

## Access to Experts



**Scott Santucci**

Program Director, Sales Enablement Leaders Council and Sales Executives Council  
The Conference Board

**Scott Santucci** brings to The Conference Board a broad, deep, and diversified background in sales leadership. Spanning a career of over 25 years, Santucci has held many different roles ranging from VP of sales and marketing to research director and management consultant. In 2008, while serving as the director of Forrester Research's sales practice, he conducted groundbreaking research on the gaps between buyers and sellers while working with executive teams to redefine and research their approach to revenue generation. During his time as a director at Alexander Group, he led several large-scale sales transformation programs. Scott is passionate about the view that revenue generation is a team sport and the role of sales executives should play to lead that effort. This vision led him to found the Sales Enablement Society in 2016, a volunteer nonprofit organization dedicated to promoting this idea. Under his leadership, the Society has grown rapidly with over 4,000 members and 50 local chapters across 15 countries. In 2018 he founded Growth Enablement Ecosystems, his own firm dedicated to helping companies grow by simplifying various subprocesses that support the revenue-generation process. He is a proud graduate of Virginia Tech, where he attended on an athletic scholarship and currently resides in Northern Virginia with his four children.

Contact Carol Courter, Manager, Corporate Communications, +1 212 339 0232, [courter@conferenceboard.org](mailto:courter@conferenceboard.org)

The Conference Board is a global, independent business membership and research association working in the public interest. Our mission is unique: to provide the world's leading organizations with the practical knowledge they need to improve their performance and better serve society. The Conference Board is a non-advocacy, not-for-profit entity holding 501 (c)(3) tax-exempt status in the United States of America.

[www.conference-board.org](http://www.conference-board.org)