

JAMES M. GEHRKE, M.S.

AUTHOR * FACILITATOR-SPEAKER * COACH * LEARNING STRATEGIST

Magnify: “To make great or greater; to enlarge; to augment; to exalt.” - Webster

Summary

Magnifying the potential of managers and organizations is James’ passion. As a leadership/sales force effectiveness development consultant, James has developed leadership training solutions for numerous global organizations addressing numerous topics. James is a popular speaker and trainer, having worked with organizations in 55+ countries on five continents. He is also the author of: Magnify Change Leadership: A Practical Guide for Leading Teams in Times of Change and a leadership consultant with extensive international experience working for some of the world’s leading organizations.

Leadership & Development	Pharma Sales Force Effectiveness Development
<ul style="list-style-type: none"> • Team Effectiveness Alignment Process – Hutchinson Body Sealing Systems • Team Values Summits - JBS • Magnify Change Leadership: A Practical Guide for Leading Teams in Times of Change – Wasatch Summit Publishing, LLC • Personal Legacy “Pilgrimage:” The Way to Personal, Team & Organizational Effectiveness – Public and Private Workshops • Magnify Change Leadership – Developed & Facilitated at Public and Private Workshops • First Line Management Development Courses (29 topics) – Sinclair • Time Management – US Bank • Time to Productivity (study of on-boarding and leadership training effectiveness) – Taco Bell • Team and organizational effectiveness analysis - Pfizer Venezuela • Leadership Development – Pfizer Korea • Hallmarks of Coaching Excellence – Optimer + Public Workshops • Facilitation Skills – Bayer Diabetes Care • Executive Administrators’ Training – Roche • Managing Change – Roche • Leadership & Coaching Workshop – Roche • Analysis of Leadership Development Needs & Creation of Curriculum – Astellas • Volunteer Leadership – Developed & Facilitated for Community Churches 	<ul style="list-style-type: none"> • Key Account Management Skills & Curriculum Analysis - AbbVie • Analysis of current selling platforms and development of organizational Selling Skills Model and Workshops – Janssen • Analysis of International On-Boarding (Sales Organization) Curriculum – Merck • Marketing Excellence Summit – Novo Nordisk • Pharma Regional Manager Sales Effectiveness & Coaching Excellence – Mundi Pharma • Key Account Selling Workshops – Pfizer & Open Workshops • Selling Skills Workshops – Janssen, Sanofi, Raptor, Dendreon, Pfizer and others • Global Launch Workshops – Bayer, Novartis, Alharma, Astellas • Anesthesia Excellence Workshop – Organon • Strategic Account Selling Workshops – Forest • Field Coaching Guide – Forest • Selling with Empathy – Disitronic • National Sales Meeting / Year Beginning Meeting Workshops – Aptalis. PharmaDerm & Novartis • Tactical Business Planning – Schering Plough • Selling in the VA System – Dendreon • KAM Workshops – Bayer Diabetes, Pfizer Korea, & Open Workshops • Working Styles – Roche • Probing and Listening Skills – Raptor • Becoming and Effective Communicator – Bayer Diabetes Care

Conference Presentations/Workshops

- Team and Organizational Alignment Sessions – France, Germany, Spain, Mexico – 2016
- Values Summits – Dallas, Atlanta, Baltimore, Chicago, London – June to November 2015
- Flexible Leadership & Coaching – Long Beach, CA – August 2015
- Management/Team Alignment – Paris France – June 2015
- Board of Veteran Appeals – Leadership Pilgrimage – Washington D.C. – June 2015
- Executive Coaching – Celaya Mexico – June 2015
- Executive Coaching – Boston – May 2015
- Executive Team Effectiveness – Celaya Mexico – March 2015
- ISPI EMEA – Leadership Pilgrimage – Sept. 2014
- Pharmaceutical Marketing Excellence Summit – New Jersey – Sept 2014
- Pharma Regional Manager Sales Effectiveness & Coaching Excellence – Dubai/Cairo – April 2014
- Fleming Gulf Conference - Pharmaceutical Regional Manager Sales Effectiveness & Coaching Excellence - Kuala Lumpur – March 2014
- 9th Annual Global Pharma SFE Forum – The Leadership Pilgrimage - Vienna Austria – February 2014
- Beef Industry Sales Excellence - Various US Locations – January/February 2014
- Communications Skills & Stress Management for Call Centers - Bratislava Slovakia – December 2013
- Auto Manufacturing Coaching Excellence - Celaya Mexico – November 2013
- American Leaders Pharma HR Conference - Boston: Leadership in HR – May 2013
- Fleming Gulf Pharma KAM training - Kuala Lumpur – March 2013
- The Performance Improvement Conference Reno Nevada: Leadership Pilgrimage – March 2013
- Change Leadership for Hospitals: Mississippi – March 2013
- Fleming Europe Pharmaceutical KAM training - Budapest – October 2012
- European Pharma Performance Improvement Conference: Lisbon Portugal – September 2012
- SPBT National Convention – Leadership in Pharma - New Orleans – June 2012
- The Performance Improvement Conference – Leadership Pilgrimage - Toronto Canada – April 2012
- Fleming Europe Pharma SFE Forum – Change Leadership - Rome, Italy – Feb. 2012
- American Free Enterprise Project Scholarship – Back to Basics Values in America - Nov. 2011
- Fleming Europe Global HR Forum – HR Leadership - Rome, Italy - Oct. 2011
- Fleming Europe Pharma HR Forum – Pharma Sales Leadership - Barcelona, Spain – May 2011
- Fleming Europe Pharma SFE Forum – Pharma Sales Effectiveness - Lisbon, Portugal – March 2011
- Salt Lake Chamber of Commerce – Leadership Pilgrimage - Feb 2011
- Global HR Forum – Change Leadership - London, UK – Oct. 2010
- HR Forum: Philadelphia PA – Change Leadership - Sept. 2010

Prior: Director Team Leader, Pfizer World Wide Learning and Development, Europe, Africa & Middle East

Education and Training

- MS, Organizational Management - specialization in Leadership, Capella University, Minneapolis, MN
- BA, Organizational Communications, University of Utah, SLC, Utah
- Internship, Hinckley Institute of Politics, Washington D.C.
- Certificate Spanish Language and Culture, University of Salamanca, Spain ☑ Honors at Entrance, University of Utah, Salt Lake City, Utah