

DAVID F. PEASE

1850 ½ S. Barrington Ave., Los Angeles, CA 90025
413-687-8708, david.f.pease@gmail.com

EXPERIENCE**DATAMINR**

Los Angeles, CA

Director, Client Success

July 2018-Present

- Lead a team of five Client Engagement Managers responsible for over 3,000 end users of Dataminr's software
- Drove two-fold expansion of user base through targeted outreach to senior leaders and influencers
- Hand-selected by CEO to represent Dataminr during multiple high-profile engagements with senior government officials
- Manage quarterly and annual contract deliverables for Dataminr's largest client

Client Success Manager

November 2015-June 2018

- Led the development and execution of client engagement strategy for the US Department of Defense (DoD) resulting in the largest contract in Dataminr's history
- Hired and trained six client success managers to support the rapid scaling of support capabilities required by the DoD contract
- Managed client engagement during two parallel product development programs for 300 DoD Dataminr users resulting in the successful expansion into new data sources and launch of a mobile application
- Created a highly flexible user training program enabling rapid onboarding of thousands of new Dataminr users
- Established processes to track client onboarding and training during a period of sevenfold user base growth
- Conducted weekly reporting and analysis of usage statistics to provide data driven insights on over 10,000 users

MICROSOFT

Redmond, WA

Summer Intern, Strategic Sourcing Analyst

Summer 2014

- Analyzed Microsoft and Nokia's global supplychains to integrate risk management programs into a single, optimized system
- Developed an automated risk assessment process to identify vulnerable component suppliers and measure revenue at risk
- Created road map for risk management process implementation and achieved buy-in among key stakeholders

UNITED STATES ARMY

Mesar-i-Sharif, Afghanistan

Flight Company Commander

2012-2013

- Selected over peers to serve as one of only twelve CH-47 company commanders in the regular active duty Army
- Supervised 72 soldiers and twelve CH-47F 'Chinook' helicopters before and during deployment to Afghanistan
- Managed daily readiness of flight crews and aircraft with direct oversight of maintenance, training, and customer needs
- Rated one of the top two company commanders out of 32 within the brigade

Assistant Operations Officer

Katterbach, Germany

- Planned and resourced the daily operations and training of an aviation brigade 2009-2012
- Collaborated across multiple key stakeholders to complete the first-ever overhaul of CH-47 helicopters in Europe

Military Advisor, Iraqi Border Police

Maysan Province, Iraq

- Embedded with and advised a 700-man Iraqi Border Police battalion in southern Iraq for twelve months; developed a train-the-trainer program for Iraqi Army and Police battalions 2008-2009
- Planned the daily operations of an eleven-man team focused on building relationships with community stakeholders
- Rated best of 20 Captains by battalion commander with over 15 years of experience

Flight Platoon Leader

Camp Humphreys, South Korea

- Supervised 22 soldiers and four CH-47D 'Chinook' helicopters 2005-2008
- Attended US Army Rotary Wing Course from 2005 to 2006; earned Distinguished Honor Graduate (#1 of 50 students)
- Described as one of the top two of 23 Lieutenants in the battalion on formal evaluations

EDUCATION**COLUMBIA BUSINESS SCHOOL**

New York, NY

MBA, May 2015

2013-2015

Clubs: Dean's Advisory Board, Technology Business Group, Columbia Data Sciences Society,
Military in Business Association, General Management Association

UNIVERSITY OF MASSACHUSETTS

Amherst, MA

BBA, Accounting, May 2005

GPA: 3.91

2001-2005

Honors: Cum Laude, Distinguished Military Graduate

ADDITIONAL INFORMATION

Additional Education: MIT Big Data and Social Analytics Course, March 2017

Skills: Microsoft Office Suite, Google Apps Script, Python, Zendesk, Salesforce, Totango

Interests: Papercraft, international travel, backcountry hiking, and biking