

RUTGERS

THE STATE UNIVERSITY
OF NEW JERSEY



From Rutgers PhD to Medical Affairs Professional...

**Dharm Patel, PhD
Medical Strategy & Scientific Affairs Manager
LEO Pharma Inc.**

My Academic Career

- **BS: Monmouth University, Molecular Biology**
 - 8 year BS/MD Program with Drexel University
- **PhD: Rutgers University, Biochemistry**
 - *Lab*: Samuel Bunting, PhD, Molecular Biology and Biochemistry
 - *Fellowship*: Rutgers Biotechnology Training Program
 - Coursework outside PhD
 - Summer internship in Medical Strategy & Scientific Affairs at LEO Pharma
 - *Fellowship*: New Jersey Commission on Cancer Research Fellowship
 - **iJOBS Training Program**
 - *Certificate*: Pharmaceutical and Clinical Trial Management
 - All other PhD related activities (beside teaching)

PhD & Post-doctoral Trainees in iJOBS





**Phase 1
iNQUIRE**

- **SciPhD: Leadership and Business Skills for Scientists** provided by Human Workflows, LLC; Winter 2015 (first cohort)
- **Industry site visit** (Merck)
- **Workshops and Career Panels** (Job Simulation, Primers, Job Search, Career Roundtables)

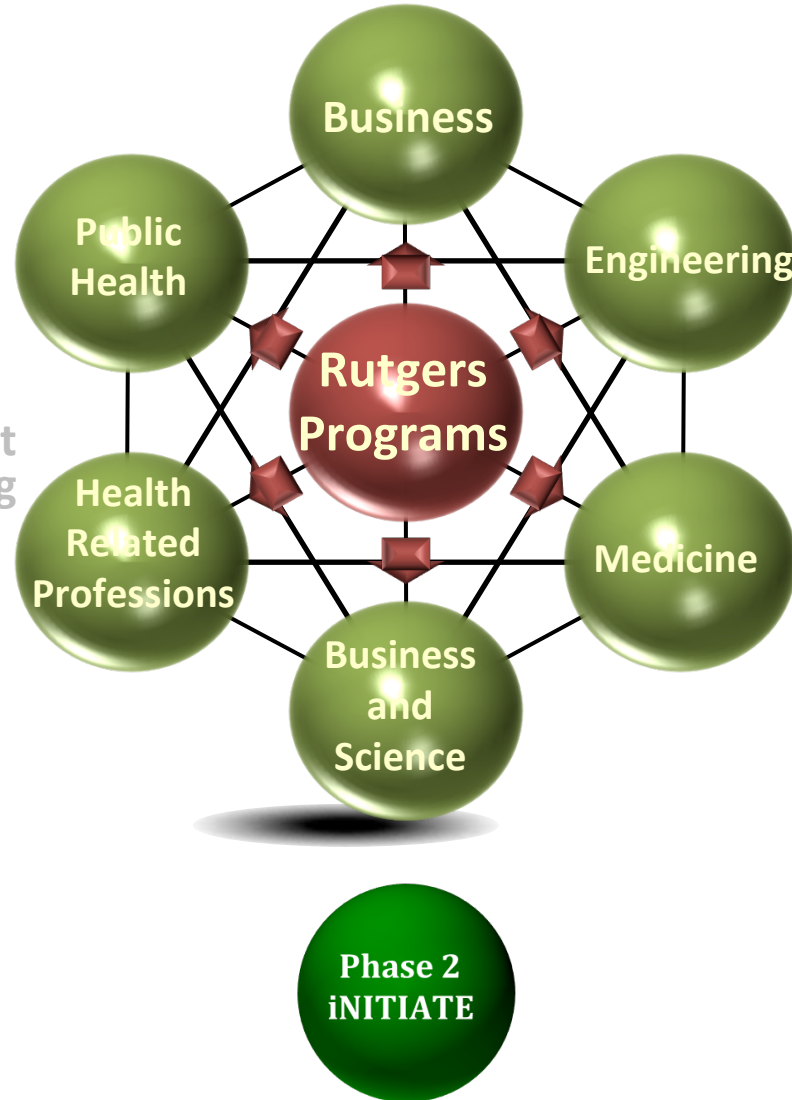


**Phase 2
iNITIATE**

- **Professional Shadowing/ Externship:**
 - Oncology Medical Affairs & Health Systems, Merck & Co.
- **Industry Mentor:**
 - Rosemarie Logan, Consultant – Regulatory Science

