

Jackie Neilson
Consultant Partner
US



Jackie Neilson enjoyed a successful, 35-year career at Merck & Co., Inc. Her tenure at Merck spanned assignments in Basic and Clinical Research, Sales, Managed Markets, Commercial Operations, Business Development, and Global Marketing. Through those experiences Jackie developed a strong track record of leading teams, creating and implementing strategy, and leading change initiatives. She held a variety of senior management roles including Vice President for US Strategy and Commercial Model Innovation and Vice President and General Manager of the Global Women's Health Franchise. In her role as the Vice President for the US Primary Care Commercial Operations Group, she led a Team of over 5,000 people, with responsibility for over \$6B in annual revenue. Prior to retiring from Merck, she was the Vice President and General Manager of the Global HIV Product Franchise, where she led all global commercialisation activities, with accountability for a \$3B P&L.

Now a Consultant and Executive Coach, Jackie draws on her diverse experiences as a Leader and Executive in the Corporate environment. She received her Coaching Certification from the Institute for Professional Excellence in Coaching (iPEC). She is a credentialed member of the International Coach Federation (ICF). Her Corporate Coaching clients have included Merck, BMS, Boehringer Ingelheim, Glaxo, Genentech/Roche, Becton Dickinson, and Premier. She currently provides Consulting Services to Cytokinetics, a California based Biotech organisation.

Jackie serves as Board Chair for the Board of Directors of Rainbow Village, a transitional housing community for homeless families with children in North Metro Atlanta. She is also a Mentor member at CSweetner, a mentorship platform for women in or close to the C-Suite.

Jackie earned an MBA in Marketing and Finance from the Rutgers University Business School. Her undergraduate degree is in Chemistry, from Barry University.