

Debra M. Ventura



Professional Experience:

- *Principal, Ventura Consultant Group, LLC*
- *Executive Coach and Facilitator, Aegis Performance Group*
- *Lecturer, The Wharton School*
- *Executive Coach and Facilitator, 2020 Executive Coaching*
- *Director Brand Strategy, AstraZeneca, PLC*
- *Director, Business Process Leadership Team, AstraZeneca, PLC*
- *Director, Sales Training and Development, AstraZeneca, PLC*

Education:

- Professional Coach, Coach U
- M.B.A. Marketing, Widener University
- B.S. Drexel University, College of Business and Administration

Professional Background

With over 30 years of experience as a successful commercial business leader and professional, executive coach Debra Ventura has a strong ability to interface at all levels to encourage accountability and achieve effective outcomes and desired results both professionally and personally.

Debra partners with her clients to close the gap between where they are and where they want to be. She has coaching clients across the country from CEOs to college students. She has supported her clients to achieve their professional goals and personal dreams.

Before beginning her Executive Coaching Practice, Debra worked in the pharmaceutical sector as a dynamic commercial strategist and authentic leader through a broad range of Commercial Functions. As a result, she has a keen understanding of the challenges leaders face and how to solve them.

Through director-level positions with a fortune 100 biopharmaceutical company, Debra brings to her engagements a strong understanding of the sales, marketing and commercial operations functions, drawing in-depth experience in sales, marketing and sales training senior leadership roles.

She was selected to drive highly visible initiatives to improve sales force efficiency and effectiveness and act as a liaison with Commercial Strategy and Operations leadership, to ensure cross-commercial alignment and execution. As Secretariat, she partnered with cross-functional VP-level leadership teams to create organizational policy and drive scorecard business objectives.

Through this broad base of experience and responsibility, Debra has developed as a demonstrated leader and collaborative problem-solver. She brings a proven track record of partnering with clients to develop practical, action-based solutions to complex business and personal challenges, forming strong relationships based on trust, integrity, credibility and a focus on results.

Debra earned her Core Essential Graduate from Coach U, and MBA in Marketing from Widener University, and BS in Accounting and Computer Systems Management from Drexel University.