

MASTER TRAINER

Kevin J. Brown

Kevin J. Brown brings more than twenty years of experience in corporate training and development to the VitalSmarts Facilitator Faculty. Specializing in management and leadership development, Kevin helps individuals, teams, and organizations increase organizational effectiveness, achieve bottom-line results, and become measurably more vital.



Areas of Expertise:

- Corporate training and development
- Leadership
- Communication
- Pharmaceutical industry

Notable Clients:

- Invesco
- Becton Dickinson
- Lockheed Martin
- Johnson & Johnson
- National Park Service
- Bristol-Myer Squibb
- Wrigley Canada
- Rutgers University
- Eli Lilly

Certified Trainer

Kevin is a Master Certified Trainer in Crucial Conversations® Training. He has extensive experience introducing and teaching these crucial skills to audiences ranging from small executive development sessions to large departments. Clients continually praise Kevin for his ability to help them achieve hard-hitting results in the areas where they need them the most.

Kevin's enthusiastic style, expertise, and approach have allowed him to successfully work with a wide variety of individuals to help them improve the quality of their results and interpersonal effectiveness. A respected and valued instructor, Kevin consistently receives accolades for his charismatic presentation style and highly effective training design. His experience, coupled with an engaging style, has clients asking for his return again and again.

Experienced Speaker

In addition to his consulting and training experience, Kevin is a skilled presenter, addressing audiences on the topics of leadership and communication skills, and he is one of a select group of trainers who are authorized to deliver speeches about *Change Anything*, the latest *New York Times* bestselling book from VitalSmarts. Audiences range from college classrooms to large organizational conferences. He is a regular guest lecturer at Penn State and has presented at several prestigious international conferences such as *Training* magazine Top 100, The Drug Information Association Conference, and the Society of Pharmaceutical and Biotech Trainers Conference.

Business Results Expert

Kevin worked closely with leaders at a large pharmaceutical company to implement Crucial Conversations Training as part of a major culture change initiative. By using the skills found in Crucial Conversations, employees who once experienced critical issues that halted productivity addressed and resolved their problems within their teams and experienced improved results. In three years, Kevin trained more than 500 managers and employees from all divisions, including sales, marketing, sales operations, finance, IS, research, and human resources.

Education

Kevin received a bachelor's in Biology Teacher Education from Montclair State College. He is a past member of SPBT and the Certified Medical Representative Executive Board. In addition, he is an alumnus of the Advanced Level Leadership Educators Program from Harvard University's John F. Kennedy School of Government.