**Knowledge, Smart Data, Networking and the Art of Listening - a Combination for Entrepreneurial Success**

Wednesday, April 20, 2016 -

4:00pm to 5:00pm

Swearingen 1A03 (Faculty Lounge)

COLLOQUIUM

Glenn T. Starkman

COO and Co-founder

Soteria, LLC Cyber Security Data and Analytics

How do you go from technology to entrepreneurial success? This talk will explore the nuts and bolts, including communication and networking, that go into a successful tech startup. An example of the entrepreneurial process that will be presented is the founding of Soteria. Common themes that recur among entrepreneurs will be examined.

Glenn Starkman is the COO and Co-founder of Soteria, a cyber security company that consults businesses with both pre and post breach security incidents. Soteria founders are former NSA elite operatives now based in Charleston, SC. He is a graduate of Boston University with a background in Economics and Math. He is also a Board Member, Co-Founder and Angel Investor in BevBucks, Vixen Enterprises and The Code Lady.. He was previously the Managing Director and Global Head of Sales at UBS, Goldman Sachs and was previously a Partner at Sanford Bernstein, an Asset management company, as well as the Founder and CEO of Starkman Capital LLC.

Glenn is also Entrepreneur in Residence at the College of Charleston and is responsible for the Tommy Baker Lecture Series in Entrepreneurial Leadership, is on The College of Charleston Board or Entrepreneurship and leads a weekly lecture series ENTR 445. From this class Glenn will share many of the themes described by speakers dating back to 2014.

Glenn will be available for Q and A post his comments.