



Steve Johnson

Personal Profile

Associate Consultant

Steve Johnson is a successful pharmaceutical field coach and learning and development trainer with knowledgeable, relevant and practical experience of how demanding yet rewarding the Pharmaceutical Industry can be.

Steve has over 13 years experience within the Pharmaceutical Industry, mostly as a Sales Training Manager and brings a wealth of expertise and knowledge from both a Head Office Marketing perspective and that of a variety of field based roles.

During this time, Steve played an integral part in the provision, support and ongoing development of the ABPI examination standards for a major UK pharmaceutical company, having been selected as a committee member at the ABPI Training User Group, Whitehall.

His experiences include the development of 'workable' and integrated sales models, working as a pivotal member of the product development team pre-launch of several world-renowned products, responsibility for the implementation of 'Target Account Selling' and 'Co-ordinated Action Teams' throughout the UK and has held responsibility for Management Development amongst other UK & Europe wide, high profile projects.

As an experienced sales trainer Steve has been exposed to many methods and concepts ranging from a Practitioner in NLP certificate, several coaching models, various sales models and territory management concepts. His approach however, combines the parts of these that he feels are workable and relevant to the individual, and the situation.

Other experiences include delivery of advanced facilitation & presentation skills, negotiation skills, business planning & project management amongst other developmental areas.

For the passed 3 years, Steve has also written, developed and lectured professional Accountancy training courses in Enterprise Operations, Enterprise Management and Enterprise Strategy for the CIMA professional qualification. He has also been integral in delivering 'Train the Trainer' courses for budding accountancy and law lecturers throughout Malta, Belfast, Edinburgh and Aberdeen.