DENNIS MANAGEMENT GROUP LLC

Healthcare Business Development Leadership & Front-Line Workforce Training

CAPABILITY STATEMENT

Executive Summary: Led by **William Dennis, MBA**, Dennis Management Group bridges high-level growth strategy and front-line execution. We partner with value-based care clinics, healthcare intake teams, and workforce nonprofits across Greater Philadelphia and South Jersey to build predictable B2B referral pipelines, reduce staff turnover, and accelerate patient and career outcomes.

CORE COMPETENCIES & SIGNATURE SERVICES

Fractional Director of Business Development

Part-time executive growth strategy for value-based care clinics. Includes territory mapping, payor partner activation, B2B referral pipeline design, and Salesforce KPI coaching without full-time executive overhead.

Customer Experience & Intake Workshops

High-energy half-day and full-day training sessions for healthcare call centers and front-desk staff. Features custom workbooks, empathetic de-escalation, and live phone conversion role-playing.

Weekly Career & Job Readiness Bootcamps

Structured 4-week and 6-week cohort programs for workforce nonprofits and youth agencies covering professional identity, business etiquette, customer service, interview mastery, and first-90-day retention.

WHO WE SERVE

- **Value-Based Care & Primary Care Clinics:** Independent groups transitioning to Medicare Advantage and ACO models seeking scalable patient enrollment.
- **Healthcare Call Centers & Intake Teams:** High-volume scheduling and patient access centers aiming to lower attrition and boost conversion rates.
- **Workforce Nonprofits & Training Programs:** Community colleges, youth career initiatives, and regional workforce boards preparing job seekers for lasting employment.

KEY DIFFERENTIATORS

- **Multi-Site Healthcare Track Record:** Proven leadership scaling outreach operations across five regional healthcare centers in Pennsylvania and New Jersey.
- **Regulated-Industry Training Mastery:** Decades of corporate sales, management coaching, and front-line training experience in healthcare and financial services.
- **Practical, Role-Play Driven Curriculum:** Zero generic theory—every engagement delivers tailored playbooks, measurable KPIs, and repeatable daily habits.

LEADERSHIP & CORPORATE PROFILE

Principal Executive	William Dennis, MBA	**Legal Entity**	Dennis Management Group LLC (PA)
Service Territory	Greater Philadelphia, Suburbs & South Jersey	**Engagement Models**	Monthly Retainers, Workshops & 4–6 Wk Cohorts
Past Performance	Multi-region healthcare outreach leadership (Oak Street Health, Family & Nursing Care) and corporate sales/team training (Chrysler Financial, Nutrisystem).		
NAICS Codes	**541611** Administrative Management Consulting • **541613** Marketing Consulting • **611430** Professional & Management Development Training • **624310** Vocational Rehabilitation Services		

Ready to grow your clinic or empower your next cohort?

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Book a 15-Minute Strategy Call

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