

DAVID M. WINCHELL

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BIOGRAPHICAL SKETCH

A skilled divisional and company leader and advisor offering valuable experiences and many successes that cross organization sizes and business disciplines, with a background uniquely suited to help an organization succeed. Key strengths:

- Technology & Business Process Integration and Improvement
- Interdisciplinary skills crossing the entire enterprise
- Financial and ERP Systems Implementation
- Client Communications, Service, and Relationship-building
- Operations and Production Management
- Supply Chain: International Sourcing, Warehousing, and Distribution



CAREER BACKGROUND

- 9 years' experience as an entrepreneur and executive consultant.
- 10 years as head of operations for two mid-market companies.
- 13 years in IT management for a \$3 billion retailer with over 4,000 stores, selling 200+ million units annually.

NOTABLE SUCCESSES

- Launched a brand in North America and built a customer base from less than 20 to over 150 dealers.
- Successful consulting engagements in the ERP/business process improvement space.
- Complex e-commerce development projects delivering better than industry performance.
- Instituted metrics that raised daily on-time order production from 70% to over 99%.
- Implemented an ERP system with associated business processes that reduced aged receivables over \$750,000.
- Installed a production management system that tripled order capacity with minimal staff growth.
- Increased retail outlets served from 80 to 235 with negligible increase in overhead.

KEY COMPETENCIES

- Knowledge of IT and Accounting; and the transactional flow of the business
- Implementing efficient business processes along with accompanying performance metrics
- Systems and business analysis training and skill
- Excellent organizational and analytical ability, and attention to detail
- Documentation and presentation skills; with the ability to train and mentor

EDUCATION

University of Nebraska: **B.A.** –Pre-Law

University of Nebraska: **M.B.A.**

COMMUNITY SERVICE

Habitat for Humanity Chairperson of Family Selection Committee for 3 counties (8 years)

Participated as crew leader and laborer on construction sites (13 years)

Church Council President and Vice President (4 years) and Chairperson, Strategic Planning (3 years)

Volunteer for Blood Drives

Coached Girls Fast Pitch Softball

Eagle Scout and Adult Scouting Leader