

Brittany Milby

Executive Director of Operations, Regulatory Compliance



BACKGROUND

- 9 plus years experience in pharmaceutical marketing, communications, and event planning

SPECIALTY

- Specialist in marketing and educational programming

Brittany Milby joined Greenleaf in 2010 with more than nine years of professional experience in pharmaceutical marketing and event planning. Brittany began her career at Greenleaf providing administrative support to the Medical Device team and then transitioned to Director of Operations, Compliance where her responsibilities included managing the schedules, meetings, and travel for the team, as well as overseeing contract negotiations, time tracking, and client deliverables.

As Executive Director of Operations, Regulatory Compliance, Brittany now spearheads multiple operations, including the organization and management of the Greenleaf Independent Contractor Network where she serves as the direct point of contact for contracting, logistics, work product deliverables, and communications between Greenleaf's Independent Contractor Network and clients. Through her work, Brittany supports Greenleaf's commitment to serving clients' needs by providing extensive expertise and strategic insight in a manner that supports the availability of safe, effective, and high-quality drugs, biologics and medical devices.

Prior to joining Greenleaf, Brittany served as an Executive Pharmaceutical Sales Representative for GlaxoSmithKline (GSK), where she was responsible for developing and implementing strategic business plans to analyze territorial trends in order to grow market share more efficiently and effectively. Brittany organized and implemented several educational speaker series, dinner programs, and educational forums for specialists and primary care physicians in the Washington, DC market. Through the use of corporate and Food and Drug Administration approved sales aids and clinical studies, Brittany educated physicians, nurses, office staff, and pharmacists while maintaining selling structure integrity. Brittany remained a leading sales representative throughout her tenure at GSK.

Brittany graduated cum laude from The George Washington University in Washington, DC and is currently enrolled in a professional development program through Georgetown University working toward her Project Management Professional Certificate.