



## **Courtney Nall**

Courtney Nall is a veteran of the pharmaceutical industry. Currently serving as the Area Business Leader for the Dallas district of Novartis Pharmaceuticals, Courtney is responsible for leading a diverse team of sales professionals and implementing marketing initiatives targeting cardiovascular disease.

Courtney began her career with Novartis Animal Health before transitioning to Novartis Pharmaceuticals. Her career has progressed from front-line sales to training, and on to management. In 2018 Courtney completed a marketing rotation at the Novartis global headquarters in Basel, Switzerland. Courtney was able to draw upon her depth of knowledge in the U.S. marketplace to lead decision-making in marketing strategy to the worldwide salesforce.

A polished communicator who is globally-trained in presentation delivery to large or small groups, Courtney uses her strong analytical skills, science acumen, organization, and administrative discipline to lead and manage projects and sales teams effectively. Courtney's true passion lies in coaching, identifying areas for skills development, and service to others to help them recognize their full potential.

Courtney earned her Bachelor of Science Degree in Biomedical Science from Texas A&M University. In 2001, Courtney became a member of MENSA, the largest and oldest high IQ society in the world. A consummate benefactor and patron, Courtney devotes her time to causes that positively impact the world around her. As a chair and member, Courtney actively supports the Dallas Symphony Orchestra, the Army Scholarship Foundation, the Leukemia and Lymphoma Society, and is the Director of Marketing and Communications for the Healthcare Business Women's Association, Dallas Chapter. Having competed in marathons around the globe, Courtney can often be found running around White Rock Lake in Dallas, TX with the support of her husband and four-legged supporter, Hardy.

## **Executive Presence**

A part of your personal brand is how you are seen by others. Courtney will dive into how executive presence ties into leadership and communication styles. She will cover the importance of active listening, the fundamentals of powerful first impressions, and personal presentation. She will stress that communication strategies and styles change in different settings: one-on-one, under pressure, and formal presentations. She will be available for one-on-one discussion following the presentation.