

Eastern Region Newsletter

Featured Chapters

Fairleigh Dickinson University

Temple University

St. John's University

Rutgers University

University of the Sciences

Wilkes University

Long Island University

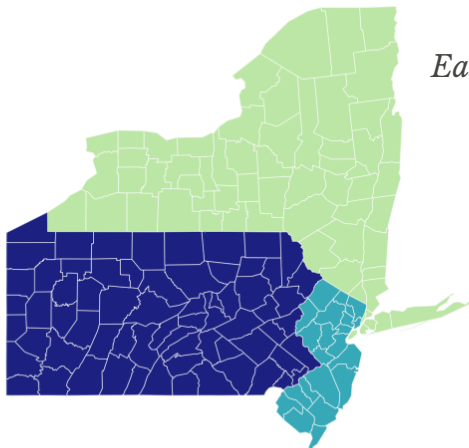
Touro University

Thomas Jefferson University

The Eastern Region would like to present our Spring 2021 newsletter! Despite the virtual environment, chapters continuously worked hard to ensure that students are able to network and gain knowledge about the pharmaceutical industry career path. Executive board members found creative ways to keep in touch with student members. This includes collaborating with other organizations and local chapters within the region, inviting speakers in industry to virtual events, holding thoughtful discussions about the impact of COVID-19 in industry, and providing resources for students on preparing themselves for job opportunities post-graduation. In this newsletter, we highlight an event from nine chapters in the Eastern region.

It has been a pleasure working with the Eastern region chapters this past year, and I am excited to share a brief snapshot of their accomplishments with you!

Vienica Funtanilla
Eastern Region RSO 2020-2021



Alternative Pathways to Industry

Hosted by Fairleigh Dickinson University

On March 6, 2021, Fairleigh Dickinson's IPhO student chapter held an event, Alternate Pathways to Industry. The event hosted alumni who work in the pharmaceutical industry and did not complete a fellowship program. The event highlighted the non-traditional paths that the speakers took to get where they are today. Students learned of the different routes to enter the industry field. Amidst of the COVID-19 pandemic, students were able to interact fully and gain knowledgeable advice from the speakers.

IPhO members were intrigued when the speakers were discussing how non-traditional routes are a different process when it came to interviews. Students asked various questions on what was important to put on their CV and how to present themselves to the hiring team. Members had insight on how to navigate through the application process and how to properly answer interview questions. An example the speaker gave was he had to start in an entry level position and gradually grow. He would gain experience and move on to the next possible job opportunity. With these transitions, it allowed him to build his CV and experiences. He explained that he was glad he took those jobs in the past because it prepared him for the next position. IPhO members had a great time understanding the different parts of industry and the available job opportunities for PharmDs.

FDU IPhO PRESENTS

IPhO
Industry Pharmacists
Organization

**ALTERNATE
PATHWAYS
TO INDUSTRY**

JOIN US TO LEARN ABOUT THE NON-TRADITIONAL
PATHWAYS TO INDUSTRY WITHOUT COMPLETING A FELLOWSHIP!

TUESDAY MAR. 2, 2021 | 6PM - 7PM
MEETING ID: 959 9643 6098

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Engagement Strategy
eNOVA

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Author: Mohammad Sheikh
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Industry Month

Hosted by Temple University

Over the past year, Temple University's IPhO chapter held an industry month where different speakers were brought in each week from different functional areas to speak to the local chapter about their respective positions. Functional areas ranged from Medical Affairs, Clinical Operations and Regulatory Affairs. One of the speakers that the local chapter connected with and enjoyed learning from was Dr. Olivia Calabro. Dr. Calabro is a current first-year fellow at Johnson & Johnson in Regulatory Affairs Advertising and Promotion.

Dr. Calabro's presentation consisted of 3 major components.

First, she discussed in detail her pharmacy school experience as well as her APPE rotations and gave insight on the ways she took advantage of being at specific rotation sites, such as the FDA. She consistently harped on making sure that students take advantage of every project possible that they receive and to treat each rotation like it was a mini job-interview. Through that advice, she was able to gain meaningful connections with her preceptors at each of her rotations that ultimately led to an extremely rewarding experience and prepped her very well for her Mid-Year experience.

