

BRANDON PARTNERS

Corporate Training in Organizational and Political Savvy

Consultant Bio

Karen has assisted in the talent development of many Fortune 500 companies including Citigroup, PepsiCo, Mobil Oil, General Electric, Pfizer, TimeWarner, Estee Lauder, Morgan Stanley, United Health Group, AT&T, Wells Fargo and Thomson Corporation.

Ms. Martz also facilitates workshops on organizational savvy, managerial and self-motivation strategies, and influence skills. Her rapport skills coupled with her extensive background in a variety of industries compliment her leadership and coaching to steer individual development needs.

Karen is part of a select coaching pool for individuals within the USDA. Karen also worked in conjunction with the US Department of Energy and the US Environmental Protection Agency on the Energy Star program through the NY State Research and Development Authority. She offers presentations and facilitates team building sessions for business organizations, financial institutions, and government agencies. She also conducts workshops and individualized coaching for luxury retailers including Nautica, Burberry, and Yves St Laurent to enhance skills in negotiation, leadership and sales communication.

Prior to becoming a business consultant, Karen occupied a variety of sales and management positions, many within the financial services industry, and brings practical experience into her skills training. Her background includes positions in: regional management and sales, customer service, and bank operations. Karen also works in conjunction with senior management and Marketing areas to design and conduct Shopping Survey programs for financial institutions that provide feedback regarding the quality of service, product knowledge, and sales ability demonstrated by contact personnel. Her specialty is a rigorous focus on behavioral standards, whether in her training, coaching, or survey projects.

Karen holds a B.S. Degree and graduated from the State University College at Buffalo in 1980. Karen and her husband, Gary, reside in Orchard Park, NY near Buffalo and have two children attending college. Her favorite pastimes include skiing, sampling new restaurants, and enjoying travel adventures with her family.



KAREN M. MARTZ, B.S.

Training and coaching expertise in leadership savvy and development, interpersonal communication skills, and improving performance in sales, operations, & staff functions.

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Karen is known as an engaging facilitator that encourages participants at all levels of the organization to apply new skills and maximize existing strengths to achieve desired business results.

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