**DAVID A. GAYNER**

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*Expertise in sales, account/project management, and business process consulting. I build successful companies by communicating effectively among specialists and non-specialists alike, gathering and analyzing data, assembling teams, implementing solutions, and keeping customers happy.* I am a people person who gets things done; I solve tough problems, close deals, and increase revenue. *I have exceeded my sales goals 20 out of 23 years of carrying a quota. I sell in a different and unique manner. I believe in long term relationships, but push hard for business and am relentless at meeting client’s and company goals.*

**AWARDS AND ACHIEVEMENTS**

Finished 131% to quota 2017, 8% increase in 2018, 10% increase in 2019.

Gold Sales Award, Burkhart Dental, 2011, 2013, 2014: Continuously finished in the top 15% of sales representatives. Grew annual sales from $1.9 million to $3.2 million.

Technology Focus Award, Burkhart Dental, 2012: Exceeded 500K in technology sales.

Region Sales Award, VWR Scientific, 2005: Highest growth (125%) in sales dollars over one year.

E-Commerce Sales Representative of the Year, Pacific Region, VWR Scientific, 2004: Highest growth (450%) in sales dollars over one year from website commerce.

Highest Region Sales Growth Award, VWR Scientific, 2004: 45% year over year for all sales.

Outstanding Sales Achievement Gold, I-CHEM Co., 1996, 1997: 20% growth annually.

**EXPERIENCE**

Nobel Biocare (manufacturer of dental solutions), South Bay and Central Coast, CA. Territory Representative July 2016-Current.

Covering Lower peninsula, San Jose and Central coast.

In charge of sales and continuing education to assigned clients while hunting for additional revenue.

Grew territory by 300k.

Manage Nobel Biocare Professional Service Representative with daily, weekly, monthly and quarterly goals.

Drafted contracts for 4 largest private practices to agreements running from 2-4 years.

Maintain SFDC database with sales calls and work with inside sales on sales campaigns and targets.

Work with large public institutions to increase sales with continuing education and persistence.

BOCADA (*enterprise data protection management software and backup reporting software*), Bay Area, CA

Account Executive, August 2015-May 2016. (Through Sale of Company)

Ran sales and account management for the entire organization. Chartered with rebuilding sales after three years of no sales or marketing department. Prospecting, lead generation, qualification, strategy, resource allocation and closing. Guided leads through the sales process. Closed and onboarded new clients with sales engineers.

Signed 6 new clients in 6 months vs. 4 in all of 2015.

Maintained existing client base for annual software renewals. Contacted customers by phone and email to establish relationships. Offered training on new software versions, researched needs and shared with development team for road mapping. Achieved 100% retention.

Documented internal sales processes.

Maintained Salesforce database. Scrubbed client lists by contacting potential inactive customers. Reached out to legacy clients via email and cold calls.

Contributed to company sales with the goal of acquisition.

BURKHART DENTAL SUPPLY (*provider of dental supplies, equipment, technology, and office buildouts*), Bay Area, CA

Equipment and Technology Specialist, December 2010–June 2015

Sold large equipment and oversaw office buildouts and technology integration in dental practices; collaborated with architects, drafting team, and installers; grew vendor relationships to better serve clients.

Achieved annual quota of $2.8 million in sales through first half of 2015.

Trained Burkhart sales force on equipment and technology, and created an online sales pipeline (with leads, schedules, etc.) for all account managers.

Created, implemented, and managed online internal process improvements for managing operations and projects.

VWR SCIENTIFIC (*global distributor of scientific products/services*), Bay Area, CA

Business Process Consultant, 2006–2009

Helped build and outsource processes for small and mid-size clients, including biotech startups.

Gathered and analyzed data on business processes from all departments; recommended improvements/solutions for vendor management, purchasing, chemical tracking, billing, reporting procure-to-pay technology, e-commerce, and other operations.

Implemented and managed projects.

E-Business Sales Consultant, 2004–2006

Researched clients’ procure-to-payment process and made recommendations to move transactions online.

Conducted website training seminars and capabilities presentations on how VWR could help clients streamline or implement a process.

Increased clients’ sales through vwr.com or an integrated partner (Oracle, SAP, Ariba).

Outside Sales Representative, 1991–1993, 2001–2004

Grew sales from $1.5 million to over $4.2 million (2001–2004); territory consisted of undeveloped accounts and startups; worked with suppliers and technical experts to meet customer needs.

Averaged 11% growth per year, 1991–1993, for key accounts (mainly biotech) in San Francisco, Foster, City, and Palo Alto.

Wrote contracts for customers and vendors, analyzed P&Ls, presented proposals and worked with manufacturers and their sales representatives.

INSTILL CORP. (*software manufacturer for food service companies*), Bay Area, CA

Sales/Project Manager, 1998; Sales/Account Manager, 1999–2001

Managed customized software for procuring and managing foods, conducted product demonstrations.

Coordinated activities between clients, distributors, and other parties.

Increased revenue by up-selling clients with additional services.

Maintained 100% of client base.

Trained new project managers, account managers, and sales representatives.

Grew department of four people into four separate, larger groups.

I-CHEM CO., A THERMO FISHER COMPANY (*maker of scientific sampling containers*), Bay Area, CA

Area Manager, Technical Sales Specialist, 1994–1998

Sold products throughout western U.S. through multiple distribution networks as well as through direct sales to end users and original equipment manufacturers.

Obtained annual growth of 15% in a market that decreased approximately 30%.

Led technical seminars on state and federal regulations to clients and distributors.

Computer skills: MS Office, Project, Visio, Salesforce, Value Stream mapping.

**VOLUNTEER ACTIVITIES**

Central Middle School Outdoor Education (One week educational trip with 7th grade class in Yosemite). Assist on all daily activities including, hiking, meals, mentoring and distributing medications. 2016.

Special Olympics (*provides athletic opportunities to children and adults with intellectual disabilities, instilling confidence they need to succeed in life*). Attend and participate along with athletes in events, Northern California and Nevada, 2010–present.

Timothy Griffith Memorial Foundation (*helps to heal and strengthen Bay Area communities by providing support and services to those affected by addiction, violence, and loss*). Raise funds, work at festivals, and perform other public outreach efforts, Redwood City, CA, 2008–present.

Coach, boys’ and girls’ baseball, basketball, and soccer leagues, San Carlos, CA, 2004–2015.

Marine Mammal Center. Provided daily care for sea mammals, including feeding and cleaning their surroundings. Sausalito, CA, 1992–1993.

**EDUCATION AND TRAINING**

CustomerCentricSelling: consultative project management and sales training, San Francisco, CA, 2009

SpeakEasy seminar: “Talk So People Listen” (advanced course in communicating with C-level executives), San Francisco, CA, 2008

Lean Training: conducting Kaizan events; using Lean tools to build and implement process improvements, West Chester, PA, 2008

Spanish and International Business, Eurocentres College, Barcelona, Spain, 1993

B.S. in Business Administration: Emphasis in Marketing and International Marketing, California State University, Chico.