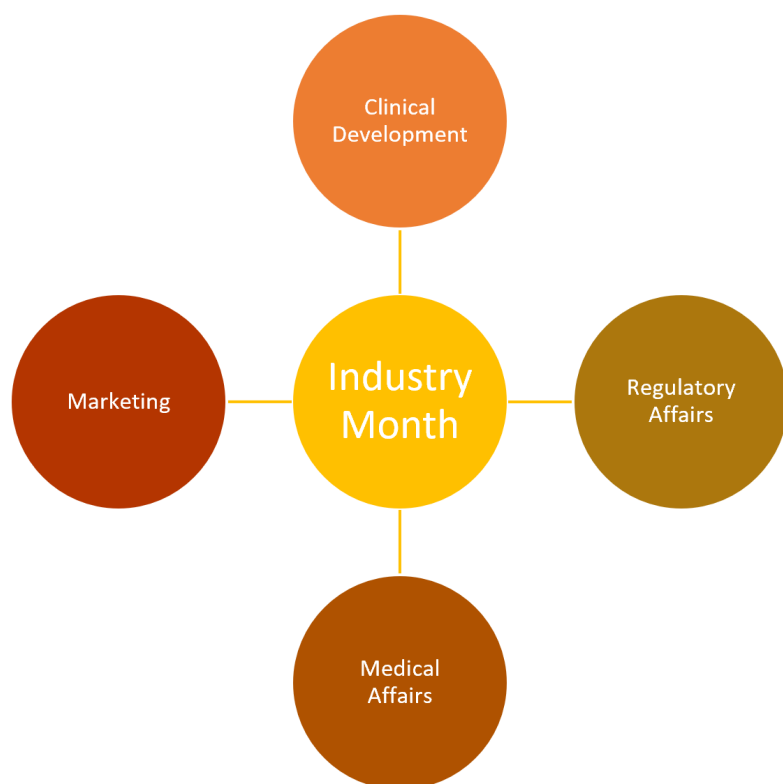
Second, she expanded on the Mid-Year process and gave many tips that she herself learned in her experience interviewing with different companies. The first thing she reminded our chapter was to be genuine and be yourself. She mentioned that going through numerous interviews could be exhausting, but she found joy in meeting new people, and making real, genuine connections with her interviewers, which made a great impression on both sides. She also stressed the importance of understanding the position and reaching out to the fellows beforehand as many students oftentimes do not have a true grasp of the position and what it entails.

"Industry Month" cont'd p.4

"Industry Month" continued

Third, she explained what she does on a day-to-day basis in her position. She expanded on the operations of a Regulatory Affairs department and how the position is unique because of its focus in Advertising and Promotion. She described her experience in not understanding the true intricacies of the day-to-day when she first started but how her company really gave her the support she needed to gain confidence in the position. She also spoke highly of her current company and presented the company as a great work environment and encouraged students to look into Janssen when seeking future opportunities.

Through Dr. Calabro's willingness and explanations on the fellowship process in industry, many of Temple's students became members of IPhO and showed greater interest in the other speaker events. Dr. Calabro's presence encouraged students to be proactive members which enlightened interest in future events as well as active participation in the VIP Case Competition. The Temple IPhO student chapter is thankful for Dr. Calabro's time as we believe she gave our local chapter inspiration and momentum to utilize throughout our pharmacy education experiences.



Author: Jonathan Hu
PharmD Candidate 2022

Interns Panel

Hosted by St. John's University

Internships provide an opportunity to gain experience in fields we may not normally be exposed to. Industry internships are often hard to come by and highly competitive. As careers within the pharmaceutical industry gain more traction, more and more students are looking for these highly sought after positions. In order to help students navigate through this process, SJU IPhO student chapter held our annual internship panel. The goal of this event was to provide students with the knowledge and resources to find these industry internships.

