. I am also the grant writer for any State assistance available to help us fund the weed treatment or boat launch AIS inspectors. I stay current with all lake related issues, including attending the various sessions held by the DNR and County.

Are you currently serving on other Boards, Commissions, or Committees?*

- Yes
- No

If yes, please list

LMPA

Have you served on a Board, Commission, or Committee in the past?*

- Yes
- No

If yes, please list

Please list organization memberships and positions held*

LMPA - Vice President, Board member
Minnesota Intellectual Property Law Association - member

Please list areas of special interest*

Highway 5/Arboretum entrance project
Chanhassen lake health (e.g., AIS, water runoff, water quality, lake access, fertilizer/leaf minimization of phosphorus).

How did you hear about commission vacancies?*

Select all that apply

- Chanhassen Connection Newsletter
- City Website
- Facebook
- Twitter
- Chanhassen Villager
- Other

SCOT ALLEN LACEK
Greater Minneapolis-St. Paul Area

SUMMARY

- Sold over \$20 MM in Business Analytics, ERP, and CRM solutions to customers while employed by Microsoft, IBM, CSC, Peoplesoft, Oracle, Deltek, Rolta, and Evosys.
- Top performing sales representative at Microsoft, Oracle Corporation, and Evosys.
- Experience spans start-up ventures to Fortune 500 Corporations.

PROFESSIONAL EXPERIENCE

INOAPPS CONSULTING

2019 - 2020

Regional Sales Director

- Leveraging working relationships with over 100 Oracle sales representatives, built pipeline and sold consulting and SaaS solutions from \$0 to \$12MM in 10 month period. Focus on Oracle's Cloud EPM, HCM, and SCM product areas.

EVOSYS GLOBAL CORPORATION

2016 – 2018

Regional Sales Director

- Developed new Midwest territory from \$0 to \$1.5MM in sales in 8 months.
- Top North America sales rep for 2017 and 2018 sales years.
- Based on Midwest success, assigned to evangelize Mountain and West Coast territories.
- Sold consulting and Oracle's Cloud software applications with over 100 Oracle field sales representatives and management across the Business Analytic, ERP, HCM, SCM, CX pillars in over 170 prospect pursuits.

ROLTA INTERNATIONAL, INC.

2014 - 2016

National Solutions Executive

- Sold Oracle enterprise software consulting (Business Analytics, EBS, Cloud) to Fortune 50
- Grew sales pipeline for enterprise solutions from \$0 to \$15 MM in 8-month period.
- Quickly ramped up, closing first \$250K deal in 3 weeks.

DELTEK CORPORATION

2012 - 2014

Sales Director

Sold ERP and BI solutions to project oriented businesses.

- Sold over \$5 MM in solutions, focusing on ERP and Business Analytic solutions.
- Led the full sales engagement and territory management, from prospecting, sales strategy, ROI analysis, pricing, negotiations, cultivating additional sales, and contracts.
- Customers included Qualcomm, American Native Corporations.

ORACLE CORPORATION

1991 – 1996 & 2008 - 2010

Consulting Sales Manager

Sold CRM, ERP, and Business Analytic consulting services to Fortune 500 companies.

- Overachieved quota by 119% by selling \$2.6 MM consulting (6 months)
- Overachieved quota by 109% in year 2.
- Sold to CPG companies, including Land O Lakes, Hormel, 3M, and Wells Dairy.

Senior Sales Consultant – Distribution & Financial Software Applications

- Delivered award-winning sales performance
- Overachieved quota by 123% in 1994 and 142% in 1995.

MICROSOFT CORPORATION

2005 - 2007

Business Analytics Sales Manager

Sold \$8.4 MM of products and solutions into the North Central District's top 250 customers.

- Overachieved quota by 105% (ranked first in country in growth and revenue).
- Instituted several District best practices, including Sarbanes-Oxley Executive event.

IBM CORPORATION

2003 - 2005

Senior Sales Manager - Business Intelligence

Sold Business Intelligence offerings within State of Minnesota in quota-carrying role, including managing sales cycle for prospects in a team sale environment, and solution selling IBM hardware, software, and services. Concentration on Analytical CRM, OLAP, Balanced Scorecard, and Data Mining opportunities across multiple industries with Fortune 500 customers (e.g., Cargill, Wells Fargo, 3M, Target, Mayo Clinic, Best Buy, Fingerhut)

- Sold over \$7M in IBM BI solutions.
- Drove multiple Analytical CRM initiatives with 'C' level executives across territory to sell IBM and partner (e.g., Siebel, Unica, Gentia, Brio, Business Objects, Retek) solutions.
- Overachieved 2003 quota by 116% and 2004 quota by 140%.

QUEST ONE DECISION SCIENCES*Director – Sales*

In a start-up company environment, developed partnership with Manugistics, and solicited prospects for product and service offerings from trade conferences and cold call leads in a quota-carrying role.

- Coordinated solution strategy with Product Management and Marketing, including use of web-enablement, collaboration, and analytical applications.
- Evaluated use of analytical techniques, such as Real Options Valuation (ROV), EVA, and ABC, in business intelligence and B2B software products.
- Customers included General Motors and many of its suppliers.

PEOPLESOFT, INC.*Manager – Consumer Packaged Goods Industry Marketing*

For a new corporate initiative, managed corporate and field product planning and marketing resources, driving vision through execution phases of industry software solution into marketplace.

- Developed original industry solution templates with Industry Business Unit and worked with Product Marketing to release to field.
- Led software and service partner (e.g., Big-5) alliance relationships.
- Determined strategic use of Business Analytics CRM, OLAP, Internet, Supply Chain Planning, Promotional Planning, Manufacturing, and Front Office applications in industry solution.
- Customers included Borden Foods, Green Mountain Coffee Roasters, Qualcomm.

Education

M.B.A. – Santa Clara University, Santa Clara, CA • **B.S.**, Industrial Engineering – University of Illinois, Champaign, IL • **J.D.**, William Mitchell College of Law • **C.P.I.M.** • Series 7 (expired)