

TUESDAY WEEKS MONTS

Alignment of Market Potential, Managerial Talent, Sales Effectiveness & Operations



📞 843.816.6405 @ Tuesday@MontsGroup.com 🌐 MontsGroup.com 📍 Hilton Head Island, SC

EXPERIENCE

Managing Partner

[The Monts Group, Inc.](#) 📅 12/2005 - Ongoing 📍 Global Clientele

Focus Areas:
Product Development | Performance Management | Sales Effectiveness

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

My specialties & background include:

- Product development - Market segmentation, development of client product offerings, differentiation and alignment of operational delivery [especially within the staffing / employment services industry]
- Managerial execution - Enabler of strategic business concept understanding, communication & coaching processes, continuous improvement training & development tools
- Sales effectiveness - Customer acquisition, strategic account management & retention
- Performance management - Alignment of job functions & definitions with recruitment, performance expectations, reviews and KPI deliverables
- Launched & owned a ground-breaking woman-owned Chicago based company offering new-to-market training & development services for the transportation sector: IMTI [Intermodal Mechanic Training Institute]
- Established ongoing Matson, Roar and Integra logistics freight brokerage and intermodal rail marketing agencies
- Developed and sold a Southeastern television network, RETV

🌐 <https://www.montsgroup.com/>

Director, Business Concept Development

[Randstad Holding, NV](#) 📅 06/1994 - 06/2006 📍 North America

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

- Original member on the team that launched Randstad North America
- Rise from first-level staffing agent to the overall executive leadership team
- Operational leadership of major markets including Chicago and California, developing CA into the Randstad's highest growth, revenue & profit market
- Earned an unprecedented 6 Excellent Achievement awards for highest overall performance & growth in revenue, gross margin and net income categories
- Doubled California staffing revenue in two years, moving 20 branches from loss to profitability
- Tripled strategic enterprise account sales and operational revenues




🌐 <https://www.randstad.com/?portalid=93>

EDUCATION



BBA, School of Business Marketing

[University of Kentucky](#) 📅 1990 - 1994 GPA **3.8** / 4.0

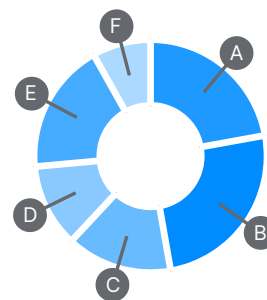
MOST PROUD OF

-  **My Family & Children**
The drive to take on three children before my first, the love that I have for them all, and the enduring life that we created when I briefly scaled back to focus on their priority
-  **My Results**
Within every situation, business, market, geography, client & team
-  **My Relationships**
An endless reach of life long personal & business resources that interconnect frequently

PASSIONS

-  **Exemplifying the role of smart women and their impact on business results**
-  **Winning state tennis championships**

HOW I SPEND MY TIME



- A** Family time with Dennis, Will, JD, Matthew, Hudson, Bailey & Henry
- B** Working with existing clients on near-term bottom-line deliverables & financial results
- C** Assisting clients with long-term strategic objectives impacting the performance of their people and their market position
- D** Travel to balance my coastal homestead with my urban lifestyle & ambitions
- E** Connecting my clients with new value added business models, resources and tools
- F** Developing new clients that enhance my Executive in Residence business mix