Our panelists for this year included Kyle Waibel'23 PharmD., a Regulatory Affairs CMC intern at Novartis, Namosha Mohite'21 PharmD, a Medical Communications and Information intern at Novartis, Alexandra Maglaras'21 PharmD, a Market Access intern at BD, and Carolina Guerreiro'21 PharmD, a Global Labeling intern at Merck. Each panelist had prepared a presentation focusing on their day-to-day activities, tips for applying, what they gained from the experience, and lastly, advice for interviews. After each panelist had a chance to present, the floor was open for a Q&A session. Here, students were able to network and ask any additional questions they had. The turnout for the event was a success, and SJU pharmacy students had left feeling more prepared to tackle internship applications.



Author: Lexie Villarias
PharmD Candidate 2022

Solving the Pandemic Puzzle

Hosted by Rutgers University

Just over a year ago we witnessed the world go through drastic changes as a result of the COVID-19 pandemic. As the situation evolved, we wanted to shed light on the significant role that pharmacists have played in the COVID-19 response effort. To do this, Rutgers IPhO has been working in collaboration with Rutgers NCPA, NJSHP, and SNPhA on a four-part web based series Solving the Pandemic Puzzle during the 2020-2021 academic year. We collaborated with our peers in different pharmacy organizations to capture a more holistic overview of the role of the pharmacist in different healthcare spaces. The series consisted of the following 4 parts:

"Solving" cont'd p.6



"Solving the Pandemic Puzzle" continued

Part 1: Pharmacy Access and Community Practice, hosted by Rutgers NCPA and Dr. Brian Oliveria, who discussed his pharmacy's plan of action and community outreach response in the context of the COVID-19 era.

Part 2: The Effect of COVID-19 on the Underserved hosted by Rutgers SNPhA and addressed the disproportionate effect of COVID-19 on minorities and historically underrepresented populations. Doctor's Humberto Jimenez and Navaneeth Narayanan discussed healthcare disparities and their impacts on these underserved populations during particularly difficult times and our role as healthcare providers in helping these communities.

Part 3: Provider Status, hosted by Rutgers NJSHP along with the NJSHP Public Policy Council Leadership team members advocated for provider status for pharmacists. As COVID-19 testing and vaccine development were underway, there was a unique niche for pharmacists to fill in the COVID-19 response and their contributions could emphasize the value of pharmacists in the healthcare team.

Part 4: Vaccine Development & The Pharmaceutical Industry co-hosted by Rutgers IPhO and NCPA. Dr. Lesley Fierro and Dr. Carolyn Seyss provided a high level overview of how COVID-19 impacted the pharmaceutical industry. Following their presentation, Dr. Lucio Volino and Diana Roskova presented the vaccination distribution efforts on a more local level, specifically within RWJBarnabas Health.

"Solving" cont'd p.8

"Solving the Pandemic Puzzle" continued

For more information, visit our website: <https://pandemicpuzzle.weebly.com/>

At IPhO Rutgers, we believe it is imperative to be active learners and keep up-to-date with the constant stream of information as the situation continues to unfold. To get an understanding of the evolving space as a whole, we teamed up with our peers to obtain insights from healthcare professionals from multiple areas. As members of the healthcare team, regardless of our background, we serve as a vital piece of solving the COVID-19 pandemic puzzle.

Author: Darren Feng
PharmD Candidate 2022



Industry Series Part 3: Medical Affairs

Hosted by University of the Sciences

For the first time, the University of the Sciences IPhO student chapter launched a four part series highlighting various functional areas within industry pharmacy. With two successful past events during the Fall semester, the chapter decided to continue the series into the spring. For the Spring semester, we relaunched our series with a webinar on Medical Affairs. Our panel hosted four guests with various backgrounds: two fellows and two experienced pharmacists with non-traditional roots. Our fellows were Dr. Mohsan Iftikhar, a recent fellow at Janssen Pharmaceutical in hematology/oncology Medical Information and Payer Health-Systems, and Dr. Phuong Nguyen, a current fellow at Janssen Pharmaceuticals for immunology Medical Information. In addition, we had the honor of hosting two alumni: Dr. Elyce Freeman, a senior MSL at Genentech, and Deirdre Smith, RPh, associate director of medical information at CSL Behring.

