

## LinkedIn Testimonial – Scott Shultz

“As an avid LinkedIn user, I cannot recommend the site more—as a business, communication and employment site. I have personally secured interviews through contacts on LinkedIn and use the site for sales leads.

My first successful job search was in 2007. I submitted my resume for a Director of IT at Brinker International—failing to secure an interview. I took a friend’s suggestion to try to network with the hiring manager at Brinker. After some research, I connected with the hiring manager for the position. My persistence, coupled with the power of networking through LinkedIn, ultimately led to an interview and offer.

The second example of LinkedIn’s power relates to my current position as an Enterprise Sales Executive at Kronos, Inc. I secured an interview with Kronos, Inc., through contacts at LinkedIn. Additionally, I have used LinkedIn to successfully expand my prospect base, which I am confident will lead to new product sales for Kronos.

As you can see, LinkedIn has impacted my professional life significantly in the past few years. Like most individuals I heard the advice about networking, but never fully understood the power until I put LinkedIn to work for me.”

*-**Scott Shultz**, Enterprise Sales Executive, Kronos, Inc. Scott is a 24-year veteran of the IT field; and has held executive level positions with Brinker International, Applebee’s and TGI Friday’s. He is a 2008 graduate of the Neeley Executive MBA program and a native of North Texas.*