

# Ben Pandya

19027 North 94<sup>th</sup> Place, Scottsdale, AZ 85255  
Cell: (602) 432-5464  
Ben.pandya@asu.edu

---

## SUMMARY

Highly energetic and passionate executive with extensive experience and a strong track record in international leadership development in healthcare & Fortune top firms. Top achiever demonstrating expertise in developing more than 5000 executives around the globe realize their full potential. **Results-oriented leader, with a passion for performance and people development with learning that sticks, coaching that develops, and success that exceeds all expectations.**

## PROFESSIONAL EXPERIENCE

**Arizona State University, Tempe, Arizona** August 2015-present  
**Faculty, College of Integrative Sciences & Arts**  
ODK Charter President at ASU March 2018  
Keynote Speaker at International Conference Sustainability Globalization & Leadership January 2018  
Director, Sun Devils in India Cultural Immersion Program June 2019  
Co-Director, Dublin Study Abroad Program May 2017  
Teaching on line Leadership and Project Leadership classes online and (ILC-Instructor Led Class)  
Faculty search committee member  
Key note Speaker ICSG 'Integrity Centered Leadership for Sustainable Growth' January 2017  
Key note speaker at ISAA meeting on 'Uncover your passion for onward journey' Dec. 2016  
Key note Speaker at ASU/UOM and Key Note Speaker for 'Jump Start' Initiative June 2016  
Aligned with Senior Leaders/teams in UTO, Call Center for ideas on building greater efficiencies

**JBR Global Consultants, Scottsdale, Arizona** 2004-present  
**Principal Consultant**

Design key Learning & Development initiatives and launch strategies for executive leadership development for fortune 10 clients and for clients in other global markets. Key forte is creating diverse business alliances, leadership development alignment with executive mission and passion for organizational development, having exceeded in international markets and in healthcare industries. Recognized leader/speaker/trainer of the month for five consecutive months and trainer of the quarter.

### Professional Training:

- ❖ Six Sigma trained
- ❖ Certified Myers-Briggs Type Indicator Trainer
- ❖ Certified in Executive Leadership, AMA
- ❖ ARL Learning Coach (Action, Reflection, Learning)
- ❖ Multi-lingual: Spanish, 5 Asian languages, Urdu, English.
- Solution Sales Coach
- Targeted Selection Trainer by DDI
- Certified Coach, Leadership Institute
- Accelerated Learning & NLP Expert

**AstraZeneca Pharmaceuticals LP, Wilmington, Delaware** 1988-2003  
*Global Director, MBA development Programs (L&D Corporate-London)* (2000-2003)

Designed and delivered both an external MBA recruitment program to attract commercial leadership talent and an internal MBA program to retain and recognize current AZ commercial leadership.

### Achievements:

- Marketed AZ globally as the Employer of Choice and increased applications by 35% at each school.
- Built strategic relationships with 11 high profile MBA schools across the globe.
- Organized student clubs to provide industry specific focus on each campus.
- Designed and managed global MBA internship program, adding 16 interns within two years.
- Mentored all 16 global internship candidates during short-term projects.
- Developed/implemented recruiting strategy to target key individuals globally for CRM.

- Member of the Global Staffing Network and selected as Judge of inter-MBA case competition. Developed a long-term process for talent management & succession planning & retention strategies
- Enrolled top executives into EMBA programs across function and countries towards bench pool.

**District Sales Manager - Phoenix** (1997-2000)

Responsible for a team of eight Sales Reps in Respiratory and cardiovascular division managing AZ, CA, NM, NM, and TX calling on hospitals, clinics, pharmacies, managed care companies.

**Achievements:**

- Top district in region for 2 launch products
- Highest sales and market share increase nationally
- Trained and assisted DSMs/RSD
- Promoted 5 Reps to management
- Introduced mentor program in the district for peer development. Mentored Managed care executives
- Top district in region for highest market share
- Customized business plan budget of \$1.2 million
- Preceptorships with customers & marketing
- Highest retention 8 years of management role

**District Sales Manager - Detroit** (1992-1997)

Responsible for a 15 million dollar-five state region (MI, OH, KY, IN, WV) with eight Sales Reps managing hospitals for injectables and cardiovascular products.

**Achievements:**

- Key formulary additions for key products
- Promoted 7 Reps to greater responsibilities
- Among top 2 districts in total sales revenue
- Ranked #1 district in every launch
- Contracts \$500K annually
- Ranked Top DSM **Leadership Aptitude Profile**
- Successfully launched 10 products,
- Increased sales revenue 30% CAGR.

**Hospital Sales Specialist – Chicago/New York** (1988-1992)

Responsible for 3-million-dollar hospital territory for injectable products to 35 key institutions and four Wholesalers

**Achievements:**

- 1991 President’s club winner reaching 108%.
- Rep of the Year 1991-92 as largest wholesaler
- One of 5 national marketing committee members 3 years
- Top rank Hospital Specialist in all product launches
- Rookie of the Year 115%.
- #1 rep out of eight 2 consecutive years
- Contracts with revenues over \$200K

**Previous Roles as:**

- Marketing Manager. Introduced and launched Yellow Pages in three metropolitan cities for #1 press.
- Marketing Executive. Developed 30 stores in tri state & increased sales by \$1.5 million.

**EDUCATION**

**Masters of International Management**, (MIM) Thunderbird, the American Graduate School of International Management, Glendale, Arizona, (2002)

**Bachelor of Arts (Honors)**, Northeastern Illinois University, Chicago, Illinois

**HONORS**

- Keynote Speaker at International Conference Sustainable Global Leadership (2018)
- Board Member of Shirley G Schmitz Scholarship Foundation (2016)
- TEDx Speaker: ‘Is medicine the only cure?’ (2015)
- Published articles in Forbes, Money on Uncover your passion, be a lonely leader (2010)
- Leadership International Management Certification, an Executive Coach, (2006)
- Leadership Development and High Performing Team Builder (2004)
- Patent holder at American Express. (2004)
- Featured in *Philadelphia Inquirer* and *SmartMoney.com*, and monthly newsletters. (2003)
- Member Phi Sigma Iota Honor Society. (2002)
- Lecturer at CME approved events for medical association (1998)