Bio & Background

Name: Scott Woods

Title: **Owner & Managing Director** – Advocatus Consulting LLC

 **Partner** – Silverback Ventures LLC

Website: [www.advocatusconsulting.com](http://www.advocatusconsulting.com)

[www.silverbackventures.org](http://www.silverbackventures.org)

LinkedIn: <https://www.linkedin.com/in/scott-woods-9689b21>

Always striving to find the intersection of gifts, talents, and passions with a need in the world, Scott leads the Advocatus Consulting and Silverback Ventures teams

Scott has built his career around helping companies unlock their potential and growth through optimizing their operational and financial processes, creating a culture of excellence, and building a solid foundation for maximum profit and impact. He is a 3x entrepreneur, consultant, growth coach, speaker, and impact investor who has had the privilege of working with some of the most influential companies in the Charlotte, NC metro area, throughout the Southeast, and beyond.

With over 30 years of leadership, accounting and C-level operational experience, Scott draws from the various companies and engagements he has worked on to truly teach real world application of the theory most just endured in college. As a business owner and consultant, he can empathize with owners, but also cut through all the noise to get to root causes of their current issues and create and implement plans to solve those problems and maximize impact.

In addition to the above, Scott is an Advocacy and Engagement Board member and mentor at Clemson University’s College of Business, and a frequent speaker to college students and business owners.

Scott lives in the Charlotte NC suburbs, is married to his high school sweetheart and is the proud father of two grown children. He is an avid hiker, golfer and loves to work with his hands.

**Clemson Involvement:**

* Advocacy and Engagement Board Member (College of Business)
* Tiger Ties Mentor
* Adjunct – Servant Leadership (Mgmt)
* Guest lecturer – Venture Consulting, Entrepreneurship

**Current Companies:**

**Advocatus Consulting LLC (AC)**, an executive advisory and consulting firm that works with startups, privately held businesses and non-profits. The focus of AC is to help maximize profitability through process improvement and strategic initiatives. They provide advisory, fractional leadership, and growth coaching.

**Silverback Ventures LLC (SBV)**, an impact investing firm that works with enterprises who have a focus on both purpose and profitability. SBV’s goal is to amplify and multiply impact through providing encouragement, empowerment, education, and investment through focused training, consultative engagements, and impact investing.

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| Current clientele (relative size): |
| * Social Enterprise consisting of 3 companies in 2 countries ($25M) – US/Ghana
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| * International Educational Toy company (startup) - Uruguay
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| * International non-profit ($10M) – US based
 |
| * International Coffee Exporter ($5M) - Guatemala
 |
| * National HVAC wholesaler ($60M)
 |
| * Multisport training facility ($600K)
 |
| * Coffee shop (startup $550K)
 |
| * Custom cabinet manufacturer ($7M)
 |
| * Healthcare marketing firm ($500K)
 |
| * Private University ($2M)
 |
| * Private high school ($1M)
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