**Personal Information:**

**Name:** David A. Koehler

**Work Address:** 2208 Elizaville Rd. Lebanon, IN 46052, USA

**Work Phone:** 765-482-3366

**Mobile Phone:** 317-753-7535

**E-Mail Address:** makoehler49@yahoo.com

**Employment History:**

**11/2005 – 10/2014 (left with retirement offer)**

AT&T, Indianapolis, IN USA   
Lead ICB Pricing/Costing Manager   
Prepared and supported financial analysis for complex customer deals and worked directly with Sales to determine the service scope, service objective, sales messages and solution which made up the proposed offer. Constructed the business case. I also provided input into the contractual terms and conditions of the deal. Worked on complex cost problems where analysis of situations or data required an in-depth evaluation of various factors. Briefed company management on proposals and negotiations and provided recommendations on pricing for specific opportunities with the goal of maximizing the company’s positive financial outcome. Provided functional and strategic advice to less experienced pricing managers.

**09/2000 – 6/2005**

AT&T, Indianapolis, IN USA   
Business Development Manager   
Managed multi-million dollar client accounts supporting direct sales teams. Managed Customer negotiation on Onenet and ABN contracts with custom T&C’s. Interacted with Legal and Customer representative for “win Win” solutions. Achieved positive revenue growth by leveraging successful customer relationships and closing new sales opportunities in key areas of the business.

**10/1990 - 12/2000**

Ameritech, Indianapolis, IN USA   
Associate Director – ICB Pricing

Prepared and supported financial analysis for complex customer deals and worked directly with Sales to determine the service scope, service objective, sales messages and solution which make up the proposed solution. Responsible for the construction of the business case, value proposition, pricing and provides input into the contractual terms and conditions of the deal. Worked on complex cost problems where analysis of situations or data requires an in-depth evaluation of various factors. Briefed company management on proposals and negotiations and provided recommendations on pricing for specific opportunities with the goal of maximizing the company’s positive financial outcome. Provided functional and strategic advice to less experienced pricing managers.

**11/1988 - 10/1990**

Ameritech, Indianapolis, IN USA   
Associate Director-Product Manager   
Developed strategies and led the implementation of the tactical plan to attain business unit and company goals. Negotiated settlements on key company initiatives with other industry participants and drove approval through the regulatory process. Lead Cross Company Product teams for the smooth integration of Product enhancements. Specifically lead the Digital Product teams including DS1, DS3, SONET, and Frame Relay. Received supplier award from MCI for developing revised Termination Liability policy that generated new orders from carriers.

**11/1983 - 10/1988**

Indiana Bell/Ameritech (ALDIS), Indianapolis, IN USA   
Manager-Regulatory Services   
Stakeholder with state regulatory officials and other industry players to drive public policy changes and attain market-based solutions. Worked directly with key executives to implement regulatory annual plans. Prepared filings and maintained the Digital Private Line section of the tariff including rate of return filings.

1971 – 1983

Union Federal Savings and Loan, Lebanon, IN USA

Vice President Mortgage Loans. Responsible for loan applications, underwriting, a member of the loan committee for approvals, federal compliance, and loan sales.

**Education:**

**Indiana University, Indianapolis, IN USA**

Bachelor of Arts - Political Science,

Master of Public Affairs – Public Finance

**Purdue University, Indianapolis, IN USA**

Associate in Applied Science – Computer Technology

**Professional Licenses, Accreditations, and Memberships:**  
Real Estate Broker’s License,

President – Lebanon, IN Economic Development Commission,

Vice President – Lebanon, IN Redevelopment Commission,

Treasurer – Lebanon Public Library Board of Directors,

Honorable Discharge US Air Force.