



MARTEL & ASSOCIATES

Glenn Faulkner, Senior Associate

Glenn Faulkner, former senior officer of NASDAQ and the NASD, served as Executive Director of NASDAQ's Business Development Department and Customer Service Operation. At NASDAQ, he managed all aspects of the business development process, including strategic planning, budgeting, sales management, customer service management, goal setting, measurement, coaching, and training.

He has a proven track record of building market share growth and retention in a highly competitive environment against one of the strongest brands in the world. He has more than 20 years of experience in public speaking and presenting, the focus of his counsel in group and private seminars.

His Wall Street experience, plus his expertise in persuasive presentations, provide a unique combination of strengths for leaders as they shape messages and hone skills for presentations related to IPOs and other high stakes capital-raising events.

He also conducts seminars in conflict management, using a special instrument to help leaders determine their own conflict management style and the style of others. As a result, leaders learn how to better manage conflict as they build trust-based relationships, an increasingly important requirement in today's organization.

He received a B.S.B.A. in Economics from Florida Southern College, (awarded the Most Outstanding Economics Graduate distinction), and an M.S.B.A. in Finance from the University of Denver's Graduate School of Business.