



About Meghan

Meghan Clarke is an executive, consultant, professional coach, and speaker. For the past 20 years Meghan has held sales and management roles in the pharmaceutical, medical device, physician services, and biologic sectors of the Healthcare Industry. Meghan is also the founder and CEO of the Skyscraper Consulting Group, LLC, specializing in training and coaching professionals in sales and sales management. You can reach her at www.skyscraper-management.com

EDUCATION

Executive MBA, Texas A&M
Bachelor of Science in Marketing, Barry University

CORPORATE POSITIONS

Vice President, Head of US Sales
Senior National Director of Sales
Senior Regional Director of Sales
Strategic Account Manager
District Manager
Account Executive
Sales Representative

AFFILIATIONS & ACCREDITATIONS

International Coaching Federation
International Coaching Federation, South Florida
Florida Speakers Association
Junior League of Miami
Six Sigma Yellow Belt
Six Sigma Green Belt

Client Testimonials

"Working with Meghan has been a transformative experience for me both personally and professionally. She has created a safe place where I can take a deep dive into myself, looking at past experiences and goals to work in partnership with me to form a solid plan moving forward. She holds me accountable and guides me in doing the work I've been putting off for years! Her authenticity comes through in her willingness to share from her own experiences and personal growth. Always on the quest to learn more, she is an amazing resource for her coaching clients in regards to books, tools, and methods to help support her clients on their journeys."

K. Osborne - Professional Coaching Client

"From the beginning, Meghan heard things that I didn't even know I was thinking. As she spoke to me of what she heard me say she brought to my attention some of the strengths I didn't even know I had. I look forward to each session with Meghan as I continue to become a stronger and more successful leader."

S. Boelter - Professional Coaching Client

"Working with Meghan has been an immensely helpful experience. She helps create a space to talk openly about my past work experiences. From that, she is able to discern what really drives me, and provides great feedback."

L. Cook-Professional Coaching Client

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Executive Coach

Professional Speaker

Corporate Trainer and Consultant

What Does a Professional Coach Do?

The International Coaching Federation defines coaching as "partnering with clients in a thought-provoking way and creative process that inspires them to maximize their personal and professional potential."

The relationship between a Professional Coach and their client is collaborative, supportive, and nurturing. The coach works with the client through a process of self-discovery and reflection. This process can lead to improved business results, relationships, and self-development for the client.



The Science Behind Coaching

Neuroscience shows that people do not take action or make changes in their lives when they are told what to do. Change occurs when there is a realization that there is a gap or need to take action.

Through powerful self-discovery and exploration in the coaching process, this identification occurs. The client then takes steps to address this void. Ultimately, leading to relevant change that is sustainable and life-changing.

The Academy

The Skyscraper Consulting Group has also created the Skyscraper M.A.N.A.G.E.ment Academy that provides step by step instructed modules, templates, PDFs, and tools in one program that is designed to give sales managers the tools they need to build a successful foundation in management. Also, other services such as Executive Coaching, Consulting, and Speaking engagements are offered as well.

