



Biography

Doug Cohen, Kelley Kronenberg's President of Strategic Corporate Relations, is a seasoned leader with decades of experience in strategic business development across entrepreneurship, legal, and technology sectors. He excels in building high-value partnerships and possesses a deep understanding of South Florida's business landscape.

Doug holds an MBA from Nova Southeastern University and a Bachelor of Science from the University of Florida College of Journalism & Communications, where he focused on Broadcasting.

Doug is a dynamic leader with a history in digital technology consulting, business development, and leadership training. Before joining the firm, he spearheaded business development, sales, and marketing, contributing as a multimillion-dollar solutions leader. Doug's journey into the legal world began with the co-founding and leadership of one of the country's largest litigation consulting firms. The firm's success culminated in a strategic sale to a private equity company, followed by another acquisition by a multibillion-dollar public firm three years later. During his tenure with the acquiring company, Doug played a pivotal role in growing major accounts and spearheading nationwide sales team training.

Additionally, Doug's career included owning a Sandler training center, where he served as President and was a Certified Sandler Instructor, achieving double-digit growth year-over-year and negotiated the sale of significant client accounts upon his exit.

After Sandler, Doug transitioned to a national business development role with a South Florida-based technology consulting firm. Doug served as the president of a division of the company that developed, patented, and launched an app addressing COVID-19 challenges during the pandemic, aiding companies in managing test results and vaccine status for a safe return to work. During that successful launch and go-to-market, the company generated nearly \$1,000,000.00 in revenue within 18 months during the pandemic.

As our President of Strategic Corporate Relations, with his track record of success across diverse industries, Doug brings a wealth of experience in strategic planning, business development, and fostering high-value partnerships.

Education

- Nova Southeastern University, M.B.A.

- University of Florida College of Journalism & Communications, B.S.

Industry Updates

- Nova Southeastern University Levan Ambassadors Board, 2024