Overview

• Introductions
• Pharma/Biopharma Industry at a glance
• Opportunities for Industry Pharmacists
• Becoming an Industry Pharmacist
• and you
Introductions

James Alexander, PharmD
Executive Director and Founder

- 1986: PharmD
- 1986-88: Rutgers Fellow #2 of 700
- 2001-11: Trained 400+ Fellows/1,000+ students
- 2012 –: Senior VP, myCME.com
- 2012 –: Founded IPhO
The Pharma/Biopharma Industry

• Biotech, Small, Medium, Big Pharma
• > 1 million employees globally
• High density in Boston area
• For-profit companies that make their business in healthcare
• Innovate! Discover, develop, and market new medications
• Key partner in provision of global healthcare
Industry’s Role in Healthcare

- Benefit patients
- Conduct research to increase quantity and quality of life
- Discover medications that treat or cure disease
- Confirm safety, efficacy, and value of medications
- Promote optimal use of medications
- Partner with Health Care Providers and patients
Industry Pharmacists = Indispensable

- Industry needs pharmacists: 8,000+ job opportunities in US (and growing)
- Develop, market, and maintain/support/determine value of medications for the patient
- Apply knowledge of products, markets, health system
- Lead project teams
- Collaborate with key opinion leaders
- Work with cutting edge science and technology
- Rewarding career path, lateral and upward mobility
Comparing Industry and Traditional Pharmacy Practice

**Industry**
- Indirect impact on patient care on a global level
- Apply clinical knowledge toward drug development and business initiatives
- Corporate or field based
- Long hours, Mon-Fri plus travel

**Traditional**
- Direct impact on patient care on individual level
- Apply clinical knowledge toward patient care
- Community & Hospital
- Long hours, Mon-Sun

[Images: NOVARTIS, CVS]
Pharmacist Roles in the Pharmaceutical Industry
<table>
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<tr>
<th>Medical Science Liaison/Medical Affairs</th>
<th>Marketing/Sales/Market Research</th>
<th>Regulatory Affairs</th>
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<td>HEOR/Managed Care</td>
<td>Medical/Drug Information</td>
<td>Clinical Research</td>
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<tr>
<td>Medical Comm/Agency</td>
<td>Medical Device Company</td>
<td>FDA</td>
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Skill Sets Necessary to Succeed

• PharmD background is an excellent “substrate”
• Relationship building
• Interpersonal communication skills
• Ability to thrive in a matrix/team environment
• Critical thinking
• Creative problem solving
• Analytical skills
• Ability to apply clinical knowledge
• Technical skills in a particular discipline
Becoming an Industry Pharmacist

Awareness

Explore: Shadow Take Courses Networking

Get Experience: Internship PT Job Rotation Extracurricular Apply Fellowships?

Graduate

Postgraduate: MBA/MS/MPH/PhD Fellowship Temp Clinical Res/Practice Agency

Medical Science Liaison/Medical Affairs Marketing/Sales Market Research Regulatory Affairs HEOR/Managed Care Medical/Drug Information Clinical Research Med Comm/Agency Medical Device Company FDA
Industry Fellowships

• 1-2 year training program

• MCPHS, Rutgers, USC, etc
The Industry Pharmacists Organization
<table>
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<th>Date</th>
<th>Announcement</th>
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<tr>
<td>Monday, October 01</td>
<td><strong>Hello and welcome to the Industry Pharmacists Organization!</strong>&lt;br&gt;As a career industry pharmacist, and on behalf of our organization and the IPhO advisory board, I am excited to introduce you to the first and only professional pharmacy organization dedicated specifically to the professional needs of pharmaceutical industry-based pharmacists!</td>
</tr>
<tr>
<td>Monday, October 01</td>
<td><strong>Become a Founding 500 IPhO Member NOW!</strong>&lt;br&gt;Beginning NOW, if you are one of the first 500 eligible** pharmacists to join IPhO as a member, you will become a Founding 500 IPhO Member! We invite our Founding 500 level members to play an important role in shaping the present and future focus of our organization. We will consistently seek and incorporate feedback from our Founding 500 members to help us ensure that IPhO is meeting the needs, wants, and concerns of members like you.</td>
</tr>
<tr>
<td>Monday, October 01</td>
<td><strong>IPhO Scholarships for Industry-Focused Pharmacy Students!</strong>&lt;br&gt;If you are one of the first 500 pharmacists to join IPhO as a full member, not only will you be designated as a Founding 500 IPhO Member, you will also be supporting pharmacy student scholarships! Now and every year you continue your annual membership, you will be part of IPhO’s commitment to support the professional development and education of future industry pharmacists.</td>
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IPhO Background

• Launched October 8, 2012
• Home within the profession to 8,000+ pharmacists
• Once a pharmacist, always a pharmacist
• First and only professional organization dedicated to industry pharmacists
• Identifying and meeting unmet needs for all career stages
  – Career awareness/advancement
  – Community
  – Professional Development
Guiding Principles

• **Vision:**
  Pharmacists are universally recognized within the pharmaceutical industry as being the most professionally equipped to contribute to the development, promotion, and optimal use of medicines.

