



Negelle Morris is a business leader with over 20 years of experience in management, strategy development, market access and sales in multiple clinical and corporate environments. She is currently Senior Director, Market Access Area Accounts at Novo Nordisk Inc. where she leads a team of Account Executives across a 5 state area in driving market access strategy and business planning for payers, employers and health systems.

Prior to coming to Novo Nordisk 2 years ago, Negelle spent 14 years at AstraZeneca where she started as a Specialty Sales Representative and took on roles of increasing responsibility including Trainer, District Sales Manager, Regional Account Director, Integrated Markets Director and National Account Director. In these roles she led regional and national strategy and helped shape and implement organizational approach to IDN and Health System customer segments. Before her start in Pharma 16 years ago, Negelle spent 8 years as a licensed clinician and Program Administrator in the mental health arena and worked in managed care with Magellan Behavioral Health.

Throughout her career, Negelle has championed diversity, focusing on the development of others within the organization both through her work as a mentor and as a national executive board member in various employee network groups. She currently serves on the Board of Directors for the Fayette Care Clinic, an indigent clinic in Fayette County, Georgia focused on delivering healthcare for indigent and underserved populations. Negelle has been fortunate to receive several awards and accolades throughout her career including multiple National Leadership Awards, NNI Vision Award, Circle of Excellence and industry wide “Top Account Executive” recognition from Benfield Research Group based on customer feedback.

Negelle grew up in Southern California and is a graduate of Loma Linda University where she received her B.A. degree before moving to Atlanta and receiving a Master’s Degree from Clark Atlanta University.

She currently lives in Atlanta, Georgia with her husband Douglass Morris and their 3 boys David Austin (17), Doug Jr. (17) and Austin Bailey (14).

