

# DAVID F. PEASE

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## EXPERIENCE

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DATAMINR, New York, New York  
**Director, Client Success**, 2018-2020

Led and guided team of six client engagement managers, responsible for 7,000 end-users within Navy and Marine Corps. Hand-selected by CEO to represent company during multiple high-profile engagements with senior government officials. Oversaw and managed quarterly and annual contract deliverables for company's largest client.

- Drove twofold expansion of user base via targeted outreach to senior military leaders and influential organizations.
- Earned the government's highest performance rating for contract support during annual contract management reviews.

**Client Success Manager**, 2015-2018

Led development and execution of client engagement strategy for U.S. Department of Defense, effectively securing largest contract in company's history. Hired and trained six client success managers to support rapid scaling of support capabilities required by DoD contract. Managed client engagement during two parallel product development programs for 300 DoD users, resulting in successful expansion into new data sources and launch of mobile application. Developed and created highly flexible user training program, enabling rapid on-boarding of thousands of new users.

- Established processes to track client on-boarding and training during period of sevenfold user-base growth.
- Conducted weekly reporting and analysis of public sector usage statistics to provide data-driven insights on 10,000 users.

## MILITARY SERVICE

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UNITED STATES ARMY, **Aviation Operations Officer**, 2009-2013. Selected over peers to serve as one of only 12 CH-47 company commanders in regular active duty army. Supervised 72 soldiers and 12 CH-47F Chinook helicopters worth approximately \$390,000,000. Managed daily readiness of flight crews and aircraft with hands-on oversight of maintenance, training, and customer needs. Highlighted as one of top two company commanders out of 32 within brigade.

**Military Advisor, Iraqi Border Police**, Maysan Province, Iraq, 2008-2009. Embedded with and advised 700-man Iraqi border police battalion in southern Iraq for 12 months. Developed train-the-trainer program for Iraqi army and police battalions. Planned daily operations of 11-man team focused on building relationships with community stakeholders. Rated best of 20 captains by battalion commander with 15-plus years of experience.

**Flight Platoon Leader**, Camp Humphreys, South Korea, 2005-2008. Supervised 22 soldiers and four CH-47D Chinook helicopters. Attended U.S. Army Rotary Wing course from 2005 to 2006 and earned distinguished honor graduate (Number One of 50 students). Described as one of top two of 23 total lieutenants in battalion on formal evaluations.

## EDUCATION

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COLUMBIA BUSINESS SCHOOL, New York, New York, **M.B.A.**, 2015  
UNIVERSITY OF MASSACHUSETTS, Amherst, Massachusetts, **B.B.A., Accounting**, 2005

## PROFESSIONAL DEVELOPMENT

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*App Academy (16-week immersive software engineering course)*, 2020  
*Web Programming with Python and JavaScript, HarvardX*, 2020  
*Introduction to Computer Science, HarvardX*, 2019  
*MIT Big Data and Social Analytics Course*, 2017

## COMPUTER SKILLS

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Microsoft Office Suite, Google Apps Script, Python, Javascript, Ruby, Zendesk, Salesforce