

## Brittany Milby

### Director of Operations, Compliance



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**BACKGROUND**

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

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**SPECIALTY**

- Specialist in marketing and educational programming

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Brittany Milby joined Greenleaf Health in 2010 with more than 9 years of professional experience in pharmaceutical marketing and event planning. In her current position, Brittany spearheads multiple operations, including general operations management, research support, project organization and tracking for the Compliance Team.

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 territory trends to grow market share more efficiently and effectively. Brittany organized and implemented an educational speaker series, dinner programs, and educational forums for specialist 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.

Before going into pharmaceutical sales, Brittany served as a Senior Sales Representative at Automatic Data Processing (ADP). At ADP, Brittany was responsible for launching a new position as an Accountant Specialist for the Washington, DC, area. In this position, Brittany organized and implemented new and ongoing market campaigns to maintain and grow relationships with referral sources. She established and maintained strong working relationships with clients while formulating accounting changes to better suit each of her client's needs.

Brittany began her career in commercial real estate, where she worked in corporate communications and marketing. She designed, created, and published promotional materials used as both informative and persuasive marketing tools for direct mail campaigns. Brittany also coordinated both internal and external corporate events, focusing on all aspects of the event planning process.

Brittany graduated cum laude from The George Washington University in Washington, DC.