



AARON MONTGOMERY

High Growth Entrepreneur, Speaker, Advisor

ABOUT AARON MONTGOMERY

Aaron Montgomery is co-founder of CarLotz, a high growth start-up that is disrupting the used automotive retail market through its innovative vehicle consignment and non-commission sales model. Prior to CarLotz he was a consultant at McKinsey & Co. and a sales executive at Kiva Systems, a robotics company that was acquired by Amazon in 2012. Aaron began his career at McMaster-Carr, an industrial product distributor, where he fast-tracked through department manager roles in sales, operations, and finance to become the youngest regional manager in the company.

In addition to his work at CarLotz, Aaron is also a speaker, adviser, and instructor. He currently teaches Entrepreneurship and Strategy at Virginia Commonwealth University. Aaron is a two-time Inc. 5000 honoree (2018, 2019), a two-time finalist in EY's Entrepreneur of the Year Program (2015, 2019), and was named Executive Partner of the Year by the Society of Human Resource Managers (SHRM) in 2013.

Aaron holds an A.B. in Economics from Harvard University and an MBA from Harvard Business School. He has served on the boards of the United Way of Greater Richmond and Petersburg and Junior Achievement of Central Virginia.



"Outstanding. Session was fantastic. Well thought-out and well presented. Bravo!"

"Excellent, thought provoking presentation."

"Fantastic speaker! Very relevant and lots of notes to take home and integrate into my day-to-day business practices"

"Applying the principles from Aaron's presentation to my daily role at work will be very helpful"



SAMPLE KEYNOTES, WORKSHOPS, AND PRESENTATIONS

Win Big by Going Small

Achieve huge results in your organization by focusing on small, incremental activities that yield high cumulative gains.

Culture by Design

Design your corporate culture from the top down by understanding the potential tactical implications or early strategic decisions.

How to Spot a Winner

Evaluate entrepreneurial opportunities with a proven reliable framework that will boost the odds in your favor.

Stoking the Fire of Innovation

Three tips on ways to ensure that your organization maintains its focus on innovation and improvement.

Find Your Gorilla

Combat habituation and inattentive blindness by taking on a new perspective.

Asking the Right Questions

Move from brainstorm to implementation by setting a clear hypothesis and designing tests to prove or disprove it.

“Aaron did an excellent job of creating linkage between concept and application. Great style!”

“Very personable and honest speaker. Terrific and memorable.”

PARTIAL CLIENT LIST

Allianz Global Assistance

Altria

Automotive Fleet and Leasing Association

California Grocers Association

Capital One

Court Services and Offender Supervision Agency

Cystic Fibrosis Foundation

DuPont Community Credit Union

Federal Bureau of Investigation

HCA Healthcare

National Conference of State Fleet Administrators

Society for Human Resource Management

Virginia529

Virginia Council of CEOs

Virginia Department of Corrections

Wharton School of Business



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