
BOB DENNY

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OBJECTIVES

Seeking a management position with similar responsibilities in the management space to apply my skills and experiences with a forward-looking organization having strong leadership and market capture capabilities. Aspiring to deliver superior results in the areas of:

Marketing

Sales

Advertising

IT Technical Program Management

Social Media Marketing

Digital Content Writing

Project Management

Technology

Operations

Communications

Acquisition

Creative Services

Training Recruiting

Budgeting

IT Project Management

People Management

Marketing Automation tools

Consulting

- Willing to (re)locate in: CA MA

PROFESSIONAL EXPERIENCE

IMPACKS

Jan 2012 - Present

Sales and Marketing Consultant

- Currently supervising Sales, Creative Services and Marketing activities with accountability for results.
- Team contributor to Advertising activity for more than 84 months with excellent results
- Accountable for Budgeting activity in an individual contributor capacity for 72 months, delivering strong outcomes.

Accomplishments:

Recruited and trained national sales force (30 reps) for equestrian apparel manufacturer – Noble Outfitters

5.11 Tactical

Jan 2010 - Dec 2011

Executive Vice President of Sales and Marketing

- Supervised Marketing activity for more than 72 months with excellent results.
- Team contributor to CRM activity for more than 60 months having delivered excellent results.

Accomplishments:

Grew top line sales from \$126MM to \$181MM while exceeding bottom line objective of 20%

5.11 Tactical

Nov 2008 - Dec 2009

Vice President of Marketing

- Accountable for Marketing activity in a supervisory capacity for 72 months; delivered strong outcomes.
- Previously accountable for CRM activity in a collaborative capacity for 60 months with strong outcomes.

5.11 Tactical

Oct 2003 - Oct 2008

National Sales Manager

- Accountable for Marketing activity in a supervisory capacity for 72 months; delivered strong outcomes.
- Previously accountable for CRM activity in a collaborative capacity for 60 months with strong outcomes.

E & J GALLO WINERY

Apr 2002 - Sep 2003

Senior Director, Marketing

- Supervised People Management activity for more than 72 months with excellent results.
- Previously accountable for Marketing Automation tools activity in a collaborative capacity for 60 months with strong outcomes.
- Directly contributed to Digital Content Writing activity for more than 72 months with excellent results.

E & J GALLO WINERY

Jun 1999 - Apr 2002

Director, Marketing

- Supervised People Management activity for more than 72 months with excellent results.
- Previously accountable for Marketing Automation tools activity in a collaborative capacity for 60 months with strong outcomes.
- Held accountability for Digital Content Writing activity in an individual contributor capacity for 72 months; delivered strong outcomes.

E & J GALLO WINERY

Jul 1997 - June 1999

Manager, Marketing

- Supervised People Management activity for more than 72 months with excellent results.
- Team contributor to Marketing Automation tools activity for more than 60 months having delivered excellent results.
- Held accountability for Digital Content Writing activity in an individual contributor capacity for 72 months; delivered strong outcomes.

GALLO WINE DISTRIBUTION COMPANY

1993 - 1994

Area Sales Manager

- Previously accountable for Sales activity in a collaborative capacity for 60 months with strong outcomes.
- Directly contributed to Marketing activity for more than 72 months with excellent results.

GALLO WINE DISTRIBUTION COMPANY

1990 - 1990

District Sales Manager

- Team contributor to Sales activity for more than 60 months having delivered excellent results.
- Directly contributed to Marketing activity for more than 72 months with excellent results.

GALLO WINE DISTRIBUTION COMPANY

1989 - 1990

Sales Representative

- Team contributor to Sales activity for more than 60 months having delivered excellent results.
- Directly contributed to Marketing activity for more than 72 months with excellent results.

EDUCATION & CERTIFICATIONS

University of Arizona

1990

Bachelor of Science in Business Administration