**Instructor Biography**

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Glenn Seninger is an experienced enterprise sales leader with a track record of delivering record results with exceptional professionalism, focus and drive. He has been responsible for building commercial sales organizations, business development campaigns and go to market strategies for the past 30 years.

Mr. Seninger is currently the Group Vice President for North America Edge Applications at Oracle Corporation. ORCL. He is responsible for North America and Canadian Sales teams for Oracle Cloud Solutions for the following solution areas; ERP, Financials, Supply Chain Management, Order Management, Warehouse , Logistics and Transportation Management, Product Lifecycle Management, Master Data Management and Enterprise Data Quality. He has held a variety of sales roles since joining Oracle in 1994. Prior to joining Oracle he worked for Pro-Mation Inc., which was acquired by GEAC corp as regional sales manager.

During his career he has focused on enabling significant increases in demand creation activities, pipeline generation and sold to line of business, operations and senior business and executives. He has worked closely with customers from small to midsized businesses to enterprise accounts across multiple industries segments to leverage their existing solutions while also helping them fully realize the benefits of new solutions that can help improve their overall business operations.