

DAVID P. KLEIN

OBJECTIVE

Build upon career achievements to further exercise my strategic thinking, excellent communication skills, and a drive to succeed.

EXPERIENCE

Business Development Account Manager, Ask Oakland, CA

Ask.com is a leading search engine on the Web. Millions of people turn to Ask.com to get what they are looking for online everyday.
July 2008 – Present

- Implement Syndication, Distribution, and Toolbar opportunities
- Constantly Optimize partner performance to increase revenues
- Manage client relationships and expand revenue generating opportunities
- Drive internal processes to meet product delivery dates
- Analyze partner data to note trends and react accordingly to ensure successful partnerships

PROGRAM MANAGER, GOOGLE

Mountain View, CA

Google is the leader in organizing the world's information & making it universally accessible. Ranked "Best Place to Work," by Fortune Magazine in 2007 & 2008.

August 2007 – May 2008

- Responsible for the creation and management of educational programs for IT as part of Google's isEDU department
- Led effort to produce 20 eLearning Training Modules by working with Instructional Designers, Engineering Managers, Project Managers, Technical Writers, and Web Developers
- Created automated web based process for employees to self-register for classes
- Captured and evaluated ROI on all IT training programs
- Coordinate logistics for 11 Training Programs
- Managed IS Orientation Program for new hire employees at Google
- Tasked with selecting and managing vendor relationships to provide on/offsite training to employees
- Led team of web designers for the overhaul of the department's website

ACCOUNT EXECUTIVE, ARGENT MORTGAGE

Oakland, CA

Argent Mortgage is a leader in wholesale lending, and funded over \$25 billion in loans in 2006.

February 2006 - July 2007

- Responsible for building relationships with over 60 productive Broker Offices & over 300 Loan Officers
- Averaged \$3 million in monthly fundings and 3 submissions daily
- Invited by multiple clients to present and educate their offices on the latest loan programs
- Partnered with clients to identify and accurately qualify future opportunities
- Interact with Inside Team to organize & prioritize daily, monthly, annual goals
- Assisted in training new Account Executives

ACCOUNT EXECUTIVE, WORKSHARE

San Francisco, CA

Workshare is a global document integrity company based in London, England who's solutions are used by over 5,000 clients and 600,000 users.

October 2003 - April 2005

- Managed, strategized, and supported central territory, achieving 105% of quota

- Built reseller and VAR relationships with over 10 companies
- Acting lead in sales team's roll out of Salesforce.com with testing and customization of the site
- Negotiated Software Enterprise License Agreements
- Responsible for forecasting monthly and quarterly sales goals
- Created pipeline through cold calling, up selling current customers, & working with inquiries
- Collaborated with Engineering team to meet business & customized technical needs of clients
- Demonstrated Workshare's suite of software products to clients via webinars and onsite meetings
- Managed and tracked all sales deals via Salesforce.com
- Regularly engaged with multiple Workshare business units located in South Africa, Japan, England, & the United States

INSIDE SALES, WIND RIVER

Alameda, CA

Wind River is the world leader in embedded software services with over 14 countries and provides solutions to companies ranging from aerospace, automotive and industrial.

January 2001 - October 2003

- Brought in largest Inside Sales Department Purchase Order of over \$200,000
- Averaged \$45,000 in monthly sales compared to group average of \$25,000
- Trained new inside sales employees
- Managed Inside Sales Team roll out of Siebel
- Prepared quotes and proposals; followed up with end-users, processed PO's
- Coordinated special customer needs by coordinating with various internal departments
- Answered technical and software licensing questions
- Attended trade shows to speak with potential and current customers
- Managed sales opportunities through Siebel

EDUCATION

- University of California at Santa Barbara, Bachelor of Arts, Communications 2000

TRAINING

- IT Project Management from PMI
- Strategic Selling to Major Accounts
- SPIN Sales Training focusing on advancing and managing sales cycle
- TeleSPIN Sales Training
- Master Speak presentation and telephone skills workshop
- Sandler Sales Training
- Rotary International Student Leadership Program
- Student Affairs Leadership Training
- Siebel and Salesforce.com CRM's
- Proficient in Microsoft Word, Excel, PowerPoint, Lotus Notes, Eudora, Gmail, Writely, Trix, and Presently

AWARDS

- Eagle Scout - 1995
- Outstanding Performance Award - Wind River 2002
- SPIFF Winner - Workshare 2004

DRAFT

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OAKLAND
2009 JUN 25 PM 5:38

Approved as to Form and Legality

OAKLAND CITY COUNCIL

City Attorney

RESOLUTION No. _____ C.M.S.

Introduced by Council President Jane Brunner

RESOLUTION RE-APPOINTING DAVID KLEIN AS A MEMBER OF THE CHILDREN'S FUND PLANNING AND OVERSIGHT COMMITTEE

WHEREAS, Article XIII of the Oakland City Charter creates the Children's Fund Planning and Oversight Committee, whose members are nominated by the Mayor and approved by the City Council; and

WHEREAS, Ordinance No. 76141 C.M.S. specifies that members of the Children's Fund Planning and Oversight Committee are to serve one year terms, and appointments to fill a term of office are only to be for the remainder of that term; now, therefore, be it

RESOLVED: that by the nomination by Council President Brunner, the following individual is hereby appointed to the term set forth below;

David Klein as the District 1 representative to the Children's Fund Planning and Oversight Committee to serve the term beginning August 1st 2009 and ending July 31st 2010.

IN COUNCIL, OAKLAND, CALIFORNIA, _____, 20____

PASSED BY THE FOLLOWING VOTE:

AYES - BROOKS, BRUNNER, CHANG, KERNIGHAN, NADEL, QUAN, REID, and PRESIDENT DE LA FUENTE

NOES -

ABSENT -

ABSTENTION -

ATTEST: _____

LaTonda Simmons
City Clerk and Clerk of the Council
of the City of Oakland, California