

David McGinley

Commercially aware professional, dedicated to building a successful career in the corporate law space. Proven track record of exceeding targets in a business development and sales role for two separate Fortune 500 companies. Demonstrated ability and willingness to close a mix of both complex enterprise and more transactional deals. Previous accomplishments included winning the prestigious highest revenue achiever award for the New Business Team both globally and in EMEA while at Google.

Employment History:

McGinley & Company Solicitors (Paralegal) March 2018 - Present (Donegal / Dublin)

- Working within Civil Litigation Team
- Shadowing Partner who heads up Civil Litigation department at all points of the process. Included across all client files from initial consultation to High Court settlement talks depending at what stage any particular case is at
- Progressing files in variety of ways - Liaising daily with Insurance companies, Medical teams and Engineers
- Brief and documentation preparation for Council

Marsh & Parsons (Real Estate Associate) May 2017 - March 2018 (London)

- Structuring and closing deals within the Residential Real Estate Market - Q3: 138%, Q4: 114%
- Pitching to help win new business for the office - Q3: 177% Q4: 208%
- Valuations and appraisals
- Working closely with Senior Management to drive strategic digital initiatives around marketing and lead generation
- Liaising with the New Homes Team and large developers to leverage launch events to market and build pipeline for new developments in The City and West London
- Actively building a strong network base in London within property industry

Salesforce (Account Executive) Jun 2016 - May 2017 (London)

- Identifying and closing sales in complex business environments with a value-driven sales approach from lead generation to closure
- Successfully exceeded monthly targets - Averaging 107% to quota
- Successfully exceeded quarterly targets - Q3:100% Q4:112%
- Engaged with customers at every level of the sales cycle, from account planning, through the development of the deal, to the close of business
- Initiated and led strategic "Spark" digital audit sessions with the Business Consultancy team to drive tactical revenue within complex sales
- Internally selected from global workforce to attend specific one week high performance business & sales training in San Francisco

Google (New Business Acquisitions Manager) Feb 2014 - Jun 2016 (Dublin/New York)

- Consultative role exposing me to an extensive list of businesses and revenue models across multiple industries. Responsible for partnering with owners to identify their business goals and offer best solutions to achieve desired results. Exciting opportunity to explore how leveraging technology directly increased revenue across various types of businesses & Industries
- Role consisted of identifying and qualifying revenue opportunities, prospecting, lead pipeline generation for new customers and deal structure/closing
- Successfully exceeded sales targets across two separate markets; UK/Ireland and North America for all quarters averaging 156% overall - Q2:133%, Q3:192%, Q4:264%, Q1:104%, Q2:189%, Q3:100% and Q4:131%
- Attained highest revenue in the UK/I Market in all quarters - Q2:270K, Q3:1.2Million Q4:2.5Million
- Generated highest revenue globally in Q3 and ranked second in the global revenue ranking for Q4
- Headhunted to join the first New York based New Business team for the US market

Education:

February 2013 – December 2013

MSc. Marketing Practice, UCD Michael Smurfit Graduate Business School. Grade obtained: 2.1

2012

Professional Diploma in Digital Marketing, Digital Marketing Institute. Grade obtained Distinction

September 2007 – June 2011

Bachelor of Economics, Politics and Law (Hon's) Degree, Dublin City University. Grade obtained: 2.2

References Available On Request