

B. Alexander “Lex” Dennis

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PERSONAL STATEMENT

I hope to inspire my colleagues and my community to grow with me so that together, we can usher in an ecosystem of high performance, opportunity, and social accountability.

EXPERIENCE

Lex Dennis Consulting

Principal

South Bend, IN

January 2023 – Present

- Founded a consulting firm focused on strategic planning and economic development projects
- Created strategic plans for notable organizations like the South Bend – Elkhart Regional Partnership and the Health Improvement Alliance of St. Joseph County
- Contracted over \$300,000 in projects as of July 2024

The Drucker Institute

Director of Lifelong Learning

Claremont, CA

January 2019 – January 2023

- Coordinated the design and development of Bendable, a new lifelong learning platform
- Assisted in raising over \$5.5 million in philanthropic support from Walmart.org, Google.org, and a combination of other local and national funders
- Managed service provider partnerships with IDEO, Carbon Five, Credly, and FSG
- Played an integral role in selling a \$1.5 million project to expand Bendable to the state of Maine
- Led the implementation of Bendable in South Bend, Indiana, and across the state of Maine
- Developed and managed key stakeholder relationships within South Bend and the state of Maine with a special focus on public institutions and social service provider
- Hired and managed a team of five full-time employees in addition to managing an assortment of contractors to execute the Drucker Institute’s largest project

enFocus, Inc.

Chief Strategy Officer, Director of Development and Growth

South Bend, IN

July 2014 – January 2019

- Generated a total of over \$6 million in revenue for the organization
- Responsible for the design and execution of major strategic initiatives
- Led new market development, including board development, beachhead strategy deployment, project sales, account management, site management, future site prospecting, etc.
- Managed the organization’s business development team
- Assisted in the development of a five-year, \$20 million financial plan
- Led organizational improvement efforts for various business functions, including project management, sales, recruitment, communications, fundraising, and more
- Hired 22 full-time employees and over 140 interns
- Managed a talent budget of approximately \$450,000
- Managed a portfolio of projects that generated over \$5 million in value for clients

VOLUNTEER EXPERIENCE

Regional Innovation and Startup Education (RISE)

Board Member

South Bend, IN

March 2016 – Present

South Bend-Elkhart Regional Partnership Workforce Committee

Committee Member, Data Subcommittee Member

South Bend, IN

April 2017 – Present

EDUCATION

UNIVERSITY OF NOTRE DAME

Bachelor’s of Political Science and Spanish (Dual Major)

Notre Dame, IN

Class of 2013