

Dave Giertz

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PROFESSIONAL QUALIFICATIONS:

Accomplished, inspirational, and visionary leader with 30 years of progressive financial services industry experience seeks to enhance your organization by leveraging strategy, processes, and innovation to build profitable growth.

EMPLOYMENT HISTORY:

Nationwide Financial, Columbus, OH

6/1999-10/2016

President: Nationwide Financial Distributors, Inc.

3/2013-10/2016:

- Delivered strong and consistent operating results with \$17.8B in strategic and profitable revenue, representing 11.5% YOY growth, consistently exceeding P&L targets
- Achieved world-class Gallup associate engagement score of 4.63 (87th percentile) and a 83:1 engaged to disengaged associate ratio
- Created the “2020” strategic vision for distribution organization
- Successfully formulated and executed wholesale strategy/distribution for all financial products; mutual funds, specialty markets, annuities, private sector retirement plans, and life insurance via Independent broker/dealers, Wirehouses, Banks, BGAs, IMOs, and RIAs.
- Developed virtual sales organization to leverage sales via technology
- Certified 100+ leaders as business coaches (CBC designation) with 30 actively pursuing a Masters in Coaching designation through the World Association of Business Coaches (WABC).
- Created a Hall of Fame for recognizing/retaining elite performers
- Inducted into BISA *Circle of Excellence* for lifetime achievement
- Continually evolved processes to achieve world-class status; investing in upgraded CRM system, enhancing Team of Specialists model, and advanced people development tactics

President: Nationwide FI Distributors Agency Inc.

5/2004-3/2013

- Grew revenue from \$1.5B to \$8B, delivering strong operating results while consistently exceeding P&L targets
- Lead the Financial Institutions/Bank channel, strategically expanded in 2009 to include Wirehouse distribution
- Successfully merged Wirehouse and Bank distribution channels in 2009 to reflect the industry environment, optimizing resources
- Consistently grew market share and achieved higher industry rankings
- Created Advanced Development Associate training to increase emotional intelligence, development, and employee retention
- Created and evolved an innovation process, strategic partnership process, and business planning process
- Successfully closed down \$1.6B non-registered offshore business

Regional Vice President: Southeastern USA

6/1999-5/2004

- Consistently delivered strong operating results, increasing revenue by 48%
- Successfully lead sales/operations for 7 states and Puerto Rico including business management, sales management, strategic planning, strategic

partnerships, acquisition and development of large financial institutions, recruitment, and training.

- Built strategic partnerships nationally
- Generated sales via developing and implementing revenue-boosting programs for strategic partner firms

Citigroup: Miami, FL

1994-1999

Executive Vice President: Sales

1997-1999

- Effectively managed P & L while leading overall sales for Dade county; investment, field mortgage, commercial, and consumer product lines
- Successfully realigned sales organization to enhance target market & distribution opportunities

CIS: Vice President, Investment Area Director

1994-1997

- Effectively lead investment sales, service, operations, compliance, recruitment, & training
- Consistently exceeded revenue goals, 54% per year
- Chairman's Award Winner, 1996

Citicorp Investment Services/Nationwide Financial TPM

1989-1994

Vice President, Investment Area Director

1992-1994

- Successfully launched Citibank Investment Services program in FL
- Hired, coached, and mentored 130+ financial producers

Financial Advisor: Chicago, IL

1989-1992

- Consistently exceeded sales goals
- Awarded program Top Producer, 1991
- Trained and coached 45+ bankers

CERTIFICATIONS: FINRA Series 7, 24, & 63

World Association of Business Coaches: *Certified Business Coach*

Admired Leadership Institute graduate

Human Performance Institute attendee

FUSION presentation training participant

The Buckley School of Public Speaking graduate

Wharton School of Business, "SIA Leadership for Managers" participant

Kellogg Executive Program, "Increasing Sales Force Productivity"

EDUCATION:

University of Miami, Coral Gables, FL: *Executive MBA*
1/2002-12/2003

Millikin University, Decatur, IL: Bachelor of Science
8/1982-5/1986

COMMUNITY SERVICE:

Millikin University: former Chair, *Board of Trustees*

Insured Retirement Institute (IRI): former *Board of Directors*

Bank Insurance and Securities Association (BISA):

Former Chair of Diversity Committee

FINRA: *Arbitrator*