

Dennis Psimaris

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SUMMARY

- Top ranked leader with a 24-year history of management, sales, and customer service success. Proven ability to contribute individually and to lead sales teams to achieve multimillion-dollar revenue gains.
- Combine entrepreneurial drive with business-management skills to produce high levels of customer service, gains in revenue, market share and profit performance.

SKILLS

- New Business Development
- P&L Management
- Strategic Planning
- Operations Management
- Key Account Management
- Turnaround & High-Growth Strategies
- Customer Relationship Management
- Staff Training & Development
- Contract Negotiations
- Budgeting & Forecasting

PROFESSIONAL EXPERIENCE

Public Storage, Denver, CO (Feb 2020 to present)

The largest owner and operator of self-storage facilities in the world. With thousands of locations across the U.S. and Europe, and more than 170 million net rentable square feet of real estate.

District Manager, 2020 to present

Responsible for the operations, sales performance, profitability, hiring, employee development and service levels of 13 Public Storage locations. Position includes managing physical assets including repair and maintenance systems and processes, vendor management and cleaning standards.

Outcomes:

- Ranked #3 for overall performance (out of 270 district managers) in 2021.
- Relocated to Denver Market to help drive business forward by using analytics to identify trends.
- Developed and implemented strategies to drive company initiatives.
- Currently ranked #2 for overall performance among all District Managers in the Division.

Penn Jersey Diesel & Trailer, Philadelphia, PA (2012 to 2020)

A family-owned truck repair and trailer dealership (Stoughton dealer) specializing in trailer repairs, rentals and sales.

Account Executive, 2012 to 2020

Responsible for the sales performance (was sole contributor) and profitability of Penn Jersey Diesel & Trailer. Also responsible for maintaining and developing relationships with existing customers. Position included prospecting and penetrating a competitive marketplace to generate new business accounts.

Outcomes:

- Exceeded expectations for growth by improving revenue by 15.0% and profitability by 18.0% year over year.
- Developed and executed a marketing and sales plan that generated \$1.25 million in new business per year.

Enterprise Rent-a-Car, Philadelphia, PA (1998 to 2012)

Enterprise is the flagship brand of Enterprise Holdings, Inc. which includes the brands Alamo and National. The largest rental car company in the U.S., Enterprise is known for its high level of customer service and deep dedication to their employees and community.

Airport Market Manager, 1998 to 2012

Responsible for the sales performance, profitability, service levels and overall operations of Enterprise Rent-a-Car, National Car Rental and Alamo Car Rental at the Philadelphia International Airport. Directed a team of 17 managers and their respective staff (approximately 200 employees). Formulated marketing, brand planning and business-development strategies to drive revenue growth.

Outcomes:

- Turned around lagging operations and prepared operations for fast growth and profitability. Revamped pricing strategy and trained a high-performance sales team to revise a struggling operation that was losing profits into a turnaround success story.
- Improved market share to make Enterprise the largest rental car operation at the Philadelphia Airport. Improved revenue by 10.0% year over year (generated over \$60 million in revenue per year).
- Developed and implemented a training plan for operations that resulted in over 100 employees being promoted.

EDUCATION

Bachelor of Science: Computer Science, Expected in 12/2025

Colorado State University - Fort Collins, CO