

# Dennis Sommer

## Sales and Profit Improvement Specialist



**Dennis Sommer** is the founder and CEO of Executive Business Advisers, a management consulting firm specializing in business growth, sales and profit improvement. ([www.executivebusinessadvisers.com](http://www.executivebusinessadvisers.com)).

Dennis helps CEO's increase sales revenue, profit margins, and business value by improving and optimizing their company strategy, financial health, sales and marketing.

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 the author of *Adviser Secrets - How to Become a Top Performer* ([www.advisersecrets.com](http://www.advisersecrets.com)) and contributing author for *49 Marketing Secrets (that work) To Grow Sales* and *How Your Business Can Survive and Prosper in a Recession*. His forth book, *Adviser Secrets – Business Start-Up and Growth Essentials* is scheduled to be released in 2009.

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 \$1billion fabric and craft retailer.