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David M. Walker

Summary of Qualifications

Executive leader with a strong record of winning seasons in Sales and Marketing, Program and Project Management, Early-stage Operations, Product and Service Development, Training, and Professional Services. Proven ability to form, lead, and grow successful programs and companies. Highly adept at developing corporate vision, formulating business processes, and penetrating new business markets. International experience in negotiating agreements, managing projects, and leading training operations. Able to lead technically-oriented business development, efforts and groups. Outstanding presentation and communication skills.

Core Competencies

Negotiations & Contract Formation
Project & Program Management
Business Case Development
Strategic Planning

International Business Development
Process Reengineering
Performance Metrics Definition
Funding/M & A

Governmental Affairs
Change Management
CRM Management
Marketing/Sales Process

Professional Experience

Gray Hawk Strategies – Austin, TX
Principal and Co-Founder

2008 - Present

Consulting firm specializing in Contract Negotiations, Business Development, Governmental Affairs, Funding/M&A, Project and Program Management, CRM Process Management, Strategic Planning, and Marketing/Sales Process. Current initiatives and projects include:

- U.S. Corrections Industry – Electronic Financial Services for the Under-banked Demographic
- Internet Co-Registration Web Advertising - Marketing and Sales Process Implementation
- State Government – Lottery Privatization Efforts
- IT Contract Business - Sales Growth and Development

Carmen Systems – Gothenburg, Sweden
2002-2008 Vice President, Operations - The Americas

1st U.S. employee. Responsible for all Business Development, Staffing, Sales and Marketing, P and L and the establishment of brand dominance in The Americas for Carmen Systems, the leading European supplier of optimization and decision support for supply chain, logistics and transportation, scheduling – web and server based IT/Oracle environments.

Key Accomplishments:

- A member of the initial engagement team formed to sell Carmen Systems (a GE-venture backed company) to Boeing. Company sold for \$350 million (55.2% IRR)
- Increased US and Canadian sales, while improving margins of new products by 20% and the cumulative margins of established products from 21% to 35%. Five year contract values ranged from \$5 – 25M+

CALEB Technologies – Austin, TX
EVP - World Wide Sales and Marketing

1997 - 2002

1st employee hired by “husband and wife” University of Texas founders to build and run an organization, evangelize and productize “bleeding-edge” algorithmic Day-of-Operations Recovery decision support technology in the logistics & supply chain industry. Complete responsibility for early start-up operations and technology evangelization around the globe. Key contracts with Northwest, Southwest, JetBlue and Delta. Average Contract price: \$5M+.

Key Accomplishments:

- Sold to Accenture / Navitaire in 2002 yielding a 23.1% CAGR
- Secured “Angel” funding to keep the company afloat until a revenue stream was established
- Recruited executive team and secured \$5+Million in local Austin venture funding

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- Company grew to 95 employees including off-shore programming operations in Singapore
Synopsys Inc. – Mountain View, CA **1988 – 1997**

Held numerous sales management and business development positions within Synopsys, the leading provider of s/w tools for complex, integrated circuit (IC) design; best-in-class tools, advanced design flows and expert professional services. These positions afforded the opportunity to refine the understanding of marketing and sales processes, recruiting and training and managing successful sales teams and achieving quotas.

Positions included:

- EPIC Design Technology - Austin, TX Sr. Director - S. Central US – Canada - Mexico
- Viewlogic Systems, Inc. - Austin, TX Director Business Development - Major Accounts
- Racal-Redac, Inc. - Austin & D/FW, TX VP Business Development – The Americas
- DAZIX Systems, Inc. - Austin & D/FW, TX Director, Central US – Field Rep to Board of Directors

Key Accomplishments

- President Club – exceeding personal and staff quotas all years '88-'97

Gerber Scientific - Dallas, TX

1982-1987

Regional Manager - South Central US

Military and Defense Major Accounts Director – Central US

Gerber Scientific is the leader in providing innovative end-to-end computerized manufacturing solutions for flexible composite materials, specialty graphics and drafting, ophthalmic lens processing, print and packaging industries. Responsible for exceeding sales quotas and the hiring, training, management and evaluation of sales, pre-sales and post-sales support staff in central & southwestern states, Puerto Rico and Mexico.

Key Accomplishments

- President Club – exceeding personal and staff quotas all years '82-'87

Armstrong World Industries - Dallas, TX

1977-1981

Assistant Regional Manager

Armstrong World Industries is a global leader in the design and manufacture of floors, ceilings and cabinets. Managed major account sales, merchandising and in-direct distribution channels in the state of Oklahoma and Texas and assisted the regional manager in the hiring, training and supervising of new marketing representatives.

Key Accomplishments

- 105% Club - 4 years

Training, Education and Personal

Armstrong Sales Training

Armstrong Management Training

Dale Carnegie Public Speaking

Dr. Chester Karrass - Effective Negotiating

Vanguard Selling Course

Value Based Selling

Armstrong Design Center - Marketing and Merchandising

Boeing International Business Ethics Training

Dale Carnegie Sales

U.S. Department of Energy – Contracts Training

Selling With Integrity (I and II)

Xerox Solution Selling

Professional Speaking Expertise – Awarded the “Best Vendor” Presentation at the AGIFORS Conference (The Airline Group of the International Federation of Operational Research Societies – IT and logistics solutions); Honolulu, HI.

Oklahoma State University - Business Administration/Marketing

- Minor Concentrations in Life Sciences/Chemistry
- NCAA Athletics – Football, Student Senate, President - Delta Chi Fraternity

Community/Hobbies:

- Married – four children
- Austin Technology Council
- Relay for Life
- Mobil Loaves and Fishes
- Eanes Educational Foundation
- Westlake and Western Hills Youth Athletic Associations
- St. John Neumann Youth Ministries
- Outdoor sports