

May 19, 2010

Contact: [Clay Hickson](#)

410-769-6448

<http://tuoutreach.com/author/clayhickson/>

TowsonGlobal names Scott Turnbaugh as VP Sales-in-Residence

Turnbaugh will help entrepreneurs at global business incubator maximize sales opportunities

TOWSON, Md. – TowsonGlobal, the business incubator at Towson University, has appointed [Scott B. Turnbaugh](#) as VP Sales-in-Residence.



Incubator member companies are young, growing entrepreneurial enterprises and face an array of sales challenges—from determining the best strategies for taking a new product to market to knowing when to hire a sales team. Through this VP Sales-in-Residence program, TowsonGlobal’s members will have access to a seasoned sales executive who can help navigate the sales challenges created by today’s tough economic climate.

Turnbaugh will be on site at TowsonGlobal regularly to consult with member companies on their sales questions, and to assist with a variety of strategic issues, ranging from exploring new sales opportunities to building and managing their sales teams.

“We’re pleased to add Mr. Turnbaugh’s sales expertise to the mix of support available at the incubator,” says Clay Hickson, Director of TowsonGlobal. “Our members will benefit greatly from the one-on-one support from an experienced specialist such as Scott Turnbaugh, who has managed scores of sales people in dozens of industries.”

Turnbaugh, President and Founder of Eagles View Consulting LLC, has more than 20 years of experience in sales, marketing and operations roles. He possesses diverse and dynamic skills in sales team management, structure, compensation, CRM training, and pipeline improvement systems, having worked with start-up, mid-market and Fortune 500 companies, including major players in the IT, wireless, semiconductor and high-tech manufacturing markets. Turnbaugh holds a BBA in marketing from James Madison University and an MBA in finance from Cornell University.

[TowsonGlobal](#), the Business Globalization Center, is Towson University’s international incubator that helps both domestic and foreign entrepreneurial ventures learn how to compete in the global economy, both at home and abroad. TowsonGlobal provides businesses a wide range of support, including high-quality, affordable office facilities; business counseling; mentoring; networking assistance; workshops and other educational forums. Members also draw from the experience of an active advisory board comprised of executives in technology, financial and legal services, logistics, manufacturing, contracting and venture