"Industry Series" cont'd p.10



"Industry Series Part 3: Medical Affairs" continued

Following the same structure as our prior webinars in the series, each of our speakers began with a brief introduction discussing their background and entry into the field. Following the introductions, we began our first roundtable of questions for our speakers regarding their day-to-day responsibilities. Our speakers highlighted several unique responsibilities such as their open communication with physicians. All of the pharmacists stated that each day was a different adventure involving travel to conferences and doctor offices. We also learned of the management role of medical affairs and the overseeing of a team. Our speakers were asked what drew them to their current company and the fellows both echoed the sense of community with their Janssen fellowship and the ability to have a network of fellows supporting each other. The guest speakers also cited the positive environment during their interviews had inspired them to choose that fellowship program.

"Industry Series" cont'd p.11

The screenshot shows a Zoom webinar interface. The main content area displays a slide titled "Presenting Our Speakers" with four speaker profiles arranged in a 2x2 grid. Each profile includes the speaker's name, title, and company. On the right side of the screen, there is a vertical strip of video thumbnails showing the speakers. At the bottom, the Zoom player controls are visible, including a progress bar, volume icon, and other standard controls. The text "zoom_0" is visible in the bottom left corner of the slide area.

Speaker Name	Title	Company
Mohsan Iftikhar	Manager, Regulatory Intelligence	BeiGene
Elyce Freeman	Senior Medical Science Liaison	Genentech
Phuong Nguyen	Fellow, Immunology Medical Information	Janssen Pharmaceuticals
Deirdre Smith	Associate Director, Medical Information	CSL Behring

"Industry Series Part 3: Medical Affairs" continued

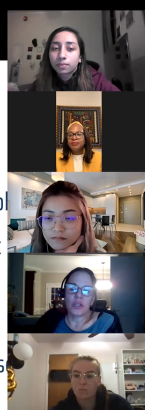
After round one, we began our second round of questions focusing on internship, fellowship, and APPE advice. Our members gained a plethora of tips on how to seek and interview for fellowships. The first tidbit of advice was to seek opportunities and experiences that would help in gaining transferable skills. Our fellows spoke of utilizing retail and clinical rotations to gain these transferable skills to further speak on during interviews. This provided reassurance to students that did not have prior industry experience that they can still be competitive when applying. A second tidbit of advice was being confident in your capabilities during interviews. A recommendation provided to the students was gaining confidence through mock interviews with peers and mentors. Lastly, the pharmacists reassured our members that being your authentic self and providing a positive energy during your interview will help you stand out in the process.

This event not only provided our members with knowledge about fellowships and interviews through the medical affairs route, but it also gave them advice that they can take throughout their pharmacy journey in industry, making this event truly insightful.

Author: Jasmeen Kaur
PharmD Candidate 2022

Roundtable Questions

1. What does a pharmacist in Medical Affairs do? What does your day-to-day look like?
2. What made you choose to pursue this functional area and choose this specific company?
3. What other functional areas do you typically interact with?
4. In your role, how much of the pharmacy knowledge that you have learned in school do you typically use in your current role?
5. Where do you see yourself within the next 5-10 years?



Sanofi Pasteur Mentorship Event

Hosted by Wilkes University

On Wednesday March 17th and 24th, the Wilkes University IPhO student chapter participated in a Mentorship Event hosted by Sanofi Pasteur. Through our alumni network, Sanofi Pasteur has become one of Wilkes University's APPE sites and, in addition, a common place for fellowships. Over the years, Wilkes University has held the event in-person, but due to the challenges with COVID-19 it was moved to an online session.

The event was split into a two days series of guest speakers from various functional areas in the industry. The series touched on Pharmacovigilance, Commercial, sales, Medical Affairs, and Regulatory Affairs. The event was coordinated by two of Sanofi Pasteur's current Pharmacovigilance fellows, Casey Ritsick and Jessica Hall. Speakers were given thirty minute sessions with a closing Q&A. Some of the key topics discussed included the various roles of pharmacists throughout industry and what they bring to the table. In addition, there was a plethora of great advice given to students about these specific roles and how to set themselves apart. The feedback from after the event was very positive from the participating students. Many of the students felt the event was insightful and that everyone at Sanofi was truly interested in their success.

"Sanofi Pasteur" cont'd p.13



"Sanofi Pasteur Mentorship" continued

Special thanks to all of our guest speakers from Sanofi Pasteur!

