

Lou Monari

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Responsibilities

Lou is responsible for developing and retaining new business for Aon, a global risk management and human capital firm. His 25+ year career spans the large corporation, consulting/outourced services, and entrepreneurship/start-ups. The depth and breadth of his business experience brings value to Aon clients and prospects via exceptional client development, client services/retention and problem-solving skills. In short, he helps build better businesses.

Experience

Prior to joining Aon in 2009, Lou was a business development executive for Marsh and Mercer. Prior to this, he served as Senior Vice President, Human Resources for RCN Corporation. Previously, he assisted in the turnaround of Nasdaq wireless communications company Intek Global Corporation, consolidating five disparate business units (three overseas), and two acquired companies, into a streamlined, integrated company. While at Intek, Lou led communications, investor relations, and HR. Previously at Digital Solutions, Inc., Lou's early responsibilities included HR, risk management, non-SEC legal, and acquisitions task force participation. He was promoted to General Manager of a subsidiary with P&L responsibility for a \$40 million business unit serving 100+ clients in five states. Prior to Digital Solutions, Lou spent six years as Co-founder and President of Holgate Associates, Inc., a human resource consulting firm. Prior to this, he obtained an intimate knowledge of global commerce while working at International Nabisco Brands.

Areas of Strength

Lou is active in business and community organizations. He is a Founding Member (2003) and currently sits on the board of the Association for Corporate Growth (ACG) NJ and is a former participant of Financial Executives International (FEI) NJ and the Society of Human Resource Management (SHRM). Lou also serves as an observer of the Environmental Committee in his township. He formerly served on the boards of the Morris County Economic Development Corporation, the Morris County Chamber of Commerce and the Leadership Morris Alumni Council.

Education

Lou earned a MBA from Seton Hall University, and Bachelor of Science from the University of Rhode Island. He holds property, casualty, health and life insurance producer licenses in New Jersey, New York and Connecticut. Lou has achieved the designation of Certified Management Consultant (CMC) from the Institute of Management Consultants (IMC). He is a graduate of Leadership Morris.