

Glenn Parsons - Managing Director

Business results through Leadership Influence and Organizational Alignment.

SKYE
BUSINESS SOLUTIONS, LLC

Glenn Parsons, managing director of SKYE Business Solutions, is a seasoned executive with a unique blend of entrepreneurial/start up and public company experience. His background and insight positions him well as a trusted advisor and valuable asset to many organizations across several different industries. With a strong legacy of executive sales leadership in venture backed technology firms, his ability to help identify and solve both strategic and tactical issues is demonstrated repeatedly.



He is widely recognized for his skills as a leader, communicator, strategic thinker, problem solver, coach and mentor. His relentless focus on growth has positive impact upon revenue, profits, market share, and issues associated with organizations looking to scale.

Areas of Expertise

Glenn has assisted many organizations in need of improved organizational performance. Some ways in which organizations have benefited from his efforts include:

- Improved sales performance and forecasting
- Increased productivity, focus and accountability
- Development of strategy and objectives
- Enhanced core leadership strength and alignment
- Development of “next level” leaders

Background and Credentials

Prior to SKYE Business Solutions, Glenn honed his skills in business development, executive sales leadership, operations, and professional services. Glenn’s industry experience includes network security, communications, wireless access, enterprise software, and data storage. He has extensive domestic and international experience having established relationships and developed business with organizations in many countries throughout the world, especially in the EMEA and Asia Pac regions. His experience, strategic vision and leadership skills prepared him to serve in a variety of executive leadership roles, especially relating to revenue generation. He has held senior leadership positions at System Industries, Fiberlink Communications, CenterStone Software and VFA.

Glenn earned a Bachelor of Arts degree in economics from Harvard University and his MBA in High Technology from Northeastern University. He serves on several boards, including Sharon Credit Union, and is active in a number of community and professional organizations.