

DENNIS & Co.



Brian Dennis **Owner & President**

After founding Dennis & Co. Auto Group in 2006 when he purchased Riverdale Chrysler Jeep, Brian transformed the company from an underperforming single-point store into a business that currently yields \$300M+ in annual revenue and consists of six dealerships, a warranty company, and real estate holdings.

A master of the automotive industry, Brian provides executive oversight on all business activities, leads the company's executive team, and is ultimately responsible for the work of 300+ employees. Brian's recent strategic focus has been on expanding the executive team and on identifying new opportunities for business growth. As a result of his leadership, Dennis & Co. is opening a new Volkswagen dealership in Nanuet, New York, in October 2020.

In addition to being a full-time executive and dealer principal, Brian serves in industry leadership positions, including Vice Chairman of New York State Automobile Dealers Association (NYSADA) and Chairman of NYSADA's Legislative Committee. In these roles, he has partnered with U.S. Senators Charles Schumer and Kirsten Gillibrand, multiple congressmen, Attorney General Leticia James, and Governor Andrew Cuomo to strengthen their support of New York State's auto dealers.

Brian also participates in the National Automobile Dealers Association (NADA) 20 Group: CD-03, which is the highest performing group for Fiat Chrysler Automobile (FCA) brands and the third highest-rated group for all brands. He serves on the FCA Business Center Dealer Council and the Kia National Dealer Council where he actively represents all FCA and Kia dealers to manufacturers.

Prior to founding Dennis & Co. and serving in industry leadership roles, Brian was Founder and Owner of Advantage Finance Solutions, LLC, a national sub-prime finance consulting leader with 30+ accounts in 13 states. He was also Consultant for Special Finance Systems (where he worked with 20 dealers of all brands in 12 states), Business Manager at Roseville Chrysler Jeep, and Sales Professional and Business Manager at Don Foss, Credit Acceptance Corporation.

Over the course of his career, Brian has become a highly respected business owner. His company has a reputation for being a rewarding place to work and is known for supporting local groups, charities, and organizations. Moreover, Brian is personally well-known for his

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entrepreneurial ability, business acumen, turnaround leadership, and industry management skills.

Since 2006, Dennis & Co. has consistently exceeded sales growth and customer satisfaction expectations. For his superb individual and company performance, Brian has earned prestigious awards and accolades, including *2017 Top National Kia Soul EV Retailer*, *2015 Top Worldwide Dodge Dart Retailer*, *Chrysler Pentastar Club Award (2012–Present)*, and Nominee for *Ernst & Young's Entrepreneur of the Year* in 2019.

Brian studied business and finance at Walsh College and is a 2006 graduate of the prestigious NADA Dealer Academy.

Brian grew up in Grosse Pointe Woods, Michigan, and he currently resides in Mamaroneck, New York, with his wife, Tina, and their three children. In his free time, Brian likes to travel, participate in Spartan Tough Mudder events, and play golf.