



BUCCINO  
LEADERSHIP INSTITUTE

SETON HALL UNIVERSITY

## Nancy O. Singer



### **Professional Experience:**

- *Board of Directors: Change A Life Uganda, Africa (Founding member); Board of Trustees- Camden Catholic High School; Mentor- Global Give Back Circle, Kenya, Africa*
- *Advisory Boards: Harvard Partners' Program, Deloitte's Chief Learning Officer Forum, The Conference Board's Council on Talent Development*

### **Education:**

- MBA, Marketing & Finance, LaSalle University, PA
- Bachelor of Science in Pharmacy, Rutgers University, NJ; Board of Pharmacy License, State of NJ

### **Professional Affiliations:**

- *Certifications: International Coaching Federation, Hogan Assessments, Gallup Strengths Coach, Connor Change Management Methodology, Six Sigma Executive & Yellow Belts*

### **Professional Background**

Nancy has over 30 years of business experience in senior leadership positions in three Fortune 500 pharmaceutical companies. A pharmacist with a dual MBA in Marketing & Finance, she provides a unique background blending roles in Sales & Marketing, Management, and Talent Development. A recognized global thought leader in developing high potential talent, her leadership development programs have garnered numerous industry awards; she has been published in Management Development journals and regularly speaks at Talent and Leadership conferences. Nancy has her own consulting practice specializing in Coaching, Leadership Development and Teaming and specializes in high potential, female, diverse and scientific talent.

Nancy spent the past ten years of her corporate career as Executive Director, Global Leadership Development for Merck & Co., Inc. responsible for developing over 10,000 leaders across Europe, Asia and the Americas. She is an ICF certified executive coach who has guided teams and leaders in publicly held and nonprofit companies through mergers, media crises and major transformational changes. As a business leader she led major initiatives including a global restructuring of the Learning & Development organization for Merck, building a startup pharmaceutical company, and managing teams through three company mergers. She has led large sales and marketing teams responsible for the launch of two of the world's best-selling drugs and as a Marketing Director led the strategic planning and execution for a suite of respiratory and migraine products. Nancy serves on Boards for nonprofit organizations focused on education in Africa and the US, and together with her husband, supports several students with educational scholarships and mentoring.

Nancy partners closely with her clients to build their trust and, based on their individual needs and style, address business challenges. She coaches executives to leverage their strengths, acknowledge areas for personal growth and develop action plans to improve their effectiveness as an organizational leader. Clients value Nancy's first-hand business experience as a significant asset in developing practical plans that result in positive personal and business outcomes. Further, as a working mother for a large part of her career, she is well acquainted with the challenges of balancing home, work and travel. Her experience has led to a passion for developing the next generation of female leaders. Nancy has coached executives in a wide range of disciplines including Healthcare, Education, Insurance and Consumer Goods.