



# DANIEL GOLD, ESQ.

Executive. Sales Leader. Entrepreneur.

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## SUMMARY

My mission is to empower legal professionals by simplifying the technology landscape so that they can become more productive and more successful at their jobs each and every day. How I do this is by looking to find new and differentiated ways to solve my client's most pressing business issues. By understanding what few things must absolutely go right in order for my clients to be successful allows me to provide new and innovative ideas to professionals across the country.

For well over a decade, I have excelled as a leader in sales organizations as both an individual contributor, as a Managing Director, and as an Executive. In each position, I have challenged Sales, Marketing, and Operations Professionals to think differently about processes and workflows. I have guided sales teams on how to present solutions based on real sales methodologies, helped design and craft more engaging sales presentations, and worked with marketing teams to present differentiated strategies that help sales organizations win.

My passion lead me to authoring several eBooks on personal productivity. Consulted with C-Level professionals on how to enhance their productivity both at work and at home. Ran two different top 5 productivity podcasts on iTunes. I speak across the country on emerging issues related to litigation professionals. In addition, I blog on both legal issues and productivity on several websites, and write whitepapers on a myriad of pressing issues faced by legal professionals.

## PROFESSIONAL EXPERIENCE

### VICE PRESIDENT

FlexManage  
February 2017 - Present

I oversee the entire Managed Services business unit operations of an IT Managed Services Provider. As such, I manage three direct reports and an overall team of 40 plus highly talented individuals. I'm directly responsible and have chief oversight over the following critical areas:

#### Business Unit Strategy

- Service Desk, Security/Networking Operations, and Field Engineer Teams all report directly to me.
- Strategic creation and implementation of the business unit's financial growth plan.
- Increasing the operational inefficiencies of the Managed Services service delivery model.
- Streamlining and redefining the portfolio of the Managed Services products and service offerings.
- Developing and executing the appropriate Go-To-Market Strategy for both sales and marketing the business unit's offerings.

#### Organizational Transformation

- Responsible for restructuring and transforming the organization into streamlined cross-functional business units designed to drive cross-selling revenue, collaboration, and overall client satisfaction.
- Replaced antiquated and disparate tools that run the day-to-day business operations throughout the entire organization with one modernized platform that increased efficiencies and drove down capital expenditures within the entire organization.
- Understanding how each business decision has on the impact that each lever has on the overall P&L.

#### Talent and Culture

- Creating a positive and uplifting culture fueling an atmosphere filled with innovation and differentiation.
- Hiring and retaining talent across the country.
- Ensuring direct reports are appropriately pushing the executive strategy downstream to individual contributions within the business unit.

#### Product Manager

- Oversight responsibilities for driving the creation, implementation, and execution of a cloud-based product that leverages Artificial Intelligence, Machine Learning, Microsoft Business Intelligence, SharePoint, and the Azure Bot Framework.

#### **DIRECTOR, SOLUTIONS ARCHITECT**

Epiq  
April 2014 - February 2017

I was directly responsible for the growth and expansion of our eDiscovery Managed Services business unit. My involvement spreads across the organization in multiple ways, including:

#### Managed Services Sales

- Responsible for building out the technical infrastructure for multiple IaaS and SaaS eDiscovery managed services environments
- Responsible for drafting eDiscovery Managed Services proposals and contracts for IaaS and SaaS managed services prospects
- Manage nearly three dozen managed services partners

#### Team Leadership

- Co-manage a team of 8 individuals and responsible for their success in bringing on new Managed Services clients
- Responsible for changing our team's title from Sales Engineer to Solutions Architect

#### Product Development

- Directly responsible for new features within our products and for new offerings within the managed services portfolio that meet client demands and increase overall revenue

#### Operational Efficiencies

- Created an organizational workflow around the Managed Services sales process
- Created an organizational workflow around the signing of Addenda and Amendments
- Created an organizational workflow around driving sales through a Managed Services Proof of Concept

#### Legal Processes

- Worked with the legal team to re-draft and simplify the Managed Services eDiscovery agreements
- Worked with the legal team to re-draft the Managed Services Addenda and Amendments

#### Marketing and Thought Leadership

- Assisted in the go to market language being used in how the company is telling the managed services story
- Drafted security and data breach white paper, "Why your data may not be as secure as you think"
- Drafted legal ethics paper, "How to recover costs in an eDiscovery Managed Services environment"
- Draft blog posts on emerging issues on security, legal ethics, and eDiscovery
- Continually presenting lively and informative CLE's across the country and via webcasts on emerging issues related to litigation professionals.

#### **SENIOR SALES EXECUTIVE**

Modus  
September 2013 - April 2014

- Consultative selling to law firms and corporate legal departments across the southeast market.
- Advising on eDiscovery workflow and process to empower litigation professional

to be more efficient and successful.

- Responsible for developing and executing upon a strategy for bringing the Modus eDiscovery brand name to an almost entirely underpenetrated southeast market for both law firms and corporations.

### **LITIGATION SPECIALIST**

LexisNexis

July 2006 - September 2013

- Drove new business with the largest law firms headquartered throughout the Southeast.
- Oversee a \$2M territory across seven states.
- Responsible for developing and executing a strategic opportunity plan aimed at identifying key business and growing revenue.
- Travel across the country speaking on trends in litigation technology and how LexisNexis proactively responds to these advancements through their portfolio of software tools.
- Winner of Circle of Excellence Award in 2011.
- Winner of Circle of Excellence Award in 2008.
- Awarded the Best Litigation Sales presenter in 2008.
- Awarded the Best Litigation Sales presenter in 2009.
- Awarded Litigation Sales Professional of the year in 2007.
- Appointed as a Presenter for the LexisNexis National Sales Meeting in 2010.
- Appointed to the Leadership Development Program.
- Author of the Best Practices in Using LexisNexis CourtLink for Litigation.
- Winner of the Innovation Video Contest during LexisNexis Spirit Week in 2008.
- National presenter LexisNexis litigation webinar series.
- Instructor for new hire sales training.

### **LEGAL RECRUITER**

Robert Half International

August 2005 - July 2007

- Recruited and placed prospective candidates for law firms and corporate law departments.
- Developed and built new relationships with legal professionals.

### **LAWYER**

Schottland Manning Caliendo &

Thomson

2003 - 2005

- Civil litigation lawyer
- Argued motions in New Jersey Superior Courts and the New Jersey Appellate Division.
- Deposed witnesses and arbitrated cases for multiple civil cases.

### **LAW CLERK**

Superior Court of New Jersey

2002 - 2003

- Served a one-year term as a Law Clerk to the Hon. Jamie S. Perri
- Drafted bench memoranda analyzing litigants' legal arguments.

## **EDUCATION**

### **J.D., LAW**

Syracuse University College of Law

1999 - 2002

### **B.S. Communications**

Ithaca College

1994-1998

- Graduated Magna Cum Laude
- Alpha Epsilon Rho Honors Society
- Communications Major
- Religion & Philosophy and Speech Communication Minors



