

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



Technical
Expertise



Needs
Analysis



Storytelling &
Visuals

Impact

Translate complex
subject matter and
minimize technical SME
involvement

Focus training where
it can have the most
impact

Fast, compelling
learning that sticks
and gets shared

Favorite Accomplishments



How to
Sell Optics



Vulnerability
Management



Sales GOLD
Pitch

Why

I translated highly
technical material for
generalist systems
engineers and the resulting
enablement delivered a **6%
increase** in pluggable
optics sales

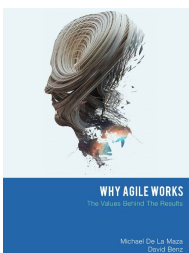
Performed a needs
analysis that determined
the biggest field
challenge wasn't training
and worked with the
pricing team to address

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

Other Stuff

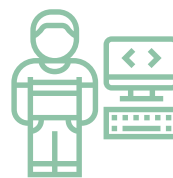


I co-authored
the book:
[Why Agile Works](#)



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)!