Chirag Bhatt, PharmD (Global Marketing/Commercial)

Christina Tankersley, PharmD (Global MSL)

Danielle Lerch, PharmD (Global Medical Strategy)

Christian Klock, BS, MS (Global Regulatory Affairs)

Lee-Jah Chang, MD (Clinical Development)

Michal Borawski, PharmD (Global Pharmacovigilance, Periodic Reports)

Philip Loscombe, PharmD (Global Pharmacovigilance Scientist Manager)

Josh Pillay, PharmD (Global Pharmacovigilance Scientist)

Natalya Romanyak, PharmD Global Pharmacovigilance Scientist)

Author: Luke Minnich
PharmD Candidate 2022



Mock Interview Fellowship Preparation

Hosted by Long Island University

On October 28th, IPhO student chapter from Long Island University (LIU) and St. John's University (SJU) collaborated on the development of a virtual mock interview process for the current students to prepare for fellowships. Preparing for fellowships is stressful, however, if students begin planning and preparing early on it will allow for a smoother experience. Lexie Villarias and Demetra Anastasiadis, both current presidents of their student chapters coordinated an event and formulated a manual to help navigate through the process. We invited current fellows and pharmacists along with the current class of 2021 student candidates.

The program of the event was set up in three rounds with an opportunity for questions and answers and networking opportunities for those that were not assigned to an interview. We had eleven pharmacists interviewing twenty-one student candidates from LIU and SJU. This year's mock interviews were held virtually via Zoom. The candidates were provided a manual that included preparation for interview tips, the basics of interviewing skills, before/during/after the interview pointers, and a networking database.

During the event, the students performed a mock interview and received feedback immediately after. The interviewers were provided their assigned interviewee CV and letter of intent prior to meeting the student and had an opportunity to review and comment on those submissions. During the rounds, the alternating guest pharmacist had a break round in between interviews; during this allotted time, students that were not being interviewed had the opportunity to network amongst other participants and guest pharmacists. Once all the participants completed their interviews, we ended the event off with a Q&A session and generalized feedback for all students.

"Mock Interview" cont'd p.15

"Mock Interview Fellowship Preparation" continued

For access to the mock fellowship interview preparation guide feel free to email: liu.ipho@gmail.com.

Author: Demetra Anastasiadis
PharmD Candidate 2022

Preparing for Interviews

- Remain organized
- Communicate effectively
- Utilize your virtual networks
- Be cognizant of time zones
- Prepare for virtual interviews
- Do your research!



During the interviews

- Have easy digital access to your CV
- Stay professional. Appear comfortable and confident
- Remain focus and don't become nervous
- Make the interviewers aware you are truly interested in the fellowship position
- Utilize active listening: talk slower and clearly
- Candidate responses should generally be 30 - 90 seconds
- Let your interviewer finish speaking first
- Watch for habits - hand gestures, covering of face, slouching, etc.

After the interviews

- Send out those thank you e-mails within 24 hours of your interview
- Be sure to personalize each e-mail to reflect your interview discussions
- Complete the application process as soon as possible



Second Spring General Body Meeting

Hosted by Touro University

The IPhO student chapter at Touro College of Pharmacy has hosted many events and garnered keen interest from students across their pharmacy education. It is the main conduit whereby most students get to make their first interface with pharmacists within industry. Among the events that we have had this spring semester, our second general body meeting was most notable. This event focused on giving students insight into a direct career path to industry.

The guest speaker, Dr. Daniel Chang, Pharm.D, shared his experience of how he was able to be employed directly into an industry pharmacy career without the usual industry fellowship. Dr. Chang graduated with a Doctorate in Pharmacy from the Ernest Mario School of Pharmacy at Rutgers University. Throughout pharmacy school, he had the opportunity to gain rich exposure to the pharmaceutical industry with experiences at Johnson & Johnson, Novartis, and working as the program coordinator for the Rutgers Pharmaceutical Industry Fellowship program. Dr. Chang had his eyes set on fellowship coming out of pharmacy school but was ultimately unable to secure a position in any of the programs he had applied to. He shared with the students the daunt and disappointment that followed but eventually, through the support of family members, mentors and individuals within his network he was able to revive his efforts and landed a position at Allergan as a Medical Information Specialist in September 2019 and continued to work in his role after the AbbVie-Allergan merger in 2020.

students aiming to pursue roles in industry, this event brought conclusiveness to a year of activities hosted by Touro College of Pharmacy IPhO student chapter.

