David Berger's Curriculum Vitae 20-Year Biography Timeline



	0	1	2	3	4	5	6	7	8	9
1980				Sy-con Electronics	Developed network of 30 channel partners throughout the Detroit area	Became exclusive service agent for Curtis Mathis	Did large audio accessories deal with ABC Warehouse	Cordinated co-ap, advertising with my agents	1st trip to Japan	Set up process for handling 50 daily repairs per two employees.
1990	Began marketing to Japanese living in the US, clients. Grand Traverse, Las Vegas Golf	UBE Japan	Generated \$20M in.sales leads Produced 45% drect marketing response rate	Buhler	Top Salesperson, North America - largest machine - 1st-SC-type - 1st-SSM type.	Ann Arbor best- selling author for 11 weeks	IBM	High-tech startup career began Filed for patent on APSS	CST (startup)	Built-bus dev · · · group in .30.days
2000	NEC (startup) Manager, Business Development	1st person to close.deal.within. 30 days of hire	Value Added Services Sales/Marketing Consultant	Secured \$50K co-op funding from SBC-for client, Digtal Data Solutions			S <mark>'</mark> tu <mark>d</mark> e	C	wner, · · · onsultant · · · · · · · · · · · · · · · · · · ·	Employee .

Details:

Experience:

- * Value Added Services, Independent Sales and Marketing Consultant: clients include Valssis, Nestle, Cisco, 3Com, Commerce One, Bowne, SGI, Fusion DM, ABB, Boyne USA Resorts, WNIC Radio, Alumax, Holiday Inn, Grand Traverse Resort, Las Vegas Golf, Tecnomatix, Advanced Systems & Designs, Automotion, Biasco Pianos and many more
- > NEC Systems Lab, Auraline Rich Media eMarketing, San Jose, CA.
- > Computer Support Technologies, RESCUE, Ann Arbor, Mich.
- > IBM, Southfield, Mich., Manufacturing ISU (CATIA and Product Data Manager)
- > Buhler Inc., Minneapolis, Minn. (H.Q. Switzerland), Heavy Machinery Group, Die Casting
- > UBE Industries (America), Inc., Ann Arbor, Mich. (H.Q. Japan), Heavy Machinery, Die Casting

Education:

Eastern Michigan University, Ypsilanti, Mich. Bachelor of Science: Individualized Interdisciplinary

Triple Concentration

Business — International Marketing

Industrial Technology — Computers and Electronics

Languages — English and Japanese for Business Communication