



David Rozanski

CSO

About David

A dynamic, entrepreneurial executive with a record of leading high-profile organization sales, David quickly generates multi-million-dollar revenues. Highly skilled at building organizations from the ground up into industry leaders, he turns around under-performing teams to propel sales revenues and spearheads new product development and launches. With a solid business development background in technology, professional services, software sales and consulting services, he focuses on working with Enterprise and Mid-Market accounts. A proactive leader and change agent, he brings a high level of enthusiasm and passion for driving strategic growth.

How David has Helped Businesses Grow

- Delivered a 40% margin business launching a new technology products and professional services organization at a global technology company.
- Increased total sales 11%, increased gross margins 9%, and increased operating profit 21% turning around the lowest performing direct channel market into a top 5 performer at a global technology company.
- Drove \$190 million in new revenue and demonstrated an entrepreneurial mind-set in launching a new line of business for a large Financial Services Companies. Exceeded revenue expectations by 50% in the first full year.
- Generated multi-million-dollar contracts with Fortune 500 and public sector organizations as an experienced IT Outsourcing & Professional Services Consultant at a Global Technology Company. Recognized as major public accounts services engagement manager of the year.
- Drove \$20 million in sales revenue selling three of the largest projects in history at a National Telecommunications Organization.
- Created a culture of high performance and exceptional customer experiences in multiple organizations.

Executive Experience

- VP National Video Security Practice, Konica Minolta Business Solutions
- VP National Professional Services Sales, Konica Minolta Business Solutions
- Market VP, Konica Minolta Business Solutions
- Sales Engagement Manager, Dell, Inc.
- VP of Sales, Crosscom National
- Director of Corporate Programs, Quicken Loans

Expertise

Industry Experience

- Professional Services
- Technology
- SaaS
- Artificial Intelligence
- Machine Learning

Specialties

- Sales Growth
- Digital Transformation
- Product Innovation
- Growth Strategy
- Competitive Strategy

Education

- BSBA, Marketing/ Communications, Central Michigan University

Contact Information

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