



Industry Fellowship Program

Medical Affairs | Two-Year Fellowship | 2023-2025



Letter from leadership

Here at COEUS we are focused on the idea that the scientific development and evolution of personalized medicines and unique therapies for rare/orphan disease, while needed and life changing/saving for patients, come at price points that, collectively, are unsustainable to the system of “buyers” (payers, reinsurers, and self-funded employer groups) responsible for their purchase today. The entire organization is working daily to get our clients to view it that way as well and to understand that the price of their individual therapies is only one component in the market, and that a wholistic view around the total cost of care needs to be taken in order to truly understand the long-term impact of this on the healthcare system. As a fellow, you will have the opportunity to interact with thought leaders and various stakeholders who are working to make fundamental changes to the way drugs are evaluated, delivered, and paid for.

Marc Hixson, President & CEO

Our clients

We specialize in helping emerging biopharmaceutical companies bring their first product to market. We have significant global experience across numerous therapeutic areas, customer engagement models, and product distribution models.

CELL AND GENE



SPECIALTY AND RARE DISEASE



BUY AND BILL



RETAIL



LARGE PHARMA COMPANIES





About Our Medical Affairs & HEOR

We develop strategies and tactics based on scientific data and evidence to support the value proposition of our clients' biopharmaceutical products. We generate, synthesize, and communicate clinical and economic evidence and information to create tools and resources targeted for use with payers, formulary committees, and other entities that make or influence policy, coverage, and reimbursement decisions. Our team consists of clinically trained PharmDs who have deep expertise in managed care and the health science industry. The Medical Affairs & Health Economics and Outcomes Research (HEOR) team at COEUS is a unique and distinguishing asset compared to others in the market access consulting world.

HOW WE ARE DIFFERENT

- We work cross-functionally to support market access
- We advocate for the utility of new mediums such as pre-approval dossiers, PIE decks, unapproved use dossiers, etc.
- We constantly create and improve initiatives to facilitate communications between the manufacturer and payers and other stakeholders
- Our leadership values transparency in business decisions and recognition of individual and team contributions

We employ a unique, thoughtful, and informed approach – one driven by evidence and payer needs through a multitude of project types including:

Landscape Assessment

Evidence Gap Analysis

Evidence Generation Strategy

AMCP Dossier

Compendia

Value Assessment Frameworks

Payer Communications

Value-Based Outcomes

Payer Evidence Planning

Disease Burden Research

FDAMA 114

Real-World Evidence

Economic Modeling



The Medical Affairs Fellowship

The Post-Graduate Fellowship at COEUS Consulting Group provides a unique, real-world, learning and training experience within a boutique market access strategy consulting firm that serves the biopharmaceutical industry across the entire development spectrum. The Fellow is a key contributing member of the Medical Affairs & HEOR team, helping clients achieve their market access objectives in the payer landscape through scientific, clinical, and economic evidence research, synthesis, and communication. The Fellow's experience may be tailored to his/her interests to include project-based and observational rotations within other areas of COEUS Holdings. Our goal is to prepare the Fellow for a role within the life sciences industry, which may include joining COEUS as a full-time employee.



ROTATION OPPORTUNITIES

Market Insights
Value-Based Contracting
Patient Services
Access Agency
Health Information
Technology

BENEFITS

- Competitive salary and benefits (including medical, dental, vision, life and disability insurance, 401[k] plan)
- Fully remote with opportunities for in-person conference attendance, company gatherings, and annual company retreat
- Paid holidays/vacation time

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POSITIONS
AVAILABLE



OBJECTIVES

- Serve as an active, collaborative, and equal contributor on the Medical Affairs & HEOR team
- Lead and contribute to client projects and manage clients' needs and expectations; build trust and credibility with clients to ensure positive business relationships and future business development
- Apply clinical training and knowledge to a wide variety of disease states and types of therapeutic products
- Create clear and concise medical communications tools and resources that support a compelling payer value story
- Leverage strategic thinking and ideation to conceive and propose potential solutions across the COEUS organization and its clients
- Develop and improve COEUS' operational processes and workflows
- Rotate through and gain knowledge and skills from other COEUS functional divisions
- Mentor and lead pharmacy student interns

