

# DENNIS MONTS

Corporate Entrepreneur | Leader of Commercial Operations & Technology



📞 843.247.6400   @ Dennis@MontsGroup.com   🌐 MontsGroup.com   📍 Hilton Head Island, SC

## EXPERIENCE

### Managing Partner

**The Monts Group, Inc.** 📅 2004 - Ongoing 📍 Global Clientele

Executive In Residence firm offering senior leadership across three (3) core areas: 1) Opportunity Analysis; 2) Vision Planning; 3) Contract Executive Management:

- Launched 9 de novo companies - Public, Private and Private Equity held
- Strategic positioning of 5 multinational organizations
- Marketing & enterprise sales leadership for 4 North American market leaders
- Led commercial operations, strategic marketing and technology development for the world's two largest intermodal transportation SaaS marketplaces & data clearinghouses

🌐 <https://www.montsgroup.com/>

### Director, Business Concept Development

**Randstad Holding, NV** 📅 1996 - 2004 📍 Amsterdam | Atlanta

North American executive team member for the world's largest employment services provider:

- Directed strategic marketing, product development strategy, post acquisition integrations and overall brand development
- Deployed business concepts across a \$1.6 Billion, 2,200 employee business
- Delivered \$40 million in record annual national strategic account sales
- Operational oversight of 45 business units and 5,000 employees working

🌐 <https://www.randstad.com/>

### Founder & President

**The Hammock Company, Inc** 📅 1991 - 1996 📍 Hilton Head, SC

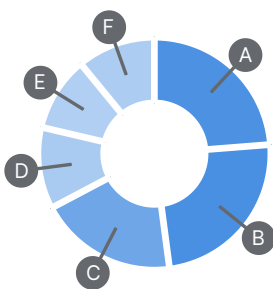
### Senior Economist

**American Trucking Associations** 📅 1989 - 1991 📍 Washington, DC

### Warehousing & Distribution Management Internship

**General Motors Corporation** 📅 1985 - 1986 📍 Martinsburg, WV

## HOW I SPEND MY WEEK



- A** Spending time with Tuesday, Will, JD, Matthew, Hudson, Bailey & Henry
- B** Working with existing clients to expand commercial priorities
- C** Managing technology and strategic marketing alliances on behalf of my clients
- D** Educating myself on market conditions & developments
- E** Developing new clients
- F** Sleeping & dreaming about new ventures, sailing & travel

## MOST PROUD OF



### Our family

Building a business with my wife that nurtures our lives & that of our 4 sons



### My Network, Team & Toolkit

Relationships, marketing and technical resources to develop and copy / paste successful business models across 12 industry sectors, markets and scenarios

## PASSIONS



Storming the beach & planting the flag for new operations & concepts



Creating opportunities & experiences to strategically bring the right people together to stretch the thinking of what's possible and generate value through the interaction



Saltwater sports, especially youth sailing

## PROFESSIONAL EXPERTISE

Developing commercial strategy, senior talent & alliances to monetize markets & create sustainable business models

Sales effectiveness & development of wide-spread sustainable operations

Alignment of strategic marketing, technology, brand promise & digital media

## EDUCATION

### BBA, Economics

**James Madison University**

📅 1985 - 1989 📍 Harrisonburg, VA

- 4.0 Economics in Major GPA, History Minor