

David J. Skibinski, MBA

President & CEO

A Co-Founder of QuantumMethod, Dave serves as Chief Executive Officer with the responsibility of managing the strategic direction of the company while also working with clients and managing the company's strategy practice.

Dave brings over 20 years of sales, marketing and strategy experience to QuantumMethod. For over a decade, Dave worked with **GlaxoSmithKline** selling and marketing products to every customer type and through every sales channel in the pharmaceutical industry. Dave later joined **Dendrite International** as founding VP of Sales and Business Development in a new operating company selling CRM and analytics solutions to mid-market pharmaceutical, biotech, medical device, and consumer packaged goods firms.

Most recently, Dave has worked as a business strategy and marketing consultant assisting entrepreneurs and emerging enterprises to evaluate new business opportunities, create product development strategies, and develop and execute marketing plans. The client projects included work in exciting fields such as fuel cells, interactive radio, and online finance.

Building on his undergraduate biology degree from **Indiana University** and his **MBA from the University of Southern California**, Dave has also assisted a variety of life science companies to evaluate new technology feasibility, create commercialization strategies and license intellectual property in markets such as nutraceuticals, cardiac monitors, feminine diagnostics and safety syringes.

Dave is active in the local business community being a member and serving on committees with the following organizations: **Southern California Biomedical Council** (Marketing Committee), **Pasadena Entrectec**, **Los Angeles Technology Week** (Executive Committee), **Medical Marketing Association**, and the **University of Southern California Marshall School of Business Alumni Association** (Keynote Events Committee).

Prior to entering commerce, Dave spent over ten years in major college basketball at **Indiana University**, the **U.S. Military Academy** and the **University of Evansville**. Dave comes from an entrepreneurial family where he occasionally set type and ran the press in his father's print shop, and assisted his father as a radio engineer during a brief period of his father's nearly fifty-year radio career.

Away from work, Dave is part of an active and large family with over 30 nieces and nephews, and 18 brothers and sisters, between him and his wife Annie. He is also a current Board member and former Board Chair at Verbum Dei High School, a college preparatory in Watts, and has run a basketball camp on the Blackfeet Indian Reservation in Montana.