Meet the Medical Affairs & HEOR Team



Iris Tam,
PharmD, FAMCP
Vice President
Fellowship Director



Neil Shieh,
PharmD
Second-Year Fellow
UCSF



Sabrina Lin,
PharmD
First-Year Fellow
UCSF



Karen Watkins,
PharmD, BCOP
Director



Celeste Clark,
PharmD
Clinical Manager



Dalga Surofchy,
PharmD, APh
Clinical Manager



Heather Magsarili,
PharmD
Clinical Manager

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We invest in developing the next generation of Medical Affairs professionals in the biopharmaceutical consulting space. COEUS provides future PharmD leaders with the most unique real-world learning environment from which to launch a promising career in the health sciences industry.

– Iris Tam, PharmD

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My first year of the fellowship has been filled with opportunities in different functional areas and project types. The experiences and mentorship I have received have helped me establish a strong understanding of the healthcare landscape and sparked ideas I would like to pursue throughout my career.

– Neil Shieh, PharmD



Application process

Candidates must have received a Doctor of Pharmacy degree from an accredited institution by July 1, 2023. All interviews will be conducted virtually.

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APPLICATION DEADLINE OCTOBER 23 (11:59 PM PST)

Required Materials:

- Letter of Intent (LOI)
- Curriculum Vitae (CV)
- Unofficial Transcript
- Three (3) Letters of Recommendation (LOR) Sent Directly by Letter Writer

Send all application materials to CCG.Fellowship@CoeusConsultingGroup.com

2

VIRTUAL SCREENING INTERVIEWS EARLY NOVEMBER

Virtual interviews will be conducted early November with the Medical Affairs & HEOR staff and fellows.

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VIRTUAL FINAL INTERVIEWS & OFFERS NOVEMBER 14 – 18

Final round of virtual interviews will be conducted from November 14 – 18. Medical Affairs & HEOR fellowship candidates will be asked to deliver a brief presentation.

Questions?

For more information, please email us at CCG.Fellowship@CoeusConsultingGroup.com

RSVP for our informational webinar on
Thursday, October 6, 2022, at 6:30 PM PST,
to learn more



<https://tinyurl.com/CCGfellowship2022>

About COEUS

Founded in 2009, COEUS Consulting Group is a boutique life sciences market access strategy consulting firm offering clients commercial support across the entire development spectrum. The company's core focus is on delivering thoughtful insight and recommendations for our clients, which is accomplished by utilizing a unique team of industry experts specific to each client's needs in conjunction with a broad network of partners and advisors. The Market Access practice works with clients to develop their managed care and pricing and contracting strategy, market access insight generation, HEOR strategy and tactics, launch readiness, account management, operational support, patient access, distribution, and trade and advocacy/policy work. To learn more about COEUS Consulting Group and the company's offerings, please visit www.coeusconsultinggroup.com.

COEUS Consulting Group is one of five wholly owned subsidiaries of COEUS Holdings. Collectively, these business units serve pharma and life sciences companies through every stage of drug and medical device development, enabling clients to streamline vendors, ultimately saving cost and accelerating speed-to-market. For more on the company's various services and technology platforms, please visit www.coeusholdings.com.



Consulting expertise in early clinical development for global and domestic drug commercialization and market access efforts



Commercial market strategy development and commercialization support to maximize product access throughout its lifecycle



Commercial operations and enterprise information technologies designed to maximize commercial performance and prepare for optimal launch readiness



Technology platform to manage contracts and aggregate patient data from multiple sources and enable development of real-world evidence beyond claims



Full-service ideation and execution for materials geared toward healthcare decision makers, providers, and patients