

DAVID CAMPBELL

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OBJECTIVE

Personable, well-rounded professional seeks to generate revenues and build customer relationships for a software developer, service provider, or consulting firm by leveraging extensive background in technology sales and consulting

KEY QUALIFICATIONS

- Goal-oriented and highly organized
- Articulate, intellectually curious, and decisive
- Inventive planner and implementor
- Adept at information gathering, synthesis and analysis
- Proven ability to interact well with diverse groups of people and achieve results

ACHIEVEMENTS

Relationship Management and Sales

- 99.86% license renewal over 3.5 years for \$3M portfolio of 20-25 accounts
- Top three sales team by revenues
- Exceeded annual targets for sales, program participation, user conference attendees
- Established two regional user groups, more than double the average
- Converted several perpetual licenses to term form
- Won single-day office competition to book quality face-to-face customer meetings

Consulting

- Reliably delivered successful, compliant engagement outcomes, on time
- Secured scope expansions or return engagements at over two-thirds of clients serviced
- Selected to author in-house Standards & Practices for professional services
- Highest utilization percentage on services team; 100% of billings collected
- Led only successful implementation, of 9 sites, for primary independent client

General Management and Technology Development

- Directly supervised 3-9 technical staff
- Reduced product development cycle from 10 months to 10 weeks
- Wrote apps that helped company attain peak \$1.75M in product sold per employee
- Free-lance edited six medical papers with 100% accepted for publication

EXPERIENCE

1999-2009 Infogix Inc., Naperville IL

Infogix is a niche software company with \$30M in annual revenue, operates primarily in North America and Europe

Client Executive 2006-2009

- Primary post-sale point of contact for Fortune 1000 domestic and international customers
- Renew licenses, protect recurring revenue stream; collect Receivables
- Cultivate references and high-level contacts
- Demonstrate product functions and propose methods to drive usage expansion
- Initiate and sponsor customer-hosted regional user groups
- Identify sales opportunities, recommend best actions to Sales Team

Solutions Consultant (Sales Team) 2004-2005

- Formulate strategies to grow revenue from current licenses and sell new product licenses
- Recommend solutions, conduct proofs of concept, manage objections
- Support installs and launches, teach stock training courses, provide individual mentoring
- Produce or lead sessions at annual user conference

Professional Services Consultant 1999-2003

- Run projects and issue reports, adhering to Standards & Practices
- Advise clients about issues and events affecting delivery; enforce deadlines
- Analyze business processes, create content for technical specifications
- Design, develop, and document automated information controls
- Facilitate acceptance testing, controls deployment; train users; troubleshoot

1995-1998 Decision Systems Plus Inc., Rosemont IL

Senior Consultant and Team Leader

1993-1994 Center for Human Reproduction, Chicago IL

Director, Section of Information Systems & Medical Statistics

1993 and prior

Independent Consultant; primary independent client: Waste Management Inc.

Information Systems Manager, The Whitewater Group

Manager of Systems Engineering, Zenith Data Systems

Programmer, First Computer Corporation

EDUCATION

B.S. in Computer Science and B.S. in Mathematics, University of Illinois-Urbana