



**Dave Jaworski** is a sales and technology expert, consultant, author and speaker. With over thirty years of sales, technology and executive management experience, Jaworski speaks to various businesses, executives and leaders about the lessons he learned on his incredible journey as one of the first employees of Microsoft Canada. Jaworski rose through the ranks to ultimately lead the U.S. Sales Operations, Microsoft University and more. He is the first ever recipient of Bill Gates Chairman's Award of Excellence and was one of six at table when Microsoft Office was created. Jaworski was part of the executive team at Microsoft as it rose from dead last in the industry to becoming #1 in every major category and created the technology that changed the professional world. He and his colleagues took on the powerhouse that is known as IBM and won. How did Microsoft do it? Jaworski explains in his new book *Microsoft Secrets: An Insider's View of the Rocket Ride from Worst to First and Lessons Learned on the Journey* that released September 26, 2017.

"Microsoft was the company that drove the hardest and built the fastest. I was there during their rapid rise to the top. I kept meticulous notes, took photos, documented the risks we took, the dreams we shared, the lessons learned, the hopes realized and the mistakes we made. Many of the issues we faced at that time are the same issues confronting leaders in business today."

Jaworski encourages others to learn from Microsoft's history, their failures and success. Was their approach the right one? What is happening today in other professional industries, not just technology, that warrants a similar approach today? In his speech, Dave reveals several secrets, some only known to his fami...

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### Speech Topics

- Technology
- Sales
- Management
- Leadership
- Keynote
- Innovation

## Testimonials

"Dave did a great job addressing the group with relevant stories of technology and pioneering leadership at the Big Win Conference in held in Green Bay."

- LUTCF Aon Risk Solutions.

"At the Big Win Leaders event in Green Bay, Jaworski intrigued and empowered us with the stories and principles he learned from the early days of Microsoft. His presentation combined practical insight, thoughtful reflection, and humorous anecdotes that offered tremendous value for personal and organizational leadership development."

- President, CCO Canada.