

## About Dave Horne

Corporate veteran Dave Horne brings over 30 years of real experience to the world of career success leadership. He has been recognized for excellence in the fields of manufacturing, sales, and marketing. Dave Horne was named chief marketing officer for several of the hottest companies in the United States before entering the ranks of general manager and CEO in the late nineties.

Today he publishes a career counseling blog at [careersecretsauce.com](http://careersecretsauce.com), speaks about career success, and is the author of the book **Career Secret Sauce; 9 Winning Strategies for Building a Great Career**

Since the mid seventies, Dave Horne has been a successful career builder seasoned by the action on the front lines. His career took off with ten years of rapid promotions and salary growth at red hot start-up Data Terminal Systems and Fortune 1000 Company Prime Computer.

Like many fast track young executives, his drive for success almost destroyed his career. In 1988, facing the prospect of being fired for the second time, he met his greatest career test. He scrambled to keep a paycheck by accepting a demotion. Licking his wounds, he made a pledge to never let it happen again.

After his second brush with unemployment, Horne began researching career success from the trenches. He carefully studied the behavior of people who seemed to cruise along, getting promoted every few years, enjoying job security and still having plenty of free time. More importantly, Dave studied the mistakes of those who had crashed and burned like himself. It didn't take long to discover that career happiness had little to do with job advancement. Thus began Dave Horne's second life as a career success expert.

Dave Horne started applying the lessons he learned on his own career and things really started to take off. In a few short years he went from decades of middle management to being named corporate vice president at Concentra, Aspect Development, and i2 Technologies. He enjoyed a steady flow of new job offers and most importantly, his new found job security allowed him to spend more time with his family.

For over a decade Dave Horne has been refining his formula for career success and used his know-how to teach others how to achieve the coveted goal of a career success and a balanced lifestyle. Dave Horne's career success expertise has helped others thrive in the workplace.

In 2005, Dave Horne left his career in general management to devote himself to career success counseling. The Career Secret Sauce formula works for everyone, but his passion is in the emerging field of **Student Success**; helping young people avoid painful mistakes during the transition from college to their first job.

*Dave Horne holds a Bachelor of Science degree from the University of Massachusetts (1975) and an MBA in Strategic Planning from Northeastern University in Boston (1982).*



## Professional Experience

2008	<b>Founder</b> , Holtkamp and Leger Publishing
2005 – 2008	<b>Author</b> , Career Secret Sauce; 9 Winning Strategies for Building a Great Career <a href="http://www.careersecretsauce.com">www.careersecretsauce.com</a>
2002 – 2005	<b>President and CEO</b> , XPORTA
2000 – 2002	<b>Executive Vice President and General Manager</b> , i2 Technologies
1996 – 2000	<b>SVP and Chief Marketing Officer</b> , Aspect Development
1994 – 1996	<b>Chief Marketing Officer</b> , Concentra
1994	<b>Director Worldwide Marketing Operations</b> , Computervision
1992 – 1993	<b>Senior Manager North American Marketing</b> , Computervision
1990 – 1992	<b>District Manager Northwest US</b> , Computervision
1988 – 1989	<b>Major Account Manager</b> , Computervision
1984 – 1988	<b>Director Industry Marketing</b> , Prime Computer
1982 – 1984	<b>Manager Distribution Strategy</b> , Prime Computer
1980 – 1982	<b>Director Market Planning and Development Services</b> , Data Terminal Systems
1978 – 1980	<b>Manger Sales Administration</b> , Data Terminal Systems
1976 – 1978	<b>Inventory Control Planner</b> , Data Terminal Systems

## Key Speaking Engagements:

- **It's Your Career Now!** (Pepperdine University, Malibu, CA)
- **The Essence of Career Secret Sauce** (Pepperdine University, Malibu, CA)
- **Software Business Conference** (San Francisco, CA)
- **Collaborative eManufacturing Forum** (Boston, MA)
- **Collaborative Product Management Symposium** (Orlando, FL)
- **High Tech Planet 2001**(Santa Clara, CA)
- **Summit on Inbound Supply Chain Management** (Phoenix, AZ)
- **International EDM/PDM Symposium** (Munich Germany)
- **CSM Summit** (Palm Springs, CA)
- **ISM Silicon Valley** (Santa Clara, CA)