



Dennis A. Longo

Founding Principal



- Mr. Longo leads our firm’s **“People” Practice** with particular emphasis on senior executive search & placement, and “Winning by Design” (strategic organization structure design consulting). In addition, he oversees our compensation advisory services with a specific focus on the design of senior management variable compensation systems in support of a lean “pay for performance” culture and utilization of the Strategy Deployment Process.
 - As an accomplished Top Human Resources Executive with more than thirty years of diverse experience, Mr. Longo has a strong track record of building superior organizations that deliver outstanding results. Prior to his current involvement with *NEXT LEVEL* Partners®, LLC in 2003, Mr. Longo was an Executive Officer for Danaher Corporation (NYSE: DHR) and Corporate Vice President of Human Resources since 1997, and Corporate Director, Human Resources since 1996. Mr. Longo originally joined Danaher in 1991 and rose through progressively responsible Human Resource Management positions during the company’s growth from ~\$800mm to over \$5b. Danaher is recognized for delivering superior shareholder value, driven primarily by the strength of its management team and execution of the Danaher Business System (DBS). During Mr. Longo’s tenure with Danaher he oversaw more than 400 executive searches (personally directed over 150), while leading the corporation’s organization development activities with specific emphasis on senior management development, staffing, and recruitment. His accomplishments played a key role in building Danaher into a company recognized as “the best run company in the industrial universe.” (Bear Stearns).
 - Before joining Danaher, Mr. Longo’s experience included Human Resource management assignments with ABB, Chloride Group PLC, and Burndy Corporation. Mr. Longo earned his BS in Personnel and Industrial Relations from Syracuse University in 1978.
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