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David A. Duhn earned his Business/Marketing degree from St. Cloud State University in 1981. He went on to serve in numerous sales and marketing positions in the financial services arena, including roles as a sales person, sales manager, national wholesaler, and sales trainer. His tremendous record of sales growth eventually led him to leadership roles in financial services and banking, most recently as President of an independent community bank. His ability to develop, train, and direct a sales team is an ideal fit for the National Joint Powers Alliance®. His passion for a “team approach” in everything he does builds strong and enduring relationships with those he works with.

As a Contract Manager, Dave plans sales training for the vendor contracts he manages to ensure their sales growth and overall contract success. He recommends communication methods, program benefits, sales strategies and value to awarded vendors. Dave also manages and ensures NJPA’s presence and maximum conference exhibiting exposure.

Another area vital to the success of NJPA’s contracts is the development and implementation of an aggressive marketing strategy to promote the contract. As a Contract Manager, Dave works closely with all of his contracts to make sure the marketing plan is followed as well as managing vendor/customer interaction by supporting vendor customer calls while working with vendors to ensure customer satisfaction.

Dave is very active in his community, having served in numerous leadership positions, including Dollars for Scholars, Staples Host Lions, Faith Lutheran Church, Downtown Revitalization Committee, and LEAP. He resides in Staples, MN with his wife Lori and their 2 high school aged children. Their oldest son attends the University of MN. Golf also seems to find its way into his busy schedule.



Creating an Alliance Between Buyers and Suppliers