



RUTGERS

iJOBS Career Panel: Business Development

November 28, 2023

10:30 AM

Gary Hom, B.S., M.S., PhD. CLP²⁰⁵⁶

Pharmaceutical Industry (38 yrs)

Retired, Merck & Co., Inc., Director

gh2002k9@gmail.com

At the beginning of Gary's career, following a postdoctoral position, he became the lead cardiovascular pharmacologist for Berlex Laboratories. The group was responsible for the evaluation of drug candidates in pharmacological models of hypertension, arrhythmias, and heart failure. After 5 years at Berlex, Gary was recruited by Merck & Co. Inc., to build and lead a pharmacology lab at Merck's Rahway, NJ site. As lab lead, Gary built a state-of-the-art laboratory for evaluating drug candidates in various therapeutic areas in tertiary models of pharmacology.

Gary has authored over 76 peer-reviewed publications, was and adjunct researcher at Cornell and guest Lecturer at Rutgers University.

In 2000, Gary transitioned to Merck's business development (BD) group. For the first 12 years in the BD group, Gary was responsible for searching, identifying, reviewing, conducting due diligence, and recommending external drug candidates as well as external patents as potential licensing opportunities to senior and executive management. Following recommendations, Gary would work with the Company's Legal and Finance terms to review and evaluate agreements and financial terms. In 2012 Gary was tasked with an objective to increase the Company's global footprint by providing patient access to countries in which Merck did not have a presence.

In BD&L Gary has executed over 1000 agreements including research grants, patent licenses, research collaborations, drug candidate licenses, and M&A.

Gary retired at the end of 2022 after 38 years in the pharmaceutical industry.



Adrienne L. Wong, Ph.D.

Director, Oncology Search & Evaluation, Global Business Development

Daiichi Sankyo

adrienne.wong@gmail.com

I build bridges between R&D and business to develop programs that leverage the strengths of academia, biotech, industry, and government stakeholders. I currently identify and evaluate oncology technology and asset opportunities on behalf of Daiichi Sankyo's Global Business Development team, having joined as an alliance manager for academic and pharma partnership programs for translational development and clinical trials. Previously supported the development of platform technologies to support global health infectious disease prevention at IAVI. I led cell therapy and imaging biomarker programs and industry partnerships at JDRF, a global nonprofit funder for type 1 diabetes research. I counseled clients on life sciences intellectual property strategy and patent prosecution at Darby & Darby, P.C., and translated highly technical concepts into actionable information for a wide range of stakeholders as a freelance science communicator. Post-doctoral fellow at Columbia P&S, Genetics & Development, Ph.D. from Duke University, Cell Biology, BA from Brown University in Biology.



Kausiki Datta, Ph.D., MBA

Manager of External Innovation and Alliance Management

PTC Therapeutics

kdatta70802@gmail.com

Dr. Datta currently works at PTC Therapeutics in the External Research and Alliance Management Division where she supports research and business development, leading search and evaluation activities and competitive intelligence analysis for various therapeutic programs and emerging technology platforms.

Dr. Datta received her Ph.D. in Biochemistry from Louisiana State University and pursued postdoctoral studies at University of Oregon. She received her MBA from Rutgers Business School.

Dr. Datta has over 15 years of experience in the Pharmaceutical/Biotech field as well as in Academia, serving in a range of scientific, technical, and business development roles. Prior to joining PTC Therapeutics, Dr. Datta held various senior roles at Roche, Novira Therapeutics, Sunrise Pharma and at University of Florida.