

Biography
Daniel P. Ellis
President, GrowthSource, Inc.



Daniel leads the business development effort and provides strategic consulting and training for GrowthSource, Inc., a Minneapolis-based performance consulting company that helps organizations seeking sustained profitable growth.

As founder GrowthSource, Daniel leads the Company's business development effort and consults with senior sales executives to create organizational development strategies and initiatives to maximize their sales teams' ability to get and keep high-value customers. Under Daniel's leadership, GrowthSource is known for its proven methodologies that link performance at the individual level to organizational-level goals, directly impacting sales, support and service results.

Before starting GrowthSource, Daniel was a U.S. Marine fighter pilot for six years, retiring as Captain, then delivered more than a decade of distinguished performance in the private sector in sales, marketing, training, and executive management.

He was a leader for nine years in the diagnostics division of Abbott Laboratories, which is a \$1.7 billion developer and worldwide marketer of medical products and instrument systems. He held a number of key positions with Abbott, including international group marketing manager, manager of training and development and field sales manager, before joining the Elf Sanofi Corporation as vice president of sales and marketing for Sanofi Diagnostics Pasteur. Dan's experience includes leadership of a global marketing and sales organization, extensive strategic business and market planning, successful worldwide new-product launches, and the expansion and integration of resources to continually drive double-digit sales and revenue growth.

Daniel established GrowthSource because of his passion for helping individuals and organizations succeed, and because of his belief that the key to strong customer loyalty and sustained profitable growth is the performance of people. He brings a consultative perspective to performance development. His years of management responsibility, business development duties and management consulting in both large and emerging growth companies enable him to be discriminate when recommending performance development solutions.

Daniel holds a Bachelor of Arts in Political Science from The Citadel in Charleston, South Carolina and a Master of Arts in Management and Business Administration from Webster College in St. Louis, Missouri.