

LAURIE A. GLOVER

Laurie Glover is a self-motivated, results-oriented, and enthusiastic Training and Development Professional with extensive international experience in Corporate Training, Academia, and Sales and Marketing management.

Her sales and marketing background includes an executive management position as Director of Sales and Marketing for an international travel and tourism organization with annual sales of over \$50M. While in this position, Ms. Glover successfully managed and implemented a major technical enhancement project and restructured regional operations resulting in improved customer access and satisfaction as well as a substantial increase in employee productivity.

Ms. Glover served as an Adjunct Professor of Communication at Florida Atlantic University in Boca Raton, Florida. She earned a positive reputation for her ability to integrate academic theory and practical business knowledge to prepare students for their careers. She taught courses in Public Speaking, Written Communication, and Small Group Communication. She coached and mentored numerous students throughout her tenure at FAU.

In her role as Sales Training Manager for Levitt & Sons, a multi-state new home developer, she built a reputation for developing, coaching, mentoring, and motivating the sales force to foster improved employee knowledge, skills and behaviors and encouraged employee development. She designed, developed and facilitated a training program to the sales force, including managers and executive leaders.

Ms. Glover is a strategic thinker who drives initiatives to reach corporate objectives and a creative problem-solver who builds successful cross-functional relationships and uses excellent interpersonal skills to get results.

Ms. Glover is president of **QuickStart Training Solutions, Inc.**, which provides customized blended workplace learning solutions to both for-profit and non-profit organizations through a team of highly experienced subject matter experts and facilitators. Ms. Glover and her associates conduct needs analyses, identify knowledge and performance gap analysis, and develop effective, targeted improvement programs.

Through one-on-one Career Development Coaching, Ms. Glover also guides individuals in developing management and supervisory skills, improving the power of their resumes, enhancing their interviewing skills, and learning the most effective ways to network and market themselves in a highly competitive job market.

Ms. Glover is an active member of the American Society for Training and Development (ASTD) and the Society for Human Resource Management (SHRM).

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