



## Dave Kahl

Associate

David Kahl is a sales and marketing veteran with 20+ years of experience as a contributor, manager and executive. Dave's extensive experience and education enable him to identify the unique needs of each client and customize a solution that addresses their specific issues, regardless of industry or location. His client engagements span North America, Europe, Australia and Asia. In his role with ValueSelling Associates, he has worked with companies including Hexion Specialty Chemicals, Lawson Software, Salary.com, John Deere, Guideline, Cisco, Motorola, and Caterpillar with the objective to increase their revenue, market share and shareholder value.

Prior to working with ValueSelling Associates, Dave was Vice President of Sales and Marketing at Parlano, Inc., an enterprise software firm specializing in real-time collaboration. In this role at the startup, Dave was charged with building a sales team from the ground up, as well as developing and implementing a full-scale marketing plan.

Dave also spent 13 years at Gartner, Inc., in sales, sales leadership and analytical roles. He spearheaded the opening of Gartner's Chicago office, quickly growing revenues in the central region more than tenfold. Dave was introduced to ValueSelling during his tenure as a regional manager at Gartner in the early 1990s. It was there that he experienced first-hand how ValueSelling can impact a sales team's effectiveness and productivity. Dave credits the ValueSelling process as a key reason why he and his teams consistently ranked among the best in the company, and why he earned a coveted Winner's Circle award an amazing 10 years in a row.

Dave's energy and engaging style, combined with years of field experience, make him a sought-after trainer and speaker. He believes that the training experience should be insightful and enjoyable, thereby enabling the participants to truly grasp the concepts and implement them. This way, the organization can sustain the impact that the training brings.

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