• **Mission:**
  IPHO is exclusively dedicated to advancing the careers of industry pharmacists.
Goals

• Deliver timely and relevant information for members
• Raise awareness among employers and industry executives about the role that industry pharmacists can play in drug development and appropriate medication use.
• Provide targeted resources and coaching to enhance members’ professional development.
• Create opportunities for members to network and exchange ideas with their industry pharmacist peers.
• Provide access to relevant employment opportunities available in the industry.
Leadership Team

James Alexander, PharmD
Executive Director & Founder

Jerry Silverman, RPh, CCP
Communications Director

Sergio Gatoulis, PharmD
Chief Information Officer

Maria Leibfried, PharmD, BCNSP, CCP
Director of Education
Advisory Board

Rob Kowalski, PharmD
Senior VP, Global Regulatory Affairs and US Head of Development, Novartis

David E. Epstein, RPh
Global Head, Pharmaceuticals, Novartis
Executive Advocate, IPhO

Joseph D. Williams, RPh
Remington Medalist
Retired CEO, Warner-Lambert
Honorary Chairman, IPhO

Jack Bradley, PharmD, JD
Medical Director North America, Sobi, Inc

Irene Laurora, PharmD
VP, Global Medical Affairs, Bayer

Jill DeSimone, RPh
Senior VP, Women’s Health, TEVA

Katie MacFarlane, PharmD
Managing Partner, SmartPharma LLC

Carol G. Gallagher, PharmD
Former CEO, Calistoga Pharmaceuticals
Advocating for Industry Pharmacists

• Driving forces – why pharmacists?
  – Healthcare reform
  – Patient involvement
  – Newer, more complex specialty products
  – Pharmacoeconomics – safety and efficacy not enough
  – Pendulum has swung back to science/evidence-based medicine

• Pharmacists are ideally suited to lead and contribute to the industry, especially among HCPs.

• Advocacy Committee – academia, employers
• MSL Committee – pharmacists are best MSLs
Faculty and Student Participation

IPhO Scholarly Activities

• Develop Pharmaceutical Industry Elective
• Research Projects
  – National survey w/AACP: Pharmacy Faculty perceptions of industry and pharmacists who work in industry
  – Profiling the First Jobs and Industry Entry Points for Industry Pharmacists
  – Best Practices for Successful Mentoring of Pharmaceutical Industry Interns and Fellows
  – Describing the Value of Pharmacists as Employees in Industry
• Develop content for publication on IPhO website

Other IPhO Activities

• Create/Lead/Serve on National IPhO Committees
• “Speakers bureau”
• Boston-area networking events
Benefits and Services: All Members

• Steady stream of relevant content for, and about industry pharmacists
• Career advocacy and advice from trusted and proven sources
• Opportunities to share and network with other IPhO members (live and online)
• Full access to the job board, built specifically for industry-based pharmacists
• 1-1 coaching
IPhO Student Pharmacists

• Improve your knowledge of the pharmaceutical industry
• Identify industry opportunities
• Be recognized as a student (industry) pharmacist leader
• Actively engage in the IPhO student pharmacists forum
• Watch for IPhO scholarship opportunities
• Gain new advocates and mentors
• Participate in scholarly activities
• Network with students and Fellows on a national level

Open the Door to New Professional Opportunities!

THE IPhO COMMUNITY

Members Only
Connect with fellow IPhO members one on one through the member directory (Members Only).
Join the IPhO LinkedIn group (Members Only). Make professional connections and watch for bonus content from IPhO.

View Member Directory

All members and guests
Comment, share, and learn from each other through the IPhO forums. Visit now and participate in the general and/or discipline-specific forums to connect and communicate with industry-focused pharmacists like you! Visit this section frequently to join in the latest discussions with your peers and colleagues!

Follow IPhO on Twitter. Get the latest pharmaceutical industry news and watch for other IPhO tweets.

Coming Soon:
• 1-1 Coaching
• Scholarly Activity
• under construction

industrypharmacist.orgforums/index.php

@iphorg

IndustryPharmacists
Questions?

Spread the word and become an IPHO Student Member today! www.industrypharmacist.org