

Hil Davis

Expert on NextGen Disruption/Customer Engagement, Founder of BeautyKind & J.Hilburn

Please contact a GDA agent for information.

Topics

- Business Growth / Strategy / Trends
- CEO
- Entrepreneur
- Retail and Consumerism
- Thought Leader

About Hil Davis

Hil Davis founded BeautyKind in October 2013. Prior to founding BeautyKind, Hil founded J.Hilburn in 2007. J.Hilburn is a luxury men's apparel company disrupting traditional retail by using a direct sales model and vertical integration. Under Hil's leadership, J.Hilburn successfully doubled revenues every year to \$55m in 2013.

Prior to J.Hilburn, Hil was an equity research analyst covering retail, luxury and restaurant stocks. He worked at Thomas Weisel Partners, SunTrust Robinson Humphrey and Citadel Investment Group.

Select Keynotes

- **Hil Davis, Founder BeautyKind**

<https://www.youtube.com/watch?v=p5PI4xY8uMY>

Beauty Kind is an online beauty retailer. What sets them apart? 5% of what you spend on their website goes back to a charity of your choice. Learn about this and more from BeautyKind's Founder, Hil Davis.

- **Out of Left Field...Preparing for NextGen Distribution Disruptors**

Uber happened to the taxicab and limousine industry. AirBnB happened to the hotel industry. These nextgen disruptors, also referred to as non-traditional competitors, are literally coming out of left field and into the wholesale distribution industry. Billion Dollar CEOs know the arrival of nextgen distribution disruptors is here, and distributors have entered a digital arms race to preemptively combat these nextgen disruptors in all their forms. The nextgen disruptor could arrive as an app, a website, an established brick and mortar company outside of distribution, or a wholesale distribution company from a different commodity line. This session will identify how nextgen disruptors will penetrate the market, and review key strategies and tactics on how best to combat these non-traditional competitors. This session will also discuss best practices to measure the impact of your digital distribution spend in preparing to battle against this new competitor. Takeaways: A nextgen disrupter will evaluate several areas in the wholesale-distribution industry and discuss the opportunities and/or vulnerabilities that would be attractive to a nextgen disrupter. Review the case study of a step-by-step model that a disrupter would take when entering a new market.

Select Articles

- [Inc. Magazine: Made to Measure: J.Hilburn Gives Direct Selling Some Style](#)
- [Inc. Magazine](#)
- [Wired: Man Channels the Tupperware Party to Take On Amazon — And It Works](#)
- [Exclusive Interview with BeautyKind Founder Hill Davis](#)

Select Client Feedback

Hil excels at speaking at a high level, 30,000 foot strategic level, on the strategies behind Silicon Valley disruptors. He will challenge your



executives to accept a new paradigm of thinking for entrepreneurs. Hil will be most successful if you engage him with one or two of your attendees to build a menu of takeaways before the event.

– **Tamela Blalock** *NAW*

Our convention attendees, comprised of senior level executives in the cookie and cracker manufacturing industry, were so impressed with Hil Davis. B&CMA booked Mr. Davis for the entire morning program and he delivered presentations that were very informative, insightful, and applicable! His open and easy speaking style held everyone's interest and resulted in a highly interactive Q & A segment. Thank you for recommending him, he is a diamond as you promised! Will highly recommend!

– **Kathy Kinter Phelps** *B&CMA Membership & Education Services Manager*