

## DAVID DUKE

Managing Director  
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With experience spanning numerous industries, David brings a wealth of knowledge to both large and small businesses. His twenty years of expertise, ranging from multi-billion-dollar organizations to startups, delivers a dynamic skillset to help organizations of all sizes reach their growth potential. David's background spans various sectors from technology to hospitality, allowing him to collaborate with clients across multiple industries while working for large corporations and founding nine small businesses, collectively generating over five million dollars in annual revenue. David is a valuable asset to corporations of any size seeking fractional sales leadership. Moreover, he plays a pivotal role in assisting small businesses by assuming a presidential role rather than an operational one.

David's career extends across all commercial verticals except for government agencies. Notable among his achievements is his transformation of a three-million-dollar book of Microsoft business with CDW to over one hundred million dollars, within five years, for the Mid-Atlantic region. David's success not only lies in fostering growth within the companies he serves but also in establishing and maintaining nine separate businesses from inception.

### FUNCTION & SPECIALIZATION

- Sales & business leadership and coaching
- Consultative and fractional Chief Revenue/Growth Officer
- Identifying & developing sales talent
- Sales Rep and Sales Leader compensation plan creation
- Business plan development and execution
- Board Member

### REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- Small Business Owner of 9 establishments: Potbelly, Guardian Advisors, Duke Logistics, The Doghouse
- Under Armour
- Geico
- Advance Auto Parts
- Fortune 500
- Food & Restaurant
- Staffing
- Logistics
- Information Technology
- SaaS

### EDUCATION, LICENSES & CERTIFICATIONS

- B.S., Economics, James Madison University

### PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- Board Member of multiple small and middle market businesses
- Northern Virginia Technology Council
- National Leap Academy
- West Richmond Business Owners Association