

# Dennis Sommer

## CEO, Executive Business Advisers Sales and Profit Improvement Specialist



**Dennis Sommer** is the founder and CEO of Executive Business Advisers, a management consulting firm helping senior executives in growth focused companies maximize sales and profit growth by integrating strategy, sales, marketing and operations into one outbound revenue generation process ([www.executivebusinessadvisers.com](http://www.executivebusinessadvisers.com)).

Dennis is a successful entrepreneur, management consultant and business leader. Since 1985 he has started 2 successful growth focused companies. First, a high-tech product company. Second, a technology consulting firm. He has also held executive positions in sales, business development, operations and information technology.

Dennis is a highly sought after keynote and seminar speaker on sales, leadership and business best practices ([www.dennissommer.com](http://www.dennissommer.com)). He also provides full day customized workshops for corporate clients.

Dennis is an international author, publishing over 70 articles on sales, leadership, project management and IT management topics. He is the publisher of The Executive Adviser ([www.theexecutiveadviser.com](http://www.theexecutiveadviser.com)). Dennis is also a staff writer for the world's largest sales and marketing strategy newsletter called BDM News ([www.bdmnews.com](http://www.bdmnews.com)) read by over 170,000 weekly subscribers in over 110 countries. He is also a staff writer for CEO Management ([www.ceomanagement.com](http://www.ceomanagement.com)), a specialty newsletter published for senior executives.

Dennis is a contributing author for the book, **49 Marketing Secrets (that work) To Grow Sales**. His new book, **Adviser Secrets – How To Become a Top Performer**, is scheduled to be released in 2008. His third book, **Adviser Secrets – Business Start-Up and Growth Essentials**, is also scheduled to be released in 2008.

Prior to launching Executive Business Advisers, Dennis spent over twenty years working in sales, management consulting, new business development and leadership positions. Dennis held leadership level positions with Accenture – a \$22 billion global management consulting and technology services firm, Computer Associates Inc. – a \$4 billion enterprise software company and Jo-Ann Stores - a \$1 billion fabric and craft retailer.

### Certifications

- Value Forward certified management consultant
- PMP (Project Management Professional) certification from the Project Management Institute
- ITIL (Information Technology Infrastructure Library) certification
- CTM (Certified Toastmaster) public speaker certification