

MASTER TRAINER

David Nelson

A charismatic trainer and speaker, David Nelson brings a passion for innovation to the VitalSmarts Facilitator Faculty. Drawing from a unique history in the technology sector, David helps teams and organizations realize new potential by increasing their collaborative effectiveness.



Master Trainer

A Master Trainer in Crucial Conversations®, Influencer Training™, and Change Anything Training™, David has a unique ability to help teams implement crucial skills for increased communication, production efficiency, and collaboration. He has trained clients in a wide array of industries including non-profit, manufacturing, software, hi-tech, and government.

David's energetic training approach keeps participants active and motivated to practice the skills they learn. He consistently receives feedback regarding the power of his engaging facilitation style. One client recently said, "David has great stories and energy. He is passionate about what he's teaching and it shows that he believes in these skills."

Business and Consulting Experience

David brings an eclectic history of business experience to VitalSmarts. As an entrepreneur, he served as COO of a technology company. As COO, he developed sales processes, created sales teams, created customer service processes, and managed internal communications. Being part of a technology venture gave him a unique understanding of high-impact crucial conversations.

Prior to his time as an entrepreneur, David was an investment and development consultant with an international real estate firm where he managed client relationships, consulted in asset allocation, and helped develop new research models for market forecasting. Aside from the complexity of consulting client investments, the firm's corporate culture fostered unique experiences for learning how to manage projects and collaborate with internal departments to achieve consistent results.

Education

David received his bachelor's in political science with an emphasis in the U.K. political system and the European Union from Brigham Young University.

Notable Clients

- University of Missouri Healthcare
- Honda
- Noble Drilling
- University of Illinois

Areas of Expertise

- Start-Up Ventures
- Technology
- Telecommunications
- Education