

## David Sumka

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**David is a dynamic leader** who thrives on developing automated processes and procedures that transform cost centers into revenue generators. He attributes his success to a genuine commitment to people;

- The Customer – obsessing about the customer, exceeding their expectations at every interaction.
- The Team - mentoring, developing, and providing them with environments where they can achieve their personal and business goals while delivering value to all stakeholders.

David contributed to the advancement of SaaS provided Business Collaboration Services during his tenure as Senior Vice President at [IntraLinks, Inc.](#) He transformed the existing “quote to cash” process to a positive customer experience that significantly reduced customer churn, implemented controls and improvements that eliminated revenue leakage, supported international product offerings and expansion, and contributed to their successful IPO.

As Senior Director at ESPN, Inc., David was part of the team that pioneered ESPN’s wireless media division. David managed customer interactions and brand building relationships for [ESPN Mobile](#). He oversaw the online sales channels, billing, collections, credit, fraud prevention, and quality assurance divisions, while managing diverse staff and vendor relationships in support of ESPN’s business operations.

David helped create and define a new industry, communication wholesale trading and “built a better mousetrap” in doing so. As Vice President, Business Systems at [Arbinet-thexchange](#), he created a [patented](#) automated clearinghouse settlement system including customer facing real-time credit monitoring. His team of only three people invoiced more than 2.3 billion transactions generating \$500M, achieving 0.15% bad debt.

He transformed the back-office support systems into revenue generators by understanding the needs of customers and leveraging the financial stability of Arbinet, when he created and launched an innovative fast pay service, RapidClear, which increased Arbinet’s net revenues by 3% annually.

As an acknowledged expert in his field, David has spoken at industry conferences throughout the US and Europe, authored blog posts, a white paper and articles that have been published in trade journals.

David has a Master of Science degree in International Business from a joint program between Boston University and Ben-Gurion University (Israel), and a Bachelor of Arts in Economics from the University of Maryland.

In addition, David proudly extends his support to his community, and has a true passion for charitable endeavors. He serves as a Committee Member for the [New York Says Thank You Foundation](#). The organization provides assistance and support to communities, families, and children who have suffered from disasters.