



**Stephen Denny** speaks about what it takes to be a “Giant Killer” - those businesses that out-manuever the giants they face regardless of the odds - and how we can learn from these brands and apply their “thinking tools” and cultural shifts to do the impossible.

In his keynotes, he draws on over 80 personal interviews with some of the world’s most effective business people - from Silicon Valley to the townships of South Africa, profiling over 35 (and counting) brands from 13 different countries - as well as others outside of the traditional corporate world, from professional gamblers and hostage negotiators to Hollywood screenwriters and pro football players, creating a vivid and compelling story of how to out-manuever the giants we face in business and in life.

Importantly, he tailors his keynotes to align with your key business priorities and conference themes through pre-event conference calls and secondary research. Each of his talks is unique and catered to you and your audience.

The roster of companies Stephen has consulted for, spoken to or advised includes Hewlett Packard, The North Face, Altria, Campbell’s Soup, The Conference Board, YPO Global’s “Win the PR War” London conference, Frederique Constant, Elsevier, Koodo Mobile, Vibram US, Jabra, GN Resound, PNY Technologies, Fuel Cell Energy and others, from start-ups to Global 500 players. He has also done guest lectures at a number of blue chip graduate business schools, including Wharton, Kellogg, UC Berkeley, and others, plus numerous entrepreneur forums and councils. Prior to consulting, he was a 20+ year senior marketing executive having managed the people, strategy and budgets at brand name technology companies like Sony, Onstar, Iomega and Plantronics....

## Stephen Denny

### Speech Topics

- Virtual Keynotes
- Marketing
- Leadership
- Future Trends
- Disruption
- Change



## Testimonials

“Killing Giants is very relevant to any company in any industry. Either we compete against the giant every day or we are the giant and need to understand how to avoid common pitfalls. Stephen’s storytelling style makes for a very interesting and compelling talk, which is exactly what any group expects from their keynote speaker. Stephen did the research on the group, the industry we are in, and the current issues we face, to make the content even more relevant and hard hitting. We would be delighted to invite him back in future conferences.”

- President, Jabra NA.

Stephen was great at adapting the principles of Killing Giants to our industry, specifically marketing services. His presentation spoke to the hearts and minds of owner/operators of independent advertising agencies as they face the many challenges of competing against larger agencies for larger clients. I highly recommend Stephen as a speaker and as a thought leader in business management and operations.

- President/CEO of Worldwide Partners, Inc..