

# David Beiswenger



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## Summary

Experienced Business Development Manager with a demonstrated history of working in the information technology and services industry. Skilled in Databases, Windows Server, Management, SAP ERP, and Networking. Strong sales professional graduated from Dale Carnegie Training.

## Experience



### **Business Development Manager**

Tachyon Technologies

Oct 2020 – July 2020 (9 months +)

Building relationships in the SAP and Digital Transformation space. Mostly in the Midwest. Using my experience as an SAP Consultant to tailor the best, most efficient, creative and economical solution to our customer's needs. I act as a single point of contact and an advocate for our customer's overall satisfaction. I also work to establish partnerships with other providers to offer a broader range of services.



### **Business Development**

1st Basis Consulting

Nov 2014 - Oct 2020 (6 years)

As an account manager my job is to use my experience as an SAP Consultant to tailor the best, most efficient, creative and economical solution to our customer's needs. I act as a single point of contact and an advocate for our customer's overall satisfaction. I also work to establish partnerships with other providers to offer a broader range of services.



### **SAP Basis Administrator / Systems Analyst**

1st Basis Consulting

May 2014 - Nov 2014 (7 months)

SAP Basis Administration and security. Intranet and system planning and implementation. SAP Boot Camp curriculum editor and web-presenter.

## **Managed Services Team Lead**

Group:Basis

Feb 2012 - May 2014 (2 years 4 months)

Manage a team of six IT professionals of various skill levels, functions and experience. Also facilitate a team of Senior UNIX admins to provide UNIX support to our team's main customer. Spearheaded the effort to automate SAP and support system monitoring providing key methodological and technological guidance.

## **SAP Basis Administrator**

Group:Basis

Mar 2008 - Feb 2012 (4 years)

SAP Basis Administration and security for customers working on a team of Basis admins.

## **Web Application Programmer**

Personnel Evaluation Inc

Oct 2007 - Mar 2008 (6 months)

Worked writing JavaScript and HTML elements to enhance a web-based online employment evaluation product while changing to full time Information Technology work. Brought several innovations to the system, such as: modular reusable forms, central styling through CSS on a hidden HTML frame, and elements that leveraged the replace-HTML functions in JavaScript.

## **Die Designer / Programmer**

Apple Steel Rule Die

May 2004 - Aug 2007 (3 years 4 months)

Designed laser-ready steel rule dies and wrote software to facilitate the die design process. Wrote a program for QA to interface with an older measuring device after a system crash left it without software. The program was completed in 2 weeks and saved the company the \$50,000 replacement cost. Also designed a program that read rough part scans and found all the holes, selected the correct punch size, created a parts list (which was etched into the die) and checked for punch base conflicts; all automatically. The program interfaced with the CAD program seamlessly and was able to complete in 5 minutes what normally took a designer over an hour to do. Also designed a punch database tool and other tools that would read die orders directly from the database and design dies (laser ready) without human intervention.



## **Die Designer / IT Specialist**

Dienamics of Milwaukee

Nov 1993 - May 2004 (10 years 7 months)

Designed Steel Rule dies and also managed the CAD, business systems and internal network of a small die shop. Wrote software to interface with a metrology machine used for QA measurements (out to four digits in accuracy) and turned it into a very precise digitizer for tracing 3D objects into our CAD system. Also wrote a suite of AutoLisp CAD functions to facilitate die design which increased efficiency and reduced the need for additional designers; saving the company payroll expenses as well.

## **Education**



### **Milwaukee Area Technical College**

AA, IT Support Specialist \ Programmer - Analyst

2007 - 2014

Dean's List every semester



### **Lakeland University**

Bachelor of Arts (BA), Major: Computer Science Minor: Business Administration

2010 - 2013

Graduated with a BA in Computer Science. Minored in Business Administration



### **Dale Carnegie Training**

Sales Advantage

2016 - 2016

## **Licenses & Certifications**



**A+** - CompTIA

COMP001020072413



**Network+** - CompTIA

COMP001020072413

## **Skills**

SAP • Business Development • Salesforce • Troubleshooting • Sales • ERP • Project Management • SAP Implementation • Process Automation • Enterprise Resource Planning (ERP)

## Honors & Awards



### **Phi Theta Kappa - Phi Theta Kappa**

Nov 2007

The purpose of Phi Theta Kappa shall be to recognize and encourage scholarship among two-year college students. [[www.ptk.org](http://www.ptk.org)]



### **National Technical Honors Society - NTHS**

Dec 2007

The acknowledged leader in the recognition of outstanding student achievement in career and technical education. [[www.nths.org](http://www.nths.org)]