

Power your company's profitability and growth.

Turn to ECS to achieve the next
level of success.



Dave Posten
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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.

Like everyone on the ECS team, Dave actively seeks opportunities to drive revenue and accelerate growth.

Known for: *Exemplary leadership – Executional excellence – Driving cross-functional collaboration*

Extensive expertise in:

- Sales process improvement; sales team assessment & restructuring
- Sales force effectiveness paired with sales 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.

