

HI, I'M DAVE



Learning Consultant |
Instructional Design & Development
Sales Enablement | Agile

The Basics About Me

I'm based in
Cincinnati, OH
(Midwest U.S)



designing, developing,
and delivering training
that makes a difference



Contact



513.404.2153



davidbenz@email.com



[LinkedIn](#)



[Portfolio](#)

Specialties



Sales
Enablement



Needs
Analysis



Storytelling &
Visuals

Impact

Deliver measurable
results and minimize
time spent out of the field

Focus training where
it can have the most
impact

Fast, compelling
learning that sticks
and gets shared

Favorite Accomplishments



Extreme Value
Workshop



How to
Sell Optics



Sales GOLD
Pitch

Why

The pilot didn't quite hit
the mark ... But it led to
finding what did and a
14% deal size increase
on renewals in Q4 FY23

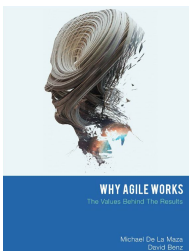
I convinced the product
marketing team to do a
needs analysis and the
resulting enablement
delivered a **6% increase**
in pluggable optics sales

Brought together
product marketing, sales,
& value engineering into
a beautiful 8-slide story
deck that could be
delivered in 10 minutes

Other Stuff

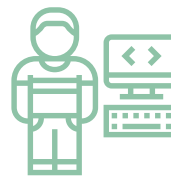


I co-authored
the book:
[Why Agile Works](#)



InfoQ

My background as a
Software Engineer
helps me learn new
technologies quickly
and translate them
for different
audiences



Ask me about my
presentations on
improving your pitch
using visuals at Cisco
IMPACT 2021 and the
New Relic Sales
Kickoff (SKO23)!