Additional Coursework

Career Track Example Skill Classes One 40-Hour Class



Project Management;
Perspectives in Drug
Development

**US Healthcare System &
Managed Markets**

Drug Development: From
Concept to Market

Project Management

Finance & Accounting

Organizational Leadership

**Innovation and
Entrepreneurship**

Programming
Methodologies for
Numerical Computing

Drug Discovery through
Preclinical Development

**Health Economics and
Public Policy**

Clinical Trials, Adverse Event
Reporting, Post-Marketing

**Practical Aspects of
Clinical Trial Design**

**Bioengineering in Biotech
and Pharma Industries**

Fundamentals of
Regulatory Affairs

Job Search Preparation

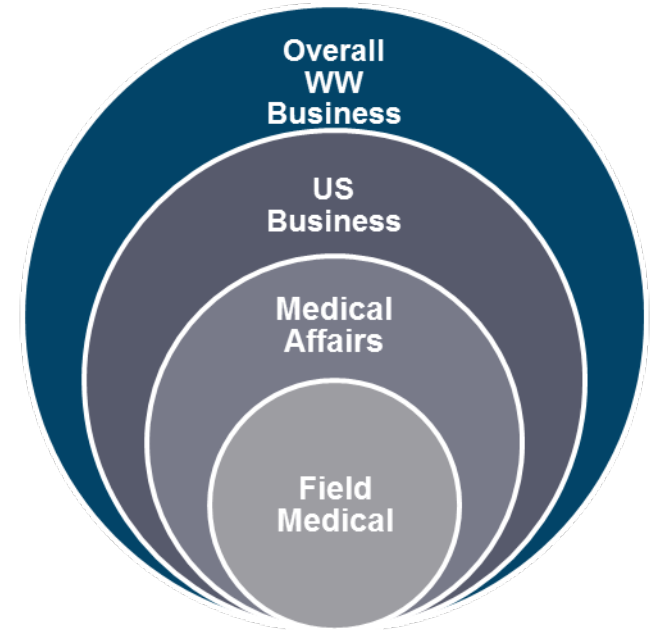
- One on one mentoring sessions with Oystir/DOC employees to refine resume and cover letter
- LinkedIn Counseling with 2Actify
- Strategize on job search approach
- Prepare for interviews



Phase 3
iMPLEMENT

Medical Affairs...

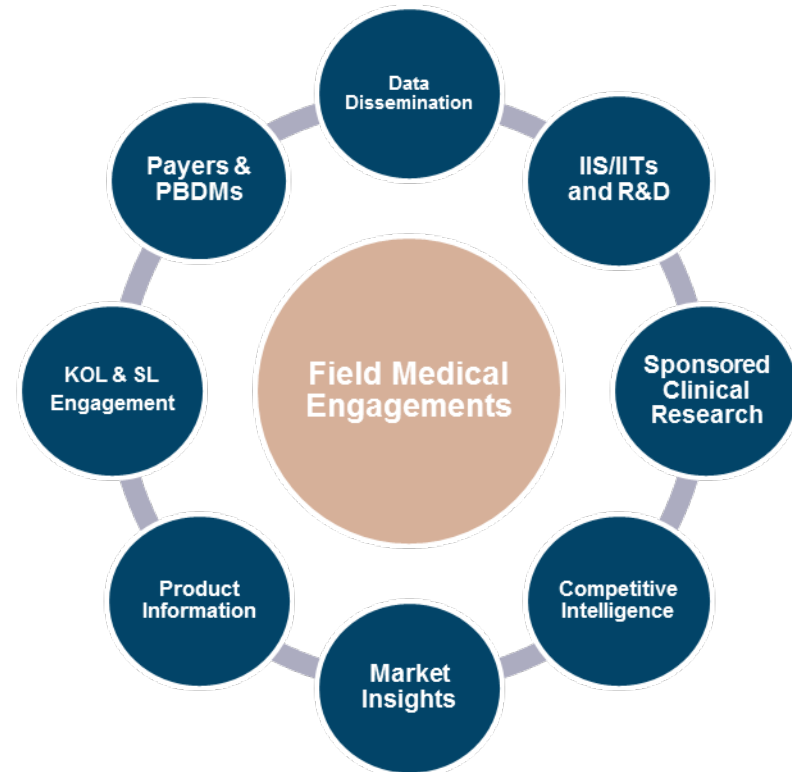
- fulfills a strategic role in dissemination of complex medical data, scientific insights, and evidence in support of therapies and therapeutic areas.
- cultivates relationships with a growing array of stakeholders that influence therapeutic decisions (Figure 1).
- has deep product knowledge (approved and off-label) and significant disease understanding.
- generate and present high-quality scientific knowledge to educate stakeholders about next-generation products and RWE.
- advises the business on unmet medical needs, market potential, and market-based strategy.



