

ANN (BROMM) THOMAS

Farm Girl to Eli Lilly

Graduate: Class of 1986 Occupation: District Sales Manager

A 1986 graduate of Forest Park, Ann (Bromm) Thomas grew up in St. Anthony and loved working on the farm because of the responsibilities required of her. Ann now lives in Greensboro, North Carolina, with her husband and daughter. Before her daughter Madeline came into the family, Ann and her husband took mission trips to Mexico and Nicaragua to fit people for prescription glasses. They now enjoy taking trips to the zoo and traveling to Disney World with Madeline.

During high school, Ann took classes such as accounting, typing, and introduction to business to help with the career she wanted to achieve. Because of the small class sizes, Ann believes that going to Forest Park helped her in that she received more personal attention from teachers. Ann participated in several extracurricular activities: business club, freshman cheer squad, and track-as a one-mile runner. One specific memory she has from Forest Park includes being elected for homecoming court her sophomore and senior year. Ann also remembers going to Indianapolis for a business club trip. When asked if she thought she achieved a certain quality from Forest Park, she said, "Perseverance." Ann also said, "Business requires you to be resilient and take the ups and downs."

After high school, Ann attended Indiana State University; she received a bachelor in science degree, while majoring in marketing and a minor in fashion merchandising. In college, she became part of Delta Sigma Pi, a Professional Business Fraternity and the American Marketing Association. Ann said her marketing professor, Dr. Bob Thompson, helped her decide her career path when he introduced her to the "people" side of business. She discovered she wanted to pursue sales her junior year in college. Working an internship at IBM selling computers swayed her even more.

Ann has worked with Eli Lilly, a pharmaceutical company, for the past seventeen years. Starting her career with Eli Lilly in 1991, she in 2007 was promoted to district sales manager--one of the best experiences that happened in her life. This transition to "being the boss" required an adjustment period. Although traveling for her job almost every two weeks sometimes made her sad, she knew it gave her husband and daughter some "daddy-- daughter time."

Coaching and leading her team of thirteen sales representatives makes up the objective of her job. She tells her representatives how they can improve in certain areas of their job and shows them the paths in life they can take with their career. Working with her amazing team and seeing them succeed makes her want to get up each morning.

Overall, Ann is extremely pleased with her career. She wants to help Eli Lilly grow and become even more profitable. While striving for success, she also has fears that her company may be under political scrutiny. The general public believes Eli Lilly makes tons of money but does not realize they spend millions of dollars to develop new medicines. To overcome these fears, she always turns to God because she believes in her faith. Ann says, "I love the idea of selling 'medicine' because of the life-changing impact it has on a person."