

**DAVID M. WINCHELL**  
**DIVISION AND COMPANY LEADERSHIP**

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**QUALIFICATIONS SUMMARY**

A career that has crossed many boundaries, building a base of knowledge among people with different skills and interests and sometimes competing perspectives.

**Technology**—A leader in the technology revolution, from large mainframe data centers with terminal networks to personal computers, local and wide area networks with server farms, warehouse management systems, ERP systems, websites, internet marketing, and e-commerce.

**Business Functions**—Successful experience in the management of all aspects of information technology, international product sourcing and purchasing, customer service, warehousing and distribution, accounting, planning, human resources, and light manufacturing.

**Industries**—Significant experience in wholesale sourcing and distribution, retail, franchising, e-commerce, staffing, consulting, technology services, and not-for-profit.

**Company Sizes**—Ran own company with two partners, owned a consulting practice, was a first line and middle manager for a mid-sized insurance company, ran technology functions for a very large footwear retailer, served as a senior executive for an energy services staffing company, and ran an entire subsidiary company for a footwear distributor. Understands the unique challenges of both the small entrepreneurial venture and the large enterprise.

**ATTRIBUTES OF SUCCESS**

- Responsible
- Knowledgeable
- Multi-Disciplined
- High Integrity
- Service Driven
- Team Builder
- Well Rounded
- Makes Tough Decisions
- Analytical Thinker
- Leader and Mentor
- Highly Organized
- Detailed Planner
- Problem Solver
- Goal Achiever
- Strong Work Ethic