

Andres Marquez

Director of Operations at Hot Lead Key

West Palm Beach, Florida Area, FL, US

"It's not the what, but the why and the how that matter most"

Biography

Professionally, I'm a consultant and sales technology implementation 'guru' in Florida. At the most basic level, that's what I do. However, I fervently hold to the belief that what matters most is not what we do but why. My why is people. More than anything I just love people. Being the quintessential people person, I thrive off of human relationship. This passion is what drives me in sales, service and personnel management. As an OEF Marine Veteran, I also have years of training in leadership development that has been rigorously tested and proven in battle. One of the most important things I learned through this process, is the immeasurable value of mentorship. For most of the ventures that one takes in life, there is a good chance that someone has been there before. As exciting as it may sound to blaze one's own path through the jungle that is life's challenges; the reality is that most of the important lessons we learn are taught to us through mistakes, pain and great difficulty. However, it is up to us to decide whose mistakes we will learn from. The fact remains that someone has already laid down the path out before us. By following their guidance, not only do we get to the destination faster, but we develop an even clearer path for those who come after. Additionally, with my natural draw to connect with people, mentoring relationships have suited me well. Today, by seeking out mentors who have decades of experience for me to learn from, I have gained expertise in many areas of business operations that could have taken me a lifetime to learn otherwise. Specifically, my mentors have been hard at work molding my natural love of people, tech-savvy upbringing and analytical nature into refined subject matter expertise in sales operations, management and technologies. I look forward to passing on the lessons that I've learned from them.

Availability

Workshop, Corporate Training

Industry Expertise

Insurance, Professional Training and Coaching, Information Technology and Services

Areas of Expertise

Work Life Balance, Establishing A Mentorship Program, Leadership

Sample Talks

Corporate Leadership from a Marine's Point of View

Too often, leadership is looked upon as a position, or worse, a privilege. Leadership is a responsibility and, when done right, takes effort. However, when done right, strong leadership produces significant success. This talk is centered around the 14 Traits and 11 Principles that constitute the bedrock of effective Marine Corps leadership. The talk itself is a study of business cases and an overview of how to implement these traits and principles in a corporate setting.

Education

Palm Beach Atlantic University

Bachelor's : Expected 2016 Mathematics and Finance

Testimonials

Eddie Kovel

Andres knows and loves advising small businesses. He cares about your business as if it were his own, and gives you the best advice and support possible.

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