

David Larson

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PROFESSIONAL SUMMARY

- Exceptionally strong reputation in the business due to extensive knowledge, continued education, and keeping on the cutting edge of this business
- Leadership that sets the stage for success, builds team spirit, coaches' staff to reach full potential, accomplishing company objectives
- Contract negotiations from initial assessment of client needs to closing the deal
- Marketing style that builds key relationships with executives across the country
- Execution of nationwide rollouts of 2.5 million
- Organizational aptitude, problem solving skills, win-win outcomes
- Integrity, loyalty and honesty comparable to none

EXPERIENCE

Whelan's International – Ronkonkomo, NY Director of Field Operations 2000-present

Responsible for all company business in Canada and western two-thirds of the United States. Planned, directed and assigned Regional Managers, Area Managers and field operations to deliver Superior quality service delivering sales packages to client satisfaction within budgeted expense levels. Recruit, train, upgrade and develop direct and indirect staff and vendors to insure high performance. Establish and maintain positive relationships with current and potential clients. Prepare reports, document client activities/records, and high level communications. Oversee initial nationwide rollouts including vendor training, performance tracking & upgrades. Participated in company structuring, policies, planning, cost management, operations, business development, strategic planning, project management, and implementation of new revenue generating ventures

Whelan's International – Ronkonkomo, NY Senior National Accounts Executive

Sales Engineer with significant expertise in the technical aspects of the products & services. Acute knowledge of the industry and competition resulting in millions of dollars in retail chain store sales. Consultation with clients to provide problem solving approach to select executives nationwide. Plan, execute and achieve marketing objectives with a diverse, nationwide clientele. Strategize to effectively obtain market share and expand company volumes. Develop operative budgets to maximize profit. Develop new business relationships with key executives across America. Prepare reports, document client interactions and high-level communications.

Super Kleen – DeKalb, IL President/Entrepreneur 1984 – 1999

Administrator, purchaser, contract negotiator, marketing & sales for company of 100 employees. Client base included bankers, lawyers, physicians and other executives in DeKalb County

Tri-R Vending – Chicago, IL Branch Manager 1972 - 1984

Managed operations at Northern Illinois University in DeKalb, Illinois. Acted as Liaison in business negotiations, supervised staff and fleet vehicles, maintenance & repair

SPECIAL TRAINING

Effective Speaking & Human Relations, Employee & Independent Contractor Relations, Business Relations, Business Development & Marketing, Certification in Carpet Care, Certification in Hard Floor Care, Member of County Economic Development, Notary Public, Current Member of Local Chamber of Commerce and Economic Development, Husband of one wife for 35 years, Father of four.

* 2008 – I sold over seven (7) million dollars in new business