TECHNOLOGY EXECUTIVE

START UP – *Investment| Operations| HR| Sales*
CLIMATE CHANGE – *Renewables| Regenerative Agriculture*
TECHNOLOGY – *Software & Applications | New Innovations*

CURRENT ROLE

Dave Pierce is currently the Director of Global SD-WAN at a privately held Cloud Communications, Managed Connectivity and Security company reporting directly to the CEO and SVP of Engineering. He serves as part of the executive organizational team; responsible for accelerating the design and creation, product rollout, business development and sales operations management of the company's Global Managed SD-WAN initiatives. He also works with numerous cross-functional, internal departments (Engineering, NetOps, Service Delivery & Assurance, Product, Marketing, Sales, HR) to create, fine-tune and deliver products/solutions, message and interact with channel sales teams and partners on specific opportunities, to drive revenue via training, webinars, direct and channel sales engagement globally.

AREAS of EXPERTISE

Dave Pierce is an accomplished business advisor, owner and corporate executive/director with over 20+ years of experience in the Technology and Software verticals, Renewable Energy, Agriculture and numerous Start Ups driving all aspects of the business from investment strategy, operations, market strategy, sales and channel development.

START UP – *Investment| Operations| HR| Sales*

Dave Pierce has held numerous roles within startups from Co-Founder, CEO, COO. As Co-Founder of BattleScores, a multiplayer online gaming scoring and social player platform; he raised over $2.5MM in funding, identified key market strategies and personnel to execute on the vision of the organization, also serving on the Board. Dave Pierce is a serial start up entrepreneur and advisor where he has facilitated multiple investment raise activities in renewable energy ranging from $12-70MM (solar, carbon capture, ceramic batteries, geothermal voltaic, waste-to-energy) digital technology, education - $100MM and was key in establishing corporate operational functions within the various companies.

CLIMATE CHANGE – *Renewables| Regenerative Agriculture*

Dave Pierce was the CEO of WRE Partners, a renewable energy consulting firm focused on solar, geo-thermovoltaic, thermovoltaic heat exchanger solutions, PPAs – Power Purchase Agreements and project identification in key renewable energy verticals and recently, carbon capture projects where is focus still resides. Dave grew up on a 4,000 acre agriculture farm in North Dakota and has vast experience in the agriculture and ranching space. He is the Co-Founder, CEO of DaVinSeed Code, a CBD Micro Hemp Farm where they grow CBD Hemp and distribute hemp byproducts from seed-to-shelf.

TECHNOLOGY – *Software & Applications | New Innovations*

Dave Pierce has spent a majority of his corporate career in technology; working for companies specializing in Human Resource Software, Network Infrastructure, Content Delivery Networks, Application Delivery, Video Management Platform Applications, SD-WAN, Data Recovery and Managed Cloud solutions, focusing on cutting edge, new technology innovations that changes the way people utilize applications for better quality of experience. (companies noted in resume upon request)

PRIOR BOARDS & ASDVISORY ROLES

BattleScores – Co-Founder and Board of Directors Role for an online PC First Person Shooter scoring, gamification company and assisted in raising over $2.5 million in investment startup money.

Berken Energy – Advisory Board Role working directly with the CEO specializing in advanced thermovoltaic/geo-thermovoltaic low temperature heat source solutions, heat exchanger equipment where I advised on manufacturing location identification options, assisted in working to raise over $12MM in Venture Capital and promoted the vision of the organization.

HOA Boards and ARC – Served in Presidential, VP, and Secretary/Treasury positions at Marston Lake Landing and Belcara Estates along with an Architectural Review Committee member for a community with over $1.2MM average home value.

SKILLS | TRAINING | PRODUCT & SOLUTION EXPERTISE

Salesforce.com (user and admin level experience) - PowerPoint - Microsoft Office Suite, Go-to-Meeting, WebEx - Sandler Selling Solutions, Mastering the Complex Sale, Mastering the Discovery Call, Challenger Sales Methodologies/ Cloud Computing, IaaS, DR, DRaaS, Application Performance Management and Monitoring, CDN, Video Management Platforms, Network Infrastructure, Data Center, Internet, Wireless, Satellite, SD-WAN, SaSe, Firewall, Security, Mobile Device Delivery, Application Acceleration Solutions, PS, AWS Certified Partner, Strategic IT Staffing/Staff Augmentation, Renewable Energy, Carbon Capture, Agriculture, Regenerative Agriculture, Human Resources Management/Compliance