

Biography



Gary Plummer

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Gary Plummer joined Clark Consulting in 2005. Prior to joining the company, he served as president and managing partner for a corporate training and consulting company where he helped banks, financial service companies and other organizations define their strategic advantage and improve operating results. Mr. Plummer also spent 18 years at AgriBank in St. Paul, Minn. During his tenure, AgriBank was a \$20 billion regional bank with 26 retail locations in 11 states. At AgriBank, Mr. Plummer served in multiple leadership roles which included overseeing Training/Strategic Planning, Field Operations, and Marketplace Strategy divisions.

As a senior consultant, Mr. Plummer specializes in strategic planning, strategy formulation, leadership training and marketplace “value proposition” development. He collaborates with board members, CEOs, and other staff members to conduct a strategic evaluation and assessment of the client’s organization and their defining vision for long-term success. He assists clients in identifying solutions through market research, customer satisfaction processes, market segmentation analysis and the alignment of reward systems with desired results. Mr. Plummer introduces new strategies and efficiencies designed to produce improved revenue growth, marketshare and customer loyalty for the bank.

Mr. Plummer received his undergraduate degree in business administration and a master’s in business administration with a concentration in marketing from St. Louis University, where he also was a lecturer in the graduate school for three years upon completion of his degrees.