

DAVID SENSENICH



Global Head of Sales

David Sensenich leads Trepp's sales and business development strategies, and directs the Sales and Client Services organizations. His leadership is integral to the firm's continued growth and success in the structured finance, commercial real estate, and banking sectors in the US, Europe, and Asia. His responsibilities include business development via Trepp go-to-market channels for revenue attainment and upholding the highest level of client satisfaction.

With more than 20 years of sales leadership experience in the financial services industry, Mr. Sensenich brings a best practices solutions approach to Trepp's global sales operation. His areas of expertise include transforming global commercial operations, developing channel strategies, and selling solutions to the largest global financial institutions.

Prior to joining Trepp, Mr. Sensenich served in several sales leadership positions with software, solutions, and analytics firms. In his most recent role as head of global sales for a software firm, he personally architected the firm's largest deal to a leading global real estate services firm. During a successful tenure at Moody's Analytics, Mr. Sensenich held key sales management positions that drove significant business revenue in the Americas, EMEA, and Asia-Pacific. While at Moody's, Mr. Sensenich led 100 sales and associated staff globally to achieve double-digit growth across all regions. Mr. Sensenich also reoriented the sales teams to represent the product suite as a comprehensive solutions offering and further drive cross-selling.

Mr. Sensenich holds a B.S. in Accounting from Lehigh University.

