

Dave Posten

PARTNER, SALES & OPERATIONS

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Dave brings broad senior leadership experience from a wide range of industries to his role at ECS.

Clients appreciate his strong sales and marketing background paired with his understanding of channel, logistics, finance, and HR. Dave has the unique ability to assess the current situation of a company, drive to the root cause of an opportunity and engineer key changes or adaptations that deliver time-sensitive improvement across functional areas.

EXTENSIVE EXPERTISE IN:

Sales process improvement; sales team assessment and restructuring

Sales force reporting and analysis

Hiring and on-boarding "A" talent

Compensation analysis and creation

CRM selection and implementation

Marketing leadership

Channel/distribution and outsource integration

Dave is a former Vice President of Strategic Management with Acelity, a medical device manufacturer. He has held numerous VP roles during his career as part of companies related to the industries of healthcare, transportation and logistics, security and finance. Dave is a graduate of Augustana College where he earned a BA in Business Management.

KNOWN FOR:

**Exemplary
Leadership**

**Executorial
excellence**

**Driving cross-
functional
collaboration**

**Sales force
effectiveness**



empirical
consulting solutions