

Jack M. Varela



Bio Brief

Jack Varela has spent 31 years in the Pharmaceutical industry. His professional experiences include Commercial Sales, Sales Training, Leadership and Talent Development at Sanofi Aventis and Teva Pharmaceutical. Therapeutically he has gained knowledge in the fields of Cardiology, Hematology, Oncology, Gastroenterology, Respiratory, Otolaryngology, Endocrinology, and Infectious Disease.

He has held several training and development roles in his professional life, earning the opportunity to lead the Sales Training function for Teva Neuroscience. During his tenure, the Teva Neuroscience Sales Force was recognized by Neurologist as being the #1 Neurology Sales team. The recognition was based on third party surveys and rated companies on technical knowledge, commitment to patients and customer service. This recognition was accomplished through a collaborative effort between Sales, Marketing and Training teams.

His 10 years of experiences in Learning and Leadership Development have offered him a perspective on the development of leaders across an organization. During his tenure he built a Leadership Development Program (LDP) for the Specialty Sales Organizations at Teva. The program was intended to identify, develop and elevate the bench strength of first-line managers in order to help managers be effective starting on day one. Organizationally, he has executed training projects for intact management teams from a variety of functions and led company-wide learning programs for leaders across the business.

Through his work in organizational development he began a business relationship with IWL and Rayona Sharpnack. As a pupil and now certified Contextual Leadership Coach, Jack has seen the professional and personal benefits of being a Contextual Leader. By choosing to practice and live from the distinctions taught by Rayona and IWL he has been able to have a positive and lasting impact on the business and lives of those he works with day to day.