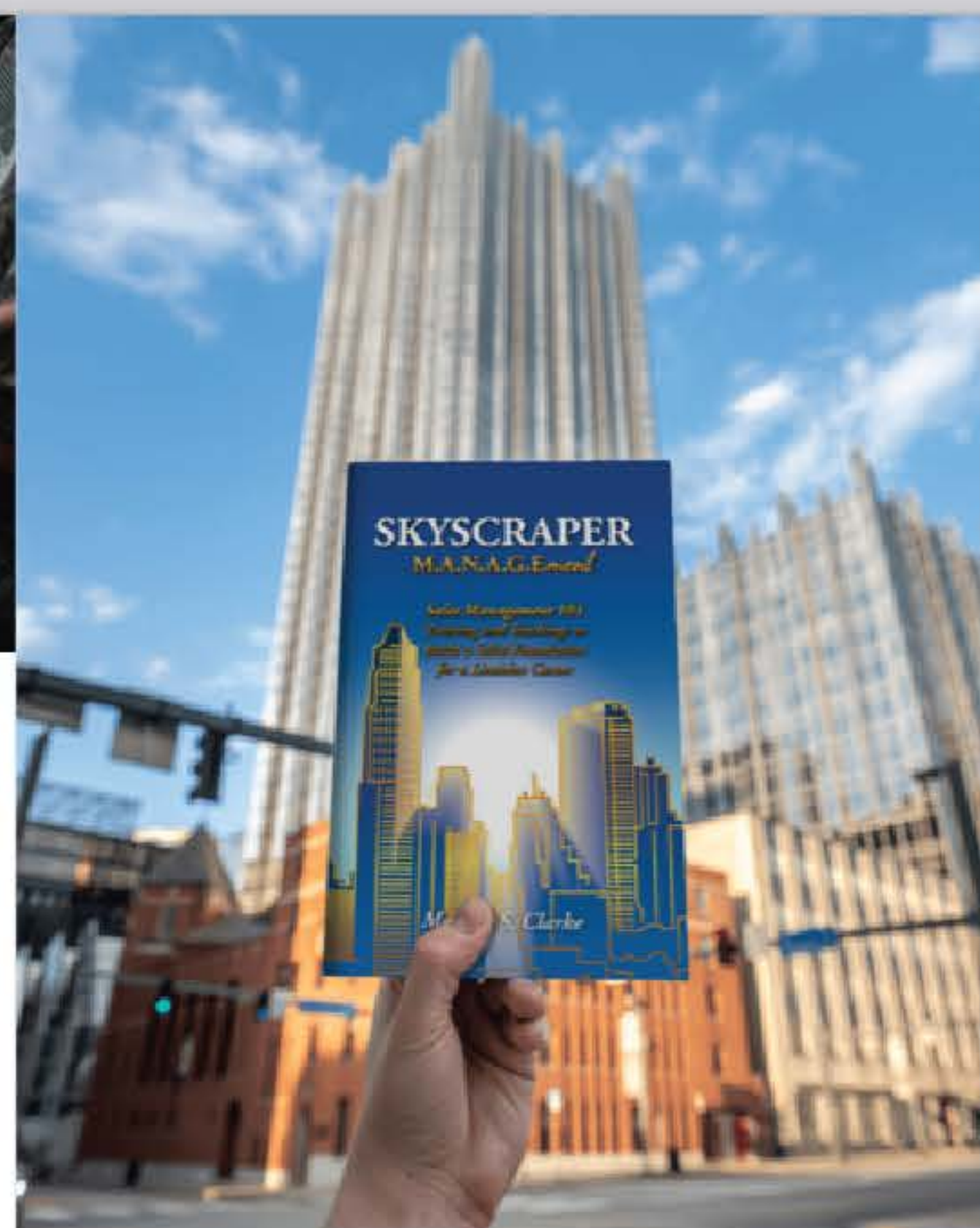


Professional Speaker

As for the professional speaking, these are the topics that I would like listed that I could speak about:

- Leadership
- Managing a Team Through Crisis
- Fundamentals of Sales M.A.N.A.G.E.ment
- Sales 101-Bringing Value on Each Call
- Implementing Coaching Tools and Templates into Everyday Activities
- Being a Culture Catalyst
- Accountability
- How to Foster Positive Communication on a Team

Speaking and Training needs can be curtailed and personalized for you and your teams needs.



About the Book

With over half of first-time sales managers never receiving any training, what do the other half have that the other does not? They have fundamentals and ultimately the confidence to build a solid career in leadership. A foundation to build a Skyscraper of a career in M.A.N.A.G.E.ment. Through the acronym, M.A.N.A.G.E, the book is divided into 6 parts (meaning, acumen, nurture, accountability, G.S.D-getting stuff done and empathy) where the core principles of sales management are delivered in a step-by-step process that is easy to implement and will produce immediate results. Both the tangible aspects such as training your team on the "why" and "how" of doing business plans to the intangible aspects such as building a culture on your team will be outlined to help not just first-time managers, but anyone that wants to strengthen their foundational skills.