

## DAVID SCHROPFER

732.741-1115

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Business leader with MBA who creates and completes strategic partnerships, joint ventures, and profitable agreements through direct negotiation and executive team building in the United States and abroad. Specializes in telecommunications, finance, healthcare, internet, and research industries.

- Improved ROI by over \$15 million per year
- Created over \$6 million of EBIT, beating projections by \$2 million per year
- Increased output of mission-critical division by 500% in less than three years
- Opened offices in 6 countries ahead of schedule and under budget
- Raised over \$2 Million for small and mid-sized companies

### **WALDRON HOLDINGS LLC, Red Bank, NJ**

2005 – Present

#### ***Managing Director***

Provide capital and services including strategic development, sales management, corporate planning, profit maximization, and fundraising.

- Revised strategy, authored entire investor presentation and raised over \$500,000 for Juvent Medical Devices, Inc.
- Increased sales price by 35% and improved terms for Enviroderm Pharmaceuticals Inc. on strategic sale of the major division (IvyBlock)
- Created and implemented marketing and operational plan for online fundraising business, Rebate-a-Cause.com, Inc.
- Reviewed and revised strategy for market research company, Goodmind LLC. New strategy created over \$1M in new revenue
- Created marketing plan, entry strategy and organized charter team for the Luciano Group, a telecom consulting company
- Created business plan and raised seed capital for 1 Day Home, Inc.

### **IDT TELECOM INC. NYSE: IDT, Newark, NJ**

2001 – 2005

#### ***Senior Vice President***

Created, grew and managed profitable international division for this multinational telecom company specializing in generating international traffic. Ranked #3 international carrier in the world.

- Created over \$6 million of new EBIT per year, beating reach projections by \$2 million per year
- Executed 90 International Incumbent Carrier (PTT) and International Cellular Carrier contracts
- Recruited and led team of Vice Presidents and staff in 7 countries
- Achieved consistent break even of 3-5 months for new investments
- Negotiated IDT's #3 worldwide ranking
- Effectively lobbied FCC, USTR, United Nations affiliates and US Department of State to further corporate objectives

### **SOFTZOO.COM INC., Reston, Virginia**

1999-2001

#### ***CEO***

Accountable for P&L, strategy and all revenue and operations functions for company specializing in delivering ASP computing to consumers.

- Created original business plan, launched company
- Raised over \$1.3 million in seed capital
- Established initial products
- Launched marketing, media and promotions campaign
- Established over 43 business contracts in 18 months
- Recruited world-class senior managers and Board of Directors
- Hired elite staff of 35 professionals

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**CAPITAL ONE CORP, NYSE: COF**, McLean, VA

1995 – 1999

***Business Development Officer***

Created and managed nationwide P&L for service plan and merchandise promotions of this multinational credit card company with \$75.5 B in managed funds.

- Created and managed \$150 million service plans
- Created and managed \$90 million merchandise plan
- Improved ROI for services division by over \$15 million
- Improved merchandise ROI by \$2 million per year

**FEDERATED, INC., NYSE: FD**, Miami, Florida

1991 – 1995

***Management, Buying Division***

P&L responsibility for buying department of this worldwide retail leader.

- Managed \$16 million business, promoted to \$38.0 million business
- Improved ROI by 27% for forty-five retail locations
- Improved turn by 18% for two consecutive years
- Three promotions in four years

## EDUCATION

**MBA**, Executive Program University of Miami, Miami, FL

**BA**, Boston College, Boston, MA

## BOARD SEATS

**Rebate-a-Cause.com, Inc., Board of Directors**

- International fundraising firm
- Over 1,000 merchant relationships worldwide
- Non-Profit Clients in US and Canada

**UNCA, Board of Directors**

- a.k.a. United Neighborhood Centers of America
- Founded 1911
- 200 chapters nationwide
- Larger national budget than the Boy Scouts

**Enviroderm, Inc. Board of Advisors**

- Pharmaceutical Company with Nationwide distribution
- Produce IvyBlock, only FDA approved poison ivy blocking lotion
- Exclusive national distributor of Nico-Block, which helps people quit smoking.

**Goodmind, Inc. Board of Advisors**

- Advanced Marketing Research Company
- Proprietary systems, models, and evaluation tools
- Suite of products from traditional to Internet
- Founded in 2001

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### **PUBLIC SPEAKING**

- **GTM**, Global Telecom Conference, Washington D.C.
- **PTC**, Pacific Telecom Conference, Honolulu Hawaii
- **MIT** Enterprise Forum, Washington DC,
- **ASPcc II** conference, San Francisco
- **SAC**, Silicon Alley Club, New York, NY

### **ACTIVITIES**

Cyclist, raised over eight thousand dollars for medical research for MS and AIDS, completed Boston-New York AIDS Ride (250 miles), Washington D.C. AIDS Ride (350 miles), Florida AIDS Ride (275 miles). United Way sponsor (seven years), Red Cross contributor (5 years). Volunteer at homeless shelter: Camillus House. Former NCAA Athlete.