

DAVID E MCCULLEY



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PROFESSIONAL SUMMARY

I am a seasoned professional in evaluating, building & executing sales processes in early-stage companies with a focus on technical solution selling. I have a strong understanding of and am extremely skilled in, sales methodology, presentations, demonstrations, evaluations, and technical closure.

Leveraging thirty plus years as an individual contributor and managing selling teams in over a half a dozen start-up's I have been advising executive teams on "go to market" strategies. This includes analyzing all departmental functions including and supporting sales operations, identifying gaps, and making recommendations on filling those gaps. A solid understanding around pre-sales methodologies when taking a new product to market, strategies on pitching, demoing, evaluating, and closing is a challenge I enjoy tackling. Honest self-assessment of an organization's ability to execute in a sales capacity can be challenging, but often, it is critical to the success of any organization and needs to be embraced.

WORK HISTORY

Provarity: Co-Founder & Executive Vice President, PreSales	Jan 21- Present
BehavioSec: Director Sales Engineering & Sales Operations	Nov 18 – Jan 21
enSilo: Principal Sales Engineer	Apr 16 – Apr 18
Cyphort: Principal Sales Engineer	Apr 15 – Apr 16
Click Security: Principal Sales Engineer	Aug 14 – Mar 15
Norse Corporation: Principal Sales Engineer	May 13 – Aug 14
Endgame Systems: Principal Sales Engineer Federal DoD	Apr 12 – May 13
Fortinet Corporation: Principal sales engineer federal DoD	Mar 011 – Mar 12
Symantec Corporation: Principal sales engineer federal DoD	Nov 03- Feb 11
Hinge Technologies: Owner Consultant	Nov 01- Oct 03
Veritop Corporation: Marketing Director & Technology Officer	Jan 01- Oct 01
Marbles Corporation: Director of Marketing	Dec 99- Dec 00
On Technology Corporation: Marketing & Sales Engineer	Nov 97- Nov 99
PictureTel Corporation: Marketing Engineer	May 91 – Nov 97

EDUCATION & ORGANIZATIONS

Gordon College, Wenham, MA

Bachelor of Arts: Business Administration

Community College of Rhode Island, Warwick, RI

Associates in Science: Computer Science

NE Alzheimer's Committee Member

NCAA Certified Volleyball Referee

PreSales Academic Advisor