

# **Corporate /Pharma/CRO /Employees Leadership Success Method CHECKLIST.**

Dr. Iris Palmer, PhD



# PhDs & MDs in Large Corporates/ Pharma/CRO: Are You Feeling Frustrated?

You help people through your life-saving work. You've earned the advanced degrees "The System" said you needed to reach a senior position and to earn a 6-figure salary. But years go by and you're stuck in a mid-level position and 5-figure salary while people with a bachelor's or master's rise above you?

If that sounds familiar, you're not alone. Your career and income will increase when you adopt the key leadership skills that large corporates/CRO/Big Pharma employers are seeking now. This checklist will help you start today.

## Leadership Checklist

**SCENARIO:** A client has raised an escalation at the CEO level about the ongoing delays of a high priority portfolio as progress is not being realised, project finances are not effectively managed, and the team's performance is below par.

Instead of lowering your head and digging into the technical work, here are 5 steps to get you started to Leadership Success and position yourself with the opportunity for corporate visibility, recognition, and salary increase you deserve.

- 1)** Study the competitive landscape and financial implications of the escalation for your organisation and that of the client.
- 2)** Become a credible and reliable expert on operations and demonstrate business operational excellence.
- 3)** Step in to mediate and remedy problems when they arise so you become a go-to leader who others look to in times of escalations or other distress.
- 4)** Attend escalation meetings focusing on providing strategic input, demonstrating credibility as the solution provider to help resolve the escalation.
- 5)** Commit to building strong relationships that are more than transactional but compliment partnerships to meet the unique needs of the clients.

# Earn the 6-Figure Salary You Deserve

I'm Dr. Iris Palmer, PhD, CEO/Founder of Iris Leadership Insights and creator of corporate employees/Pharma/CRO Leadership Success Method.

I am living proof that with key leadership skills that provide corporate value within your corporate setting, Pharma or CRO, you can rise to the senior position and 6-figure salary you deserve, without an MBA or yet another advanced degree or certifications in isolation.

Using the skills I teach, coach, mentor and implement, through my leadership journey, I have become a go-to leader and a director at a top global CRO in under 10 years (the average timeframe is 20 to 25 years).

I've gained key strategic leadership insights while working at top 10 global Pharma/CRO companies such as Johnson & Johnson and Syneos Health, and I have contributed to billions in dollars in revenue through high value dollar contracts/client portfolio acquisitions.

Most of all, I have served, coached and mentored high-achievers like you, to become a high performing and high potential employee, reaching the position and salary they deserve.

Email me now to discover the key leadership skills Pharma/CROs are looking for right now.



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CRO Employee, UK

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CRO Employee, France

**Promoted to Director, from £85K to £110K**  
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