



## DANIEL A. COPELAND



Daniel A. Copeland is Director of Business Development and Marketing for Long International, Inc. He has 20 years of business development and marketing experience, with 12 of those years spent in the construction claims consulting arena. Prior to joining Long International, Mr. Copeland was the Director of Business Development of Hill International's claims group in Washington, DC, where he established the business development practice. For nearly 10 years prior to working for Hill International, Mr. Copeland managed the Center for Management Development and Training, Inc. (CMDT) and Lion Worldwide, Ltd., an internationally renowned construction contracts and claims seminar company that promoted and held seminars throughout the U.S., Southeast Asia, India, the U.K., and the Middle East, primarily for owners, contractors, and lawyers worldwide..

### EDUCATION

B.A., Communications, George Mason University, 1988

Paralegal Certificate, NIRE, 1989

22 Project Management & Construction Contracts courses at George Washington University (1993-1999)

Graduate courses at Trinity Evangelical Divinity School, 1997-1998

### PROFESSIONAL AFFILIATIONS

Associate Member of the American Bar Association's Forum on the Construction Industry

### ACCOMPLISHMENTS

- Consistently exceeded construction claims consulting services sales quotas
- Managed sales teams that averaged 115% of quota
- Developed executive-level relationships with Deutsch Bank, Wachovia, Johnson & Johnson, Merck, Halliburton, GSA, Borealis, Computer Associates, Nextel, AT&T Wireless, National Cement, Saudi Aramco, Kuwait National Oil Company, Bahrain Telecom, Kuwait Oil Company, British Aerospace, Embassy of Korea
- Formed strategic partnerships with Computer Associates, Iridian Technologies, PROMIS, Datamation India, Federal Publications, George Mason University, and The George Washington University
- Developed, promoted, and held over 65 conferences yearly in the U.S., the U.K., Southeast Asia, the Middle East, and India
- Executed over 325 successful worldwide direct mail campaigns