

# Dana Martin



## Overview

*Mr. Martin is a consultant with the Chicago office of Hay Group. Dana works with clients to ensure alignment of organizational strategy and compensation strategy.*

## Delivering results for clients

Dana has consulted with a wide range of clients across several different sectors including the food sector, manufacturing sector and public sector. An overview of Dana's client work is presented below.

**Executive Compensation** – Dana has worked with clients to design salary structures, short-term and long-term cash and equity based incentive plans, and perquisites plans. Dana also provides compensation measurement services to clients using proprietary data and proxy statement data.

**Broad Based Compensation** – Dana has partnered with clients to design market based salary structures for broad employee populations. Dana's work also includes the design of broad based sales and management incentive plans.

**Tax Exempt** – Dana has worked with several counties and cities in the area of job measurement and pay equity analysis. Dana has also worked with tax exempt organizations to develop competitive/market based pay structures.

Dana has over 10 years of compensation experience on both the consulting and corporate side.

## Areas of expertise

Dana partners with clients to provide customized compensation solutions. Dana works with clients to align employee compensation with key organizational goals creating balanced plans that recognize the needs of the employee and the organization.

## Dana's education and affiliations

Dana received his Masters of Business Administration from the University of Minnesota's Carlson School of Business with concentrations in Finance and Strategy. He received his Bachelor of Arts degree from the University of Michigan with concentrations in Organizational Studies and Psychology.

## Contact

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