

David VanderJagt

DIRECTOR, REVOPS

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Dave is a seasoned Chief Growth Architect with almost two decades of experience managing high-performance revenue operations teams across.

Dave excels in leveraging data-driven insights and optimizing CRM systems to drive success across various Go-To-Market (GTM) models. His customer-centric approach ensures that growth strategies and tactics deliver measurable impact and align with client goals. Renowned for building high-performing teams and executing comprehensive GTM strategies, Dave bridges the gap between marketing and sales, fostering predictable and profitable revenue growth.

EXTENSIVE EXPERTISE IN:

Go-To-Market models

New product launches

Customer Relationship Management systems and strategy

Process-oriented approaches

Lean Six Sigma process improvements

Throughout his career, Dave has driven sales and cost savings initiatives while working with mid-sized growth companies as well as global brands such as Whirlpool Corporation and Proctor & Gamble. A certified HubSpot Solutions Provider, his deep CRM proficiency optimizes business processes and enhances customer engagement to drive revenue increases. Under Dave's leadership companies have achieved significant increases in lead volume, sales conversions, and overall market leadership.

Dave earned a Bachelor's of Business Administration in Management at Ferris State University and an MBA from the University of Colorado Boulder.

KNOWN FOR:

Delivering sustainable growth

Executable sales strategies

Data-driven approaches



empirical
consulting solutions