



## David E. Scott

Vice President – Americas, Software

### Hewlett-Packard Company

David Scott is vice president of the Americas Software business unit at HP, with overall accountability for the software sales team, including strategy and business planning and ownership of profitability and revenue targets for the HP Business Technology Optimization and OpenCall product portfolios as well as acquired businesses.

Scott has more than 20 years of sales management experience in the communications industry, most recently serving as an industry vice president with NCR Corp. In this role, he was responsible for the sales and delivery of NCR Teradata data warehouse and applications to the communication, media and entertainment industries. Under his leadership, the organization consistently achieved annual revenue targets of approximately \$150 million.

Scott graduated from Geneva College in Pennsylvania with a bachelor of science in business administration and a bachelor of arts in economics. He earned his masters in business administration from Rollins College in Florida.

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