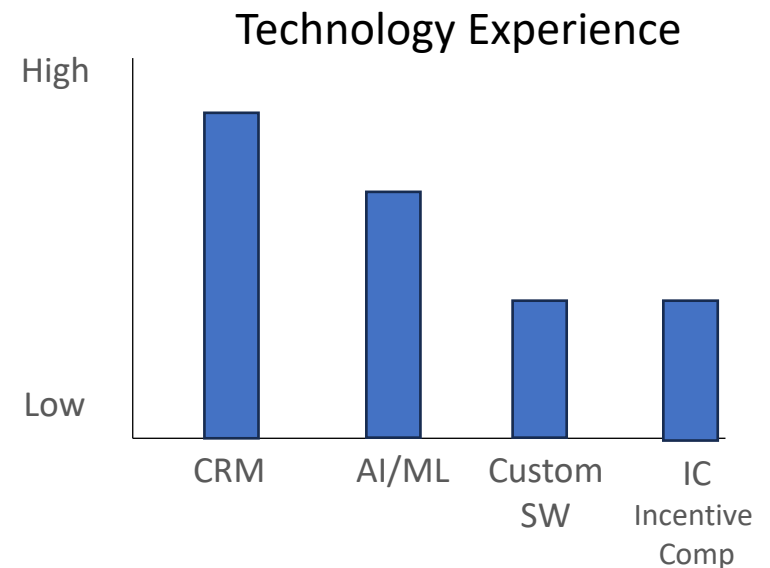
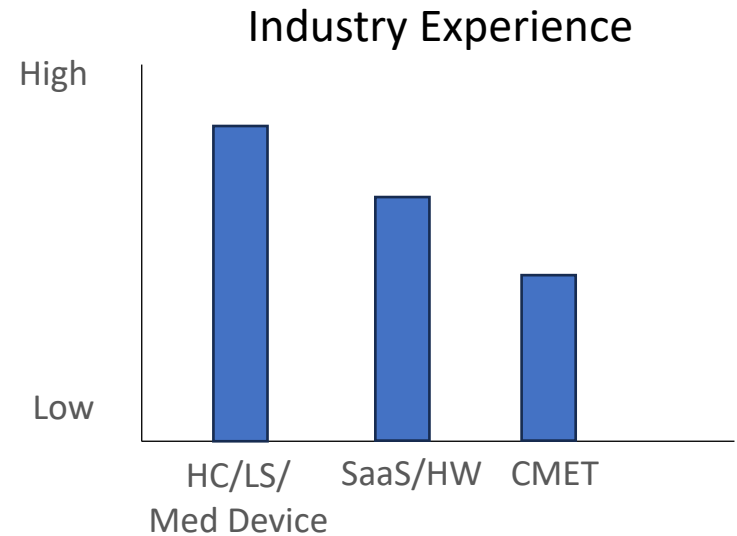


Dave Beck

Cross-functional Digital Growth Leadership





DAVE BECK

Large scale, multi-site leadership overseeing 600 customer facing professional service employees

Industries

Healthcare, Med-Tech, Comms, Media, Ent, Tech, SW, HW, Consumer Products, Consulting

Functions

General Management, Customer Success, Sales Enablement, Sales, Annual Planning, Product Mgmnt, Technology Implementations, AI & Analytics, Finance

(714) 747-2325

davebeck3@gmail.com

Davebeck.me



AI-savvy, intrapreneurial digital transformation growth leader who creates recurring revenue streams and leads high performing teams

Named as a Top 50 Most Innovative Influencer in Orange County

Featured on the OCBJ Front Page for creating Haystax 

ORANGE COUNTY BUSINESS JOURNAL

Work Experience

 octane	GM, VP Capital, Accelerator Dir
 Cognizant	AI Solutions Leader, Venture Leader
 AMN[®] Healthcare	VP, Customer Operations
 DANAHER	VP, Customer Tech Call Centers
 BECKMAN COULTER	Dir, Sales Operations
 QUEST SOFTWARE [®]	Dir, Sales Operations
 pwc	Senior Consultant
 Coca-Cola Enterprises	Finance Manager

Strengths

Myers-Briggs:	"The Mastermind"
Enneagram:	"The Improver"
DISC:	Conscientious-Dominant
Strengthsfinders 2.0:	Strategy, Achiever, Futuristic, Individualization, Focus

Education

 UCLA Anderson School of Management	MBA
 USC Marshall School of Business	BS: Fin, Mktg, & Entrepreneurship

Awards, "Firsts," Broken Records

- Created Haystax, Octane's first product, a SaaS predicting startup fundability with 90% accuracy, achieving break-even in the 1st year of sales
- 1 of 600 startup leaders chosen for Cognizant's Accelerator Program/Venture Studio
- Led Beckman Coulter to the #1 Ranking in Overall Customer Support,
- Winner of President's Lean Kaizen Award
- Above & Beyond Award for Excellence from PwC Consulting, less than 1% receive this
- Achieved an answer live rate of 88% of incoming phone calls within 30 seconds.

Skills

Generative AI, Strategic Planning, Product Mgmnt, Program Mgmnt, Value Creation, Recurring Revenue Generation, Talent Mgmnt, P&L Analysis, Analytics, Forecasting, Agile, LEAN Process Improvement, OCM

Recommendation

"Dave would be a great fit for any organization looking for a 'realistic' visionary" . . . more

Bill Carpou, CEO, Octane