

Meet our team – Steve McCann



Pharmaceutical Sales & Leadership Strategic Advisor

Pharmaceutical Expertise – Extensive experience in the healthcare and pharmaceutical industry, with a 27-year career spanning **TAP Pharmaceuticals, Abbott, and AbbVie**.

Sales & Leadership Consultant – 30+ years of proven success transforming sales teams and driving business growth.

Frontline to Executive – Advanced from top-performing sales representative to managing and coaching high-performing teams of 6–8.

Talent Developer – Created and delivered sales and leadership training programs that produced measurable success across organizations.

Market Access Strategist – Achieved and managed formulary access, ensuring competitive advantage and product success.

Proven Results – Recognized for consistently exceeding sales targets and building top-ranked regional teams.

Trusted Leadership Mentor – Known for cultivating accountability, clarity, and high-performance cultures.

Growth Partner – Helps organizations refine sales strategies, strengthen leadership, and navigate transformation with confidence.