

A portrait of David J. Johnson, a middle-aged man with short, graying hair and light-colored eyes. He is wearing a white button-down shirt under a gray suit jacket. The background is dark and out of focus.

# DAVID J. JOHNSON

CEO & FOUNDER, VERVENT

*Precision. Performance. Proven Results.*

AS SEEN IN:

**yahoo!**

CALIFORNIA BUSINESS JOURNAL

FAST COMPANY



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# PROVEN LEADERSHIP, RECOGNIZED RESULTS

- ▶ Top 5% CEO Rating: Ranked among the **top 5% of CEOs** across companies of similar scale for leadership excellence.
- ▶ Comparably's 2019 **Best CEO Award**: Honored as one of Comparably's Best CEOs of 2019.

A man with grey hair, wearing a dark suit jacket over a light-colored shirt, is seated at a dark desk. He is looking down at a laptop and a notepad, with a pen in his hand. The background features a large window with a view of palm trees and a building. A semi-transparent dark banner is overlaid across the middle of the image, containing the title and tagline.

# ABOUT DAVID JOHNSON

***BUILT DIFFERENT. BUILT TO DELIVER.***

David J. Johnson **isn't your typical finance executive.** He's a strategist, operator, and builder who has spent over two decades turning complexity into momentum. Before founding Vervent in 2008, David refined strategies at McKinsey and Bain and helped scale a private equity company into a multi-billion-dollar business as SVP of Corporate Development. These experiences gave him a clear view of what drives success—and what doesn't. Since then, he's grown Vervent into a \$100+ million global powerhouse, trusted by top institutions for capital markets services, loan, lease and credit card servicing.

What sets David apart is more than his results. **It's his mindset.** He leads with clarity, expects accountability, and lives by a simple rule: "Figure it the f\* out." From strategy to execution, David



# Key Success

Grew Vervent into a **\$100+ million** industry leader.

Executive at a Private Equity Semiconductor Portfolio Company, scaling the company to **\$2.3 billion.**

**Revolutionized** capital marketing services, loan, lease and credit card servicing.

Advised Global 500 clients with **McKinsey & Bain.**



**Driving  
Financial  
Excellence  
with  
Precision &  
Innovation**



Vervent is a leading provider of financial services specializing in credit card, loan, lease servicing and capital markets solutions. Founded by David J. Johnson in 2008, the company has become a trusted partner to lenders, originators, banks, private credit funds and investment banks. With over 25 years of expertise, David's leadership has propelled Vervent to the forefront of financial servicing innovation, focusing on **scalable, efficient, and precise solutions** that enhance portfolio performance and ensure compliance.

# Precise Solutions

## ▷ **Loan Servicing**

Precision-driven servicing for consumer and commercial loans—powered by AI and omnichannel support—to maximize returns, maintain compliance, and free clients to focus on growth.

## ▷ **Lease Servicing**

End-to-end lease management covering billing, collateral, accounting, insurance, and compliance, ensuring assets perform smoothly throughout every stage.

## ▷ **Backup Servicing**

“Warm” and “hot” backup solutions backed by 30+ years of experience, ready to transition seamlessly into full servicing to protect portfolios when primary servicers fall short

## ▷ **Capital Markets Services**

Integrated capital markets support—from calculation agent and collateral management to eVault and paying-agent services—delivering transparency, automation, and scale-ready execution

## ▷ **Credit Card Servicing**

Comprehensive credit card program management featuring application processing, customer service, compliance oversight, and marketing support—built to outperform and scale efficiently



# PRINCIPLES THAT DELIVER

David J. Johnson doesn't do buzzwords, he does what works. His philosophy is simple: lead with clarity, move fast, solve real problems, and **never let complexity become an excuse**. He's built his career by cutting through noise, challenging convention, and delivering results that actually matter.

## David's Philosophy's

- ▷ **Figure It the F Out.**  
This isn't just a phrase—it's a mindset. David believes in relentless problem-solving, personal accountability, and finding a way forward, no matter the obstacle.
- ▷ **Results Over Rhetoric.**  
Ideas are easy—execution is everything. David focuses on what gets done, not what gets discussed, and he holds teams to the same standard.
- ▷ **Clarity Cuts Through.**  
In a world full of noise, precision matters. He leads with directness, avoids the fluff, and makes complex decisions simple, and fast.

# STRAIGHT TALK FOR COMPLEX MARKETS

David Johnson **doesn't sugarcoat the truth.** He delivers sharp, no-fluff insights that cut through complexity and drive real action.

## *Speaking Topics Include:*

### Figure It the F Out

A deep dive into David's no-excuse, solution-first approach to leadership, growth, and decision-making.

### Leadership Without the Fluf

A no-nonsense framework for leading teams with clarity, accountability, and real impact.

### The Future of Private Credit

What's coming, what's cracking, and where smart money is moving next.

### Optimizing Financial Operations

The tech, tools, and mindset shifts you need to get more from every asset, **fast.**

Start the Conversation

