



Employee Spotlight – Scott Simpson, Account Manager



What is your job title and what does the position entail?

Account Manager. Responsible for the accounts in North East Tennessee.

Can you tell us a little about your background and how it helps you in this position?

I worked at my previous company for 20 years. We manufactured PLC, I/O, and communication modules. I was responsible for application support, PLC training classes, and a Sales territory. Knowing the technical side, from teaching the PLC programming classes and doing support, really gave me a lot of confidence to transition into a sales position. Sales taught me how important it is for a customer to trust what you are telling them is correct. I always say that if I don't know the answer I'll find someone who does.

What are some goals that you may have for yourself or for ACS as you start this new position?

My goals are to provide a stable home for my family and to keep gaining knowledge of new technologies.

What are some key lessons you have taken from your career thus far?

Strive to never become stagnant! It's feels a lot less like work if you enjoy it!

Describe some of your hobbies – what do you like to do outside of work?

I have played quite a bit of golf in my day and still enjoy it when I have time. I really enjoy woodworking also. Taking rough cut boards and making something useful or decorative from them gives a good sense of accomplishment. I have made several things I am proud of.

Have you traveled or lived anywhere exotic or interesting?

I have been fortunate to have visited 17 different countries. My favorite places are Odense, Denmark (home of Hans Christian Andersen); Nice, France; San José Iturbide, Mexico; Fussen, Germany; and of course Dublin, Ireland.

What is one thing your customers might find surprising about you?

I don't have too many secrets but you might not know that we have 4 dogs – a 5 pound poodle named Lucky (he sleeps with me every night), a black lab named Gus, an English springer spaniel named Annie, and a part Jack Russell part sneaky neighbor dog named Mickey.