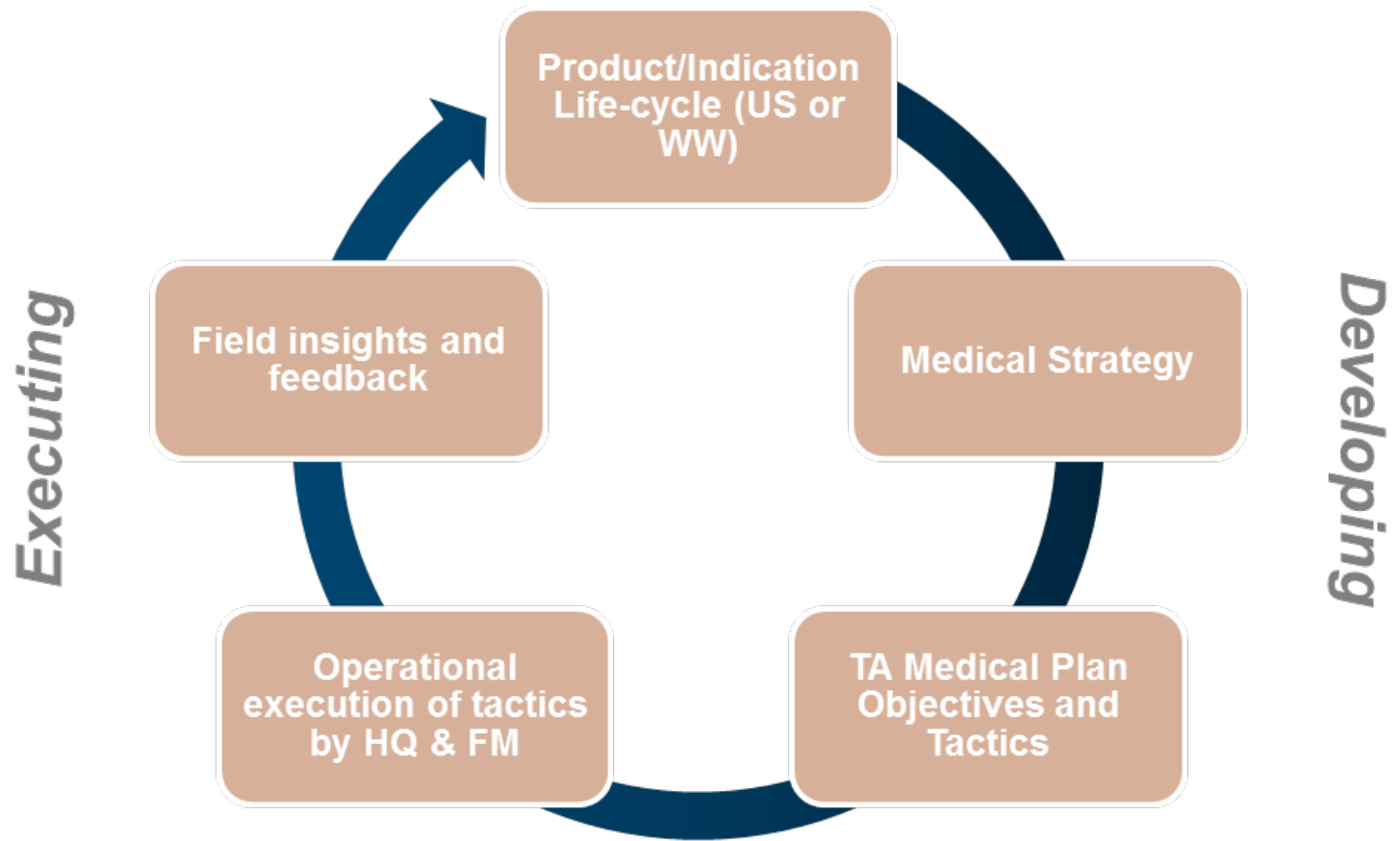
Physicians, HCPs, Payers/PBDMs, Patient Groups, Societies and Key Opinion Leaders

Field Medical Teams...

- proactively and reactively communicate key scientific data to support proper therapy use.
- identify, build, and maintain relationships with key stakeholders (Figure 2).
- maintain and communicate deep medical and product expertise.
- continuously collect feedback and signals from the field to influence in-house activities (R&D, evidence generation, medical communication, life cycle management).



Medical Strategy & Tactics Informing the Business



Advice...not from me

- Create your own, unique career trajectory
- Explore, define, and plan your career...it doesn't 'just happen'.
- The first "NO" is when the fun starts!
- Are you *operational* or are you *strategic*?
- A resume is not a CV; a CV is not a resume.
- Having a technical or therapeutic expertise is key.
 - Don't be afraid to jump between either!
- You are all qualified...just prove it!
- Networking, networking, networking

BE NORMAL...

-Martin Yarmush, MD, PhD