

David Galich

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Education

University of California at Berkeley
B.S. Business Administration, May 2003
GPA: 3.47

Work Experience

District Manager, Autopay Client Specialist, ADP. – Long Beach, CA (2005-present)

- Manage district and client base to grow client base through prospecting, telemarketing, and referral channels
- Build relationships and business opportunities with banks, CPAs, and networking groups
- Pre-Management candidate, training new hires and preparing for a management position
- Number one sales representative in group
- Over 179% of quota YTD as of 01/07/08
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Service Manager, Cintas Corp. – El Segundo, CA (2004-2005)

- Promoted to service manager a year earlier than program intended
- Managed nine routes and Service Sales Representatives generating over \$50,000 in weekly revenue
- Recruited, hired, and continuously trained SSRs on sales, service, and managing their key performance indicators
- Good-willed larger accounts to maintain relationship and gauge service/up-selling opportunities
- Negotiated new contracts and pricing
- Managed rollout and training for pilot of portable route computers
- Conducted training classes for route salesmen on catalog selling, up-selling, and negotiating techniques
- Winner of fourth quarter contest measured by contract renewals, catalog sales, and lowest lost business
- Senior Six Sigma Green Belt

Management Trainee, Cintas Corp. – Western Region (2004)

- One of four management trainees selected for special “scrubbing project”
- Uncovered over \$400,000 of potential weekly revenue
- One of two candidates chosen for esteemed “Four Horsemen” audit project

Management Trainee, Cintas Corp. – Ontario/Orange County, CA (2003-2004)

- Two year program designed to learn all four facets of business to prepare for future mgt. position
- Supervised 50+ production partners to follow Reasonable Expectancies
- Trained new stockroom supervisor
- Increased efficiency of unloading and loading trucks from 90 minutes to 45 minutes per truck while O.C. location temporarily operated out of Ontario facility

Public Affairs Intern, Koch Industries, Inc. – Washington, D.C. (Summer 2002)

Instructor, Boy Scouts of America – Newport Beach, CA (1993-1999)

Leadership Experience

President, Berkeley College Republicans – UC Berkeley (Spring 2003)

- Led one of UC Berkeley’s largest and most active student orgs. to be the number one CR group in the nation
- Served as a spokesman, corresponding with local and national media
- Fundraised and allocated \$50,000 to club and statewide activities

President/Founder, Cal Gun Club – UC Berkeley (Spring, Fall 2002)

- Recruited over 60 members to discuss one of the nation’s most controversial topics
- Collaborated with local organizations to communicate the importance of safety
- Organized club events, activities, and field trips including classes on safety and the history of the firearm

President, Los Angeles Fathomiers – Torrance (2008), (member since 1999)

- Lead one of three freedive spearfishing clubs in Southern California
- Organize monthly meetings and competitions
- Involve club in community events and local environmental concerns to protect the sport