



A BRADLEY-MORRIS CASE STUDY

Marty Abbott

CANDIDATE PROFILE:

How does an Army armor officer go from serving in the U.S. armed forces to consulting with and advising some of the fastest growing companies in the U.S.? Marty Abbott would tell you by leveraging the training he received in the military and by adding a healthy dose of hard work and dedication.





MILITARY CAREER HIGHLIGHTS

Marty Abbott graduated from the U.S. Military Academy at West Point in 1990 where he earned a Bachelor of Science Degree in Computer Science. The newly commissioned lieutenant became an armor officer with the 82nd Airborne at Fort Bragg, North Carolina.

Abbott served on active duty for four years and in the Reserves for another eight years. When Abbott made the decision to leave the military in 1995, he turned to JMO recruiter Bradley-Morris, Inc. (BMI) to assist him in making his move into a civilian job. "Bradley-Morris was the first firm to really listen to what I wanted to do," said Abbott, who added that working with the BMI team made such a difference that he kept in touch with them for several years after his placement. BMI placed Abbott with Motorola as a manufacturing supervisor.

CIVILIAN CAREER HIGHLIGHTS

Abbott's civilian career highlights are impressive and serve as an inspiration to service members in the transition process. He co-founded AKF Partners in January 2007 where he provides executive advisory services for hyper-growth companies. Before then, Abbott worked for nearly two years as the Chief Operating Officer (COO) for Quigo, a developer of online marketing technologies that was ultimately purchased by AOL in 2007.

Prior to being appointed COO of Quigo, Abbott worked in a number of high profile positions within eBay, the world's largest online marketplace. From 2003 to 2005, he served as the company's Senior Vice President of Technology and its Chief Technology Officer. Before that he was the Vice President of Operations, IT and QA from 2001 to 2003. His career at eBay began in 1999 as the Vice President of Operations.

Abbott earned a Master of Science Degree in Computer Engineering from the University of Florida. Later, he graduated from the Harvard Business School's Executive Education Program. Abbott serves on the Boards of Directors for Onforce and LodgeNet Interactive and is on the advisory boards at Rearden Commerce, Goldmail, LiveOps and the University of Florida's Technology Commercialization Board.

THE RESULT

Abbott credits his military experience with giving him a solid start towards reaching his civilian goals.

"That dedication to mission that service members have is a definite plus in the civilian world," said Abbott. In addition, the leadership, education and work experiences he had enabled him to move forward through a stellar civilian career. Abbott added, "Four years of time spent in the leadership lab at West Point and four years active duty as a junior officer absolutely helped me to succeed in civilian life."

Finally, Abbott noted that the secret to his success lies in the fact that he dedicated himself to each and every job. "I just threw myself into each job and did my best," said Abbott. "I learned something in each and every position I had and it helped to prepare me for the next opportunity."



"I had the opportunity to work with several placement firms at the time and Bradley-Morris was the first one to really listen to what I wanted to do."

– Marty Abbott