



Robert I. Scales, Jr.

Partner

DRZ Enterprises LLC

Robert I. (Bob) Scales, Jr. is a Partner with DRZ Enterprises LLC, a leader in innovative sales, coaching and sales management training. Bob helps companies, entrepreneurs, and individual sales people increase their sales effectiveness and ensure sustainable long term revenue growth and drive top line revenue. Bob works with clients that don't have a repeatable selling system, are unable to build sustained relationships, have problems in prospecting, qualifying or disqualifying prospects quickly, in closing sales faster and in obtaining quality referrals.

Bob has amassed over 40 years of Fortune 500 professional experience in sales, marketing, management and training. Bob is certified as a Professional Behavioral and Values Analyst, and is also a SCORE Consultant. SCORE is a not-for-profit association consisting of about 13,000 volunteer mentors and consultants nationwide, dedicated to helping small businesses grow by providing highly experienced support. SCORE-Chicago has 120 volunteer professionals, all of whom were business owners or successful business executives including entrepreneurs, bankers and consultants. SCORE offers free mentoring for the life of a business and consulting services for companies with annual revenue between \$3 and \$30 million. SCORE is a resource partner of the U.S. Small Business Administration.

His current company, DRZ Enterprises, has developed a business model that focuses on goal attainment, ongoing reinforcement and coaching in the areas of sales skills, staffing, structure and strategy. Bob helps companies attain the incremental growth and the long term sales results his client's desire.

Prior to joining DRZ Enterprises, Mr. Scales served as the Founder and President of (RSCG), the R. Scales Consulting Group, a learning and development company focusing on small to mid-sized businesses to help them improve the quality and caliber of their sales people through training. Before founding RSCG, Bob was Vice President of Sales and Marketing for Johnson & Associates Business Interiors, Inc.

Previous to his employment at Johnson & Associates, Bob worked 25 years for Steelcase Inc., the world's largest supplier of quality office furniture in the Chicago and St. Louis markets. Mr. Scales held numerous sales and training positions there including, District Sales Manager, Regional Training Manager, Midwest Divisional Sales Training Manager, and Learning and Development Consultant for the Chicago Region.

Before Steelcase, Mr. Scales spent 6 years with the IBM Corporation in St. Louis, Missouri, Evansville, Indiana and Dayton, Ohio. While at IBM, Bob earned 100% Club honors, and the prestigious "Regional Managers Excellence in Marketing Award" for best overall sales performance in his entire sales region.

Mr. Scales is a native of Dayton, Ohio. He earned his bachelor's degree in Marketing from Central State University in Wilberforce, Ohio. Bob is a family man, married for over 35 years. In addition to his work schedule, Mr. Scales is an active member of The Apostolic Church of God. He is also a Life Member of Kappa Alpha Psi Fraternity, Inc., and a member of the Central State University Chicago Alumni Chapter.