

GARY DAVID

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NATIONAL SALES EXECUTIVE

Highly accomplished senior sales executive with proven success in sales leadership for national accounts and Territory expansion with companies such as Robert Bosch LLC, Snap-on Tools and Autologic Diagnostics. Consistently earned top ranks in sales performance in every position by increasing revenues, profits and market share. Gifted sales strategist who excels in driving revenues by developing and nurturing business relationships and pioneering effective training programs.

- Closed \$4 million contract with Firestone
- Exceeded \$10 million sales goal at Snap-on Tools
- Ranked as top territory manager

CORE COMPETENCIES

Business Development
Channel Sales Strategies

Product Development
Customer Acquisition and Penetration

Sales Team Management and Development
Territory Management and Revitalization

National Account Development and Retention
Training Program Development and Implementation

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPMENT CONSULTANT, *Arlington Heights, IL* 2013-present

- Develop market specific strategic programs to increase market share and boost brand image.
- Develop and implement new client acquisition and customer retention strategies.
- Deliver high impact sales training programs to sales team.
- Streamline internal processes between the sales and all other internal departments.
- Assist senior management with sales forecasting and compensation planning.
- Clients include **Franklin Display Group & ClearStream Recycling, Inc.**

AUTOLOGIC DIAGNOSTIC, INC. *Commack, NY* 2012-2013

CORPORATE ACCOUNT MANAGER

- Developed strategic business relationships with large regional and national companies in the North American automotive aftermarket.
- Developed programs to improve the brand awareness across the entire spectrum of automotive related industries.
- Created a unique, value-laden corporate subscription program designed to meet the requirements of multi-location repair shop owners.
- Developed and successfully launched pilot/evaluation programs with **Christian Brothers Automotive** and **AAMCO Total Car Care**.

RESULTS EXPONENTIAL, INC. *Chicago, Illinois* 2010-2012
Business development, consulting and sales training enterprise.

PRINCIPAL

- Developed a sales training program that included modules on current sales training topics and individualized coaching.
- Utilized this program to train our client's sales force.

- Provided business development assistance to senior management and business owners.

ROBERT BOSCH LLC DIAGNOSTIC GROUP, Broadview, Illinois

2004-June 2009

In 2004, Robert Bosch LLC acquired Vetronix Corporation and integrated it into the Bosch Diagnostic Group, a world leader in diagnostic solutions for the automotive after-market.

SENIOR NATIONAL ACCOUNT MANAGER

2008-June 2009

- Developed and implemented short- and long-term sales strategies for national accounts including product training and data logging that resulted in increased national sales for Bosch with accounts such as **Verizon, Midas, Monro Muffler, Meineke, Firestone**, large fleets and domestic and foreign car manufacturers.
- Analyzed each account to determine its needs and created a unique portfolio of products targeted specifically to those needs, such as the development of a beta program for new product evaluation by Verizon with projected sales of \$2 million.
- Provided specific customer-driven equipment requirements to Bosch product management and marketing departments that resulted in improved software content and hardware design.
- Direct reports included a National Account Manager and an Education and Government Sales Specialist.

REGIONAL SALES MANAGER

2004-2008

- Managed and mentored the eastern United States sales team of 30 representatives, two distinct managers and a technical trainer.
- Spearheaded the development of a technical training program that resulted in increased sales.
- Collaborated cross-functionally with product managers and engineering to develop new products.
- Established new relationships with key channel-distribution partners that increased revenue over and above traditional sales method. These partners included **CARQUEST** and **NAPA**.

VETRONIX CORPORATION (Acquired by Bosch in 2004)

2000-2004

REGIONAL SALES MANAGER, MIDWEST DIVISION

- Developed hybrid training program for sales team that incorporated product, technical and sales training techniques. This training program provided a unique blend of new product training with proven sales strategies that ultimately led to increased sales and higher customer retention levels for the sales group.
- Cultivated new relationships with key channel distribution partners such as **CARQUEST** and **NAPA** by participating in channel partner sales meeting and tool and equipment shows that led to significant increase in sales and market share for both Vetronix and channel partners.
- Developed product training seminar content for channel partners to successfully launch new products.
- Earned Regional Manager of the Year award in 2001.

SNAP-ON TOOLS, EQUIPMENT DIVISION, Kenosha, Wisconsin

1992-2000

REGIONAL SALES MANAGER

- Managed six-state sales team of more that 40 representatives and seven district managers.
- Exceeded sales budget of \$10 million annually which resulted in being named #1 Regional Sales Manager in 1997 and 1998.

- Developed hybrid training program that incorporated technical and sales principles that was so successful it was implemented nationwide.
- Reinforced at quarterly sales meetings, the program played a key role in the development and retention of a first-class sales team which was instrumental in helping the region achieve and exceed its sales projections.
- Provided specific customer equipment requirements to product management and marketing departments for software and hardware enhancements that resulted in improved marketability for products such as on-board computer diagnostics and alignment equipment.

EDUCATION

Bachelor of Arts Degree, Majors in Psychology and Sociology, *University of Illinois Champaign-Urbana*

LEAD Program, *Invitation only Robert Bosch Training Program for Top-Tier Management*

Crucial Conversations Certificates

Brian Tracy Seminars

Zig Ziglar Training Program