



# Speaker Kit – Dr. Gloria Esoimeme

*Physician | Negotiation Coach | Keynote Speaker*

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## About Dr. Gloria

Dr. Gloria Esoimeme is a physician, keynote speaker, and negotiation coach whose life and career span three continents—Nigeria, the United States, and the United Arab Emirates. She draws on this global journey to teach professionals how to rise without shrinking back, negotiate with confidence, and lead authentically.

An Internal Medicine physician with a Master's in Global Health from Boston University and a PhD in Health Services Policy and Management from the University of South Carolina, Dr. Gloria blends academic rigor with lived experience. She has practiced medicine in vastly different health systems, from Nigeria's resource-driven environments to the United States' complex healthcare networks, and now Dubai's rapidly evolving medical landscape. This unique perspective allows her to connect with diverse audiences while offering strategies that are both practical and globally relevant.

Beyond medicine, Dr. Gloria is the host of *Negotiation Secrets*, a podcast that equips professional women with frameworks to secure better salaries, work conditions, and recognition. Known for translating complex negotiation and leadership principles into clear, actionable tools, she has inspired audiences at international leadership forums, healthcare conferences, and women's empowerment events.

Through every stage of her journey, Dr. Gloria has modeled resilience and reinvention. Whether she is helping physicians navigate contracts, guiding professional women to name their price, or

challenging leaders to influence with integrity, her mission is simple: to help others know their value and step fully into their power.

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## Speaking Topics

- **Negotiation Secrets for Women in Leadership** – How to advocate for recognition, influence, and balance.
  - **The Physician's Playbook: Navigating Contracts & Career Growth** – A roadmap to fair contracts and sustainable careers.
  - **Authentic Influence: Leading Without Losing Yourself** – Communicate with confidence while staying true to your values.
  - **Global Perspectives on Leadership** – Lessons from practicing medicine and coaching professionals across continents.
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## Signature Talks

### Good Girls Finish Last – And How to Rewrite the Rules

- Identify the hidden costs of not negotiating
- Shift from compliance to influence
- Practical scripts for asking with confidence

### Know Your Value, Name Your Price

- Salary benchmarking using industry data
  - Negotiating beyond money (benefits, flexibility, titles)
  - Walking away from undervaluing offers
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## Past Engagements

- UAB
  - Phoebe Family Medicine Residency
  - HIMSS
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## Media & Features

- Host of *Negotiation Secrets* podcast
- LinkedIn articles on negotiation & leadership

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## Testimonials

*“I found your presentation engaging and appreciated your real-life experiences as examples of negotiating — not just in the medical field, but in life in general. You handled questions from the residents well, asking clarifying questions when needed.”*

*Peggy Bergrab, M.D., Faculty Physician, Phoebe Family Medicine Residency*

*“Your presentation on negotiation strategies was well-structured, informative, and highly relevant for residents navigating their first employment agreements. What resonated with me was the reminder that ‘the first offer is never the final offer.’ It was interactive, questions were addressed with valid explanations, and your real-life experiences created a lasting impact.”*

*Dr. Edwina Henry*

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## Contact

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🌐 [www.gloriaesoimeme.com](http://www.gloriaesoimeme.com)

🎧 *Negotiation Secrets Podcast*

🔗 LinkedIn: [Insert link]