



**Marty Murphy**  
CPCU, CMC  
Co-Founder & Executive Coach

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## Professional Background

Marty is a Certified Managerial Coach that draws from his 20-plus years of real-world work experience in executive leadership and human capital development roles as he executes his coaching engagements. As a coach, consultant, and facilitator he has worked with clients in a variety of industries including bio-medical, consulting, energy, financial services, healthcare, hospitality, insurance, manufacturing, medical devices, not-for-profit, pharmaceutical, retail, technology, and telecommunications.

He is a highly skilled coach, facilitator and engaging speaker. His passion lies in working with individuals and teams to help them build results-oriented relationships. Areas of expertise include leadership and management development, change management, emotional intelligence, team building, executive sales management, leadership style, consultative sales skills, and interpersonal communications.

## Key Capabilities and Experience

Marty has extensive leadership experience in managing and developing individuals and teams. Prior to joining Exceleration Partners, Marty led the contingent search division of a boutique executive search and staffing firm that served the insurance and financial services industries. Before that, he spent over 20 years with a Fortune 250 financial services firm where he held various executive-level marketing, sales, operational, and leadership roles in both their property and casualty insurance, and their life, annuity, and investment divisions. Marty is an active speaker, presenter, and facilitator at events and conferences, and has been published in various publications. He is an active member of ASTD, CPCU Society, IFC Georgia, and SHRM.

## Education and Credentials

- Bachelor of Science in Marketing from Miami University, Oxford, Ohio
- Managerial Coach Certification from Kennesaw State University, Kennesaw, Georgia
- Certified DDI, DiSC, and GENOS® Employee Motivation Workshop Facilitator
- Certified in Hogan, GENOS® Emotional Intelligence, MRG LEA 360, Insights Discovery®, and ChangeWorks® assessments and debriefs