

MEGAN VIVIANO

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Forward focused executive with expertise in sales leadership, project management, leadership development. Innovative industry influencer with 20+ years of experience and proven track record of increasing revenues, market share and profit performance in a fast-paced corporate environment. Strong leader who excels interfacing with multiple divisions of large organizations. Excellent interpersonal communicator and presenter skilled in conveying a clear, strategic sales and marketing vision. Extensive track record leading teams through realignment business scenarios.

AREAS OF EXPERTISE

- Creating Team Vision
- P&L Management & Budgeting
- Project Management
- Leadership Talent Development
- Launch experience: Gastroenterology, Urology, Neuroscience, Rheumatology
- Building Key Customer Relationships
- Specialty Sales Leadership Experience

PROFESSIONAL EXPERIENCE

Overland Consulting
Director of Operations

2019 - Present

- Oversee and optimize business workflows for energy consulting projects regulatory proceedings, business and asset valuation and management consulting
- Analyze data to define trends and circumvent challenges
- Monitor employee production and satisfaction
- Coordinate discovery database processes

Takeda Pharmaceuticals North America
Sales Director

2010 – 2019

- Generated \$120 million in gross annual sales with a budget of \$1 million FY18 while elevating business ownership, strategic analysis and execution excellence.
- Led transformation agenda of commercial sales team through multiple restructuring and transaction related services
- Lead teams up to 9 frontline Sales Managers and 100-plus Sales Representatives spanning different geographical regions to execute brand strategies and exceed sales objectives.
- Consistent top performance: FY18 Ranking 3 out of 12 Regions; FY18 Maximum Impact Winner: Ranked 1 out of 6 Regions in Percent Target Earnings; Top 20% National Cresset Award in 2013, 2014.
- Recognized as valued cross functional collaborator with roles spanning commercial departments: GI Brand Lead, Finance Liaison, HR Advisory Board, Leadership Development Lead for STRIVE Employee Resource Group.

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West Area Sales Director, GI and Metabolic Primary Care Business Unit

1999 to 2010

- Leader of West Area Sales team comprised of 9 regional managers, 50 districts covering Western three quarters of the United States.
- Responsible for executing forecasted sales plans, exceeding sales and margin goals while operating within the expense budget for the unit.
- Generated greater than \$1B in company sales annually with an annual controllable budget of greater than \$12 million.
- Significant influence and input on Operations, Training and HR decisions related to GI/MPC Business Unit. Supported design of incentive compensation, award and recognition programs to deliver brand strategy and sales targets.
- Product Launch Experience in primary care and specialty. Awarded the Takeda Circle Award for Dexilant and Uloric Launch Team recognizing excellence in performance and process.
- Built strong leadership team with clear vision translating strategies into execution through significant transformation during TAP/Takeda integration.
- Developed high potential managers serving in leadership functions across the commercial organization.

ADDITIONAL RELEVANT EXPERIENCE

TAP Pharmaceuticals (Takeda/Abbott Partnership)

- Regional Sales Manager, Lupron Specialty
- District Sales Manager, Lupron Specialty

EDUCATION/PROFESSIONAL DEVELOPMENT

University of Kansas/Lawrence, KS

B.S. Degree in Journalism

Concentrations in Biology, Political Science, French

KU Study Abroad Program/Sorbonne University, Paris

Relevant Professional Development Programs

CCL Foundations Of Leadership, Situational Leadership II, Crucial Conversations, Managing Human Performance, Coaching For Improved Performance, Developing High Performing Teams, 7 Habits of Highly Effective People, The Power Of Persuasion, Leading At The Speed Of Trust, The Principles Of Transition Management, Crucial Conversations, Core Strengths: Relationship Awareness

COMMUNITY INVOLVEMENT

- Past President of Executive Board: Music Theatre of Kansas City
- Committee Member: Holy Cross Capital Campaign Renovation Committee
- Past President: Fine Arts Boosters, St. Teresa's Academy
- Volunteer: Viviano Variety Show, Don Bosco Center