

Regional services executive for the west region matt marriott point of view

[Literature](#), [Russian Literature](#)



The roundtable discussion featuring executives from the Institute for International Business' Global Advisory Board focused on the imminent thrust toward the strengthening of a company's global workforce to take advantage of today's globalized economies. The main speaker of the event was IBM's Director and Regional Services Executive for the West Region Matt Marriott who gave an insider's insight to the topic " IBM's Investment in Growth Markets – acquiring and managing people, skills, and talent."

The workforce has become a dynamic and unconventional arena because of technology which has enabled a seamless convergence of people otherwise divided by geography. Marriott shares IBM's desire to be a global company instead of being a multi-national company. This, he adds, has become inevitable since the very nature of work is rapidly changing. The company must adapt to the on-going changes in the world by hiring new customers. It falls upon Human Resources to employ a new breed of workers that must compose a diverse team to accommodate the company's vision.

Among the prevailing difficulty is that a number of these workers are unable to fit the qualifications for the job since they are new graduates. The Four Growth Initiatives which consist of a smarter planet, business analytics, cloud, and growth markets must be taken into account to foster continued future development.