"Second Spring" cont'd p.17

"Second Spring General Body Meeting" continued

Dr. Chang shared his day-to-day responsibilities which included staffing at the US Medical Information call center and working in collaboration with other professions on content development for the GI portfolio and Botox® therapeutic. He also gave participants an intuitive look at how regulatory affairs, health outcomes and economics, clinical development, field and in-house medical personnel interact with the goal of formulating medical information.

Not only did this event give students more understanding of a pharmacist role in the scope of industry but it also prepared them for the likelihood of considering a career path into industry outside of a fellowship opportunity. This was unlike any other event we featured because it gave the students insight into a direct career path to industry which is usually a blind spot for most pharmacy students.

Dr. Chang's experience encouraged students that things don't always go as planned when navigating their pharmacy career path, but it is imperative to stay motivated, to adapt and build a network of individuals that can propel you in the right direction. By addressing this particular uncertainty in the minds of most students aiming to pursue roles in industry, this event brought conclusiveness to a year of activities hosted by Touro College of Pharmacy IPhO student chapter.

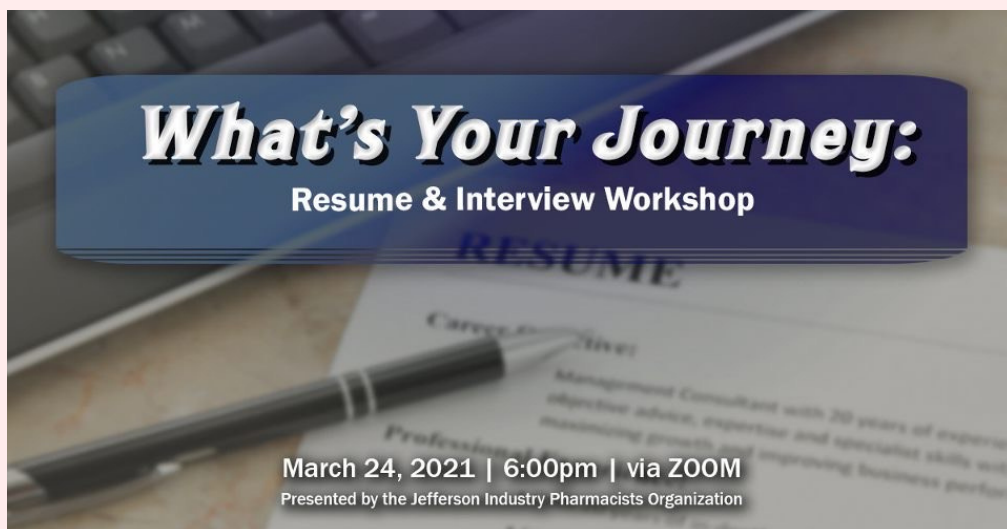
Author: Michael Stuart
PharmD Candidate 2022

What's Your Journey?

Hosted by Thomas Jefferson University

Jefferson IPhO student chapter recently held an event What's Your Journey: Resume & Interview Workshop. The event was led by Sasan Jahanian, one of our members who has extensive industry experience. He started by reviewing the fundamentals of a CV and a resume, briefly describing each one's function when applying for jobs. One of the goals of the workshop was to make it as interactive as possible for the participating audience. Instead of pulling templates from the internet he utilized his personal resume. Sasan began by using his own unedited version of the document and asked the audience to critique it to the best of their ability. He then introduced the edited resume and had the audience compare their critiques to the edited version. Sasan spoke about how a resume or a CV is a way to market yourself for a specific job, tailoring it to the job description. After reviewing the resume, he shifted to common interview questions and how to prepare for them. To encourage audience participation, he prompted the audience with a common interview question and then asked for an answer. As a group we could critique what was positive and negative about the answer given. The group also shared experiences from their own interviews and questions they found to be particularly challenging to answer. The event had great participation and ran smoothly in the virtual setting.

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