

[From LinkedIn:]

David Kaplan

Professional Consulting Business Builder with Expertise in Consumer Electronics
Seattle, Washington | Consumer Electronics

Summary

Current: Custom Business Solutions, LLC
Previous: Digital Delivery Group, Huppin's / OneCall, TERK
Education: The Evergreen State College

Professional Consulting Business Builder

Connect with me using: davidkaplan@pipeline.com

My work at the executive level has involved the complete commercial cycles of the high technology industry. My unique skill set encompasses proven expertise in purchasing, new product introduction, brand management and business debt mediation. Equally adept with sales and marketing management, strategic planning and new business development. I truly understand and have lived “all sides of the table” in the ever-changing and challenging world of technology. This includes coaching negotiating skills and profit enhancing purchasing techniques.

I have earned numerous awards and certifications both inside the technology industry as well as for community service. Currently serves the Consumer Electronics Association (CEA) as a member of its Small Business Council Member, TechHome Division Board, CEA Mentor and as a presenter for the Mark of Excellence Awards. I am certified by The International Association of Business Mediation Consultants.

To brainstorm and collaborate from any of these perspectives, call me now at 509-995-1203.

Experience

Professional Consulting Interim Management, Custom Business Solutions, LLC
October 2012 – Present (3 years 4 months) | Seattle WA., Fairfield, CA

Custom Business Solutions is a high impact strategic consulting and business development firm engaged in all aspects of marketing intelligence, product development, sales performance management, business unit accountability and sales team organizational development. We are here to help companies or individuals achieve quick, positive results on initiatives that are important to them. We have on target on time process to get to outputs more quickly.

The Custom Business Solutions team is capable of all of the listed capabilities noted above as well as direct US market management to accelerate revenue growth while reducing the cost of trade. To brainstorm and collaborate from any of these perspectives Call me now at (509) 995-1203.or email dkaplan@cbsllcus.com

Executive Director -- Contractor, Digital Delivery Group
June 2005 – October 2012 (7 years 5 months)

Founder of this specialty consumer electronics buying group consisting of specialty distributors in the residential custom integration channel.

- Crafted corporate governance, by-laws and operating policies to provide this group of small to mid-sized specialty distributors economic parity to larger regional and national distributors.
- Managed the development of member website to provide marketing & training resources and a database to market to over 7000 custom integration businesses.

- Launched annual New Technology Tour to showcase DDG vendors to over 1,400 integrators on a national basis.

Vice President, Purchasing, Huppin's / OneCall

July 1999 – August 2004 (5 years 2 months) | Spokane, WA

Huppin's is a two-store retailer of specialty consumer electronics and holds the distinction of being the first of its kind to successfully sell products on the Internet.

Vice President Branded Products, TERK

1998 – 1999 (1 year) | Commack, NY

Terk Technologies specializing in signal transmission and connectivity products is today a wholly-owned subsidiary of Voxx.

Vice President Sales and Marketing, Infinity Home Products, Harman Consumer Group

1996 – 1998 (2 years) | Chatsworth, CA / Woodbury NY

Infinity is one of a number of premium brands of the Harman Consumer Group. HCG, the consumer products business unit of Harman International Industries, Inc. (NYSE: HAR) founded by industry icon Sidney Harman, is a consumer electronics conglomerate serving the residential, commercial, professional, automotive and EOM markets.

Vice President, Purchasing, Magnolia Hi-Fi and Video

October 1983 – March 1996 (12 years 6 months)

Partner, Gilbert & Kaplan Marketing

September 1979 – October 1983 (4 years 2 months)

Education

The Evergreen State College

1976 – 1981

Mercer Island High School

1969 – 1972

Wagner, Nick

From: David Kaplan [REDACTED]
Sent: Thursday, December 31, 2015 5:34 PM
To: Wagner, Nick
Subject: RE: 36th Legislative District Senate Appointment
Attachments: RC Senate Appointment.docx

Nick,
I will not be able to attend the January 7th interview as I will be in out of town at the Consumer Electronics Show (CES) in Las Vegas. Please see doc attached.
Thanks,
David Kaplan

David M. Kaplan

[REDACTED]
Seattle, WA. 98199-1742
[REDACTED]

To: King County Council

It was and is an honor to be selected by the PCOs of the 36th Legislative District as a candidate for the appointment to the State Senate to replace Jeanne Kohl-Welles. I take this process very seriously but will be unable to attend your vote in person due to the timing of the 2016 Consumer Electronics Show (CES) in Las Vegas.

Via this letter, I respectfully request you withdraw my name for consideration for the State Senate. Based on the vote, it is clear that the vast majority of 36th LD Precinct Committee Officers support the appointment of Reuven Carlyle, and I join them in that sentiment. I urge you to affirm his appointment and get back to the business of governing King County as quickly as possible.

Sincerely,

David M. Kaplan

David M. Kaplan
36th LD Washington State Democrats Central Committee Representative
PCO 1698