



## Eleanor Eckhoff

Ellie brings more than 20 years of experience working with companies across the spectrum of healthcare, life sciences, and the pharmaceutical and medical devices industries. At ClearRock, where she is responsible for strategic business development, she draws on her diverse, multifunctional experience with Fortune 500, mid-size, and start-up companies.

Ellie's expertise spans sales training and development, leadership development, marketing, and sales management. She brings a seasoned leadership presence and judgment, which has earned her the reputation of being a trusted consultant to senior leaders, particularly while making critical talent and business decisions.

Before joining ClearRock, Ellie owned and operated Leadership in Learning, where she consulted with companies to develop learning strategies to increase sales force effectiveness, provide insights into competitive positioning and market opportunities, and mentor employees in transition.

Her earlier, broad-based experiences in the life sciences, pharmaceutical, and medical devices industries help inform her current work at ClearRock. For example, as Senior Director of Training Development with Sunovion Pharmaceuticals (formerly Sepracor Pharmaceuticals), she hired, developed, and led a dynamic team to completely reshape the Sales Training Department. This success set a "best in class" standard, led to advancements within the team, and expanded bench strength across the organization.

At Medtronic, the world's largest medical technology company, her ability to define talent, tools, and technology prepared the Cardiovascular Sales Organization to launch into the competitive drug-eluting stent market. At Bard/ConMed Endoscopic Technologies, she managed a portfolio of GI stents and balloons and directed a limited market release for an innovative biliary stent to key Interventional GI Institutions. And, at Muro Pharmaceutical, a small start-up, she was the first sales representative where she pioneered projects leading to personal advancement and organizational growth.

Ellie earned a Bachelor of Science in Dietetics with a minor in Chemistry from Rivier College (now Rivier University). She holds a Master's Degree in Education, Human Resource Education from Boston University. She is a member of Healthcare Business Women's Association and serves on boards dedicated to creating healthy communities for youths.