

Donald T. MacLeod Jr., LMSW



PROFILE

Senior level biotechnology sales vision, leadership, people management and territory management experience with the ability to identify and develop sales teams with sustainable, profitable business relationships between healthcare professionals and the biopharmaceutical industry including the following qualifications:

- Proven strategic leadership, management, communication and presentation skills with internal and external customers
- Experience in management of sales teams interfacing with diverse hospital, office based, and community business
- Successful leadership and management skills including training, promotions, sales, budgets, compliance and reports
- Gilead Sciences President's Club multiple award winner
- Gilead Sciences Region Management Trainer experience
- Gilead Sciences Marketing Advisory Panel member
- Gilead Sciences HIV Council member
- Gilead Sciences Leadership Development Program graduate

BUSINESS EXPERIENCE

Regional Sales Director, Great Lakes Region, HIV Division

Gilead Sciences, Inc., Foster City, CA (position based out of Pittsburgh, PA)

February 2012-Present

- Providing successful vision and leadership of a large team of sales representatives in multiple states
- Current and consistent regional results of over 100% to goal for all promoted products
- Quality coaching and development of personnel resulting in multiple team promotions and team President's Club achievements
- Leader in development of high quality sales management teams including facilitating special workshops on leading with Emotional Intelligence and Coaching Challenger Selling

Therapeutic Specialist, Community Liaison, Senior Therapeutic Specialist

Gilead Sciences, Inc., Foster City, CA (positions all based in New York City)

April 2003 – February 2012

- Exceeded all objectives related to sales goals, account calls and identification, planning and execution of community education programs for Gilead HIV products and the HIV disease state
- Managed difficult relationships with high level New York City based HIV clinics, practices and HIV community organizations
- Effectively identified customer beliefs and engaged providers in high quality product and disease state discussions in order to increase knowledge and confidence in Gilead products
- Managed all financial, administrative, and compliance responsibilities for the area, managing the budget while maintaining high call volume and educational program numbers
- Participated in the Leadership Development Program including interviewing and onboarding new Therapeutic Specialist candidates and mentoring new hires

- Initiated special projects including developing and presenting a new HIV training module at the National Social Work Conference in 2006 and at the Gilead Sciences Community Speakers Training
- Pulled through New York City visits with Gilead executive team and research scientists

Senior Specialty Representative,

Merck and Co., Inc., Upper Gwynned, PA (position based in New York City)
2003

January 2000 – April

- Responsible for the promotion of three complex products to a large challenging customer base of medical providers in a New York City territory
- Managed business for major hospital accounts in New York City
- Mentor for new hires to district
- Manhattan borough team leader 2002
- District computer champion 2003

Northeast Territory Manager

Stadtlanders Pharmacy, Pittsburgh, PA (position based in New York City)
2000

December 1997 - January

- Top relationship manager in 1998 and 1999
- Responsible for specialty pharmacy services relationships to providers and healthcare customers focused on HIV in the New York City area and other Northeast cities
- Identified and pulled through new business relationships and key accounts for the region
- Presented educational programs to advocacy groups for focused therapeutic areas
- Trained new territory managers on promotional and administrative responsibilities

Clinical Social Worker

Cabrini Medical Center, New York, NY

June 1992 – December 1997

- Provided individual and group counseling to medical clients and their families
- Performed psychosocial assessments and developed treatment plans for clients
- Assisted clients with entitlements and benefits and facilitated appropriate referrals

Commercial Lines Unit Manager and Underwriter

Chubb and Son, Inc., Uniondale, NY

June 1986 – September 1990

EDUCATION

New York University, New York, NY

Master of Social Work- 1992

George Washington University, Washington, DC

Bachelor of Arts, Communications- 1986