



# Jamie Adams

**Scorpion Design** | Senior Vice President of Sales, Dallas

**2004 Graduate, Computer Information Systems**

**Home Town: Coushatta, LA**

**Hobbies: Music, Tennis, Running, Reading,  
& Traveling**



## **Why did you choose CIS as your major?**

At the time, I did not have a clear vision of what I wanted to do professionally. My first couple of years of college, I found myself going back and forth between science and business. When I finally settled on a business degree, it was obvious that technology was disrupting industries and business models. We did not have Facebook just yet, but virtually everyone was spending quite a bit of time downloading music on Napster. Ultimately I loved technology and I loved studying business. I believed CIS would give me the best opportunity to have a successful career in both.

## **Tell us about your career path since graduating and what you are doing now.**

My first job was with Deloitte & Touche, LLC. in Memphis, TN. Deloitte taught me the value of hard work and mentorship. While the hours were very long and the work was quite challenging at times, I also got the opportunity to work with seasoned consulting professionals who took a vested interest in my career development. Several of those people continue to be professional mentors today. I left Deloitte after two and a half years to move closer to home (Louisiana). My intention was to go to law school but I stumbled on a start-up called ReachLocal, which sells Internet marketing solutions to local businesses. It may seem common for lawyers and plumbers to advertise on Google, Facebook, etc. today, but in 2007 it was certainly not the norm. I took a chance and begin my career at ReachLocal in March 2007. We grew from 100 people in Shreveport and Los Angeles people to 2,500+ in 60+ offices around the world in 3 years. We went public in May 2010 and I was with the Company until the end of 2013. I experienced so much during the 7 years I spent at ReachLocal. While my career took a turn towards sales and marketing, because I worked for a technology company and have a CIS background, it was much easier for me to catch on to the product / technology side of our business. That definitely helped my career trajectory. By the time I left ReachLocal, I had run three multi-million dollar sales channels and was also a founding member of the ClubLocal (now Serviz) team. ClubLocal was spun-off from ReachLocal and picked up Groupon as an investor. Today, I am Sr. Vice President of Sales at Scorpion Design. We design, develop, and distribute software and digital marketing solutions to the legal, healthcare, and multi-local (franchise) industries. I've been here since March 2014 and love it! In July 2013, I also co-founded a mobile application company called RollKall, which is currently in beta.

## **Looking back, what were some of the most valuable classes/experiences while you were at Tech?**

CIS 450 (Systems Analysis, Design and Implementation) was definitely my favorite class. It was a great opportunity to take everything I had learned throughout the course of the degree and apply it towards a real project. I've actually kept in touch with several of my team members from that class. I really enjoyed Dr. Selwyn Ellis and he has remained someone that's continued to check in with me to this day. In terms of general business curriculum classes, I absolutely loved the two classes I took with Dr. Tony Inman. I love the fact that Dr. Inman and Dr. Ellis are still at LA Tech today!

# Jamie Adams -- Continued

## **If you could go back and do your undergraduate years over again, is there anything you would do differently?**

Technology and systems play a massive role in virtually every industry and business today. If you understand those things when you enter the workforce, I believe you have a competitive advantage in the marketplace. If I could do it over again, I would definitely focus more on mastering the technical execution of the things I learned. I wish I had taken a more disciplined interest in Application Development and Database System Management. Through my work experience, I eventually got to a point where I know enough about the technical side of software and database applications to communicate with engineers and executive teams. However, knowing now what I didn't know then, I would have done a better job honing those skills during school.

One of the few regrets I have about my college experience is that I did not do an internship. I highly recommend an internship if given the chance. I have no doubt that it will help prepare you for your first full-time job after school.

If you are interested in learning more about the Computer Information Systems (CIS) Program, find us on facebook ([https://www.facebook.com/pages/Louisiana-Tech-Computer-Information-Systems/171661450148?ref\\_type=bookmark](https://www.facebook.com/pages/Louisiana-Tech-Computer-Information-Systems/171661450148?ref_type=bookmark)) or call 318 257-4816)