

# Novo Nordisk Industry Practice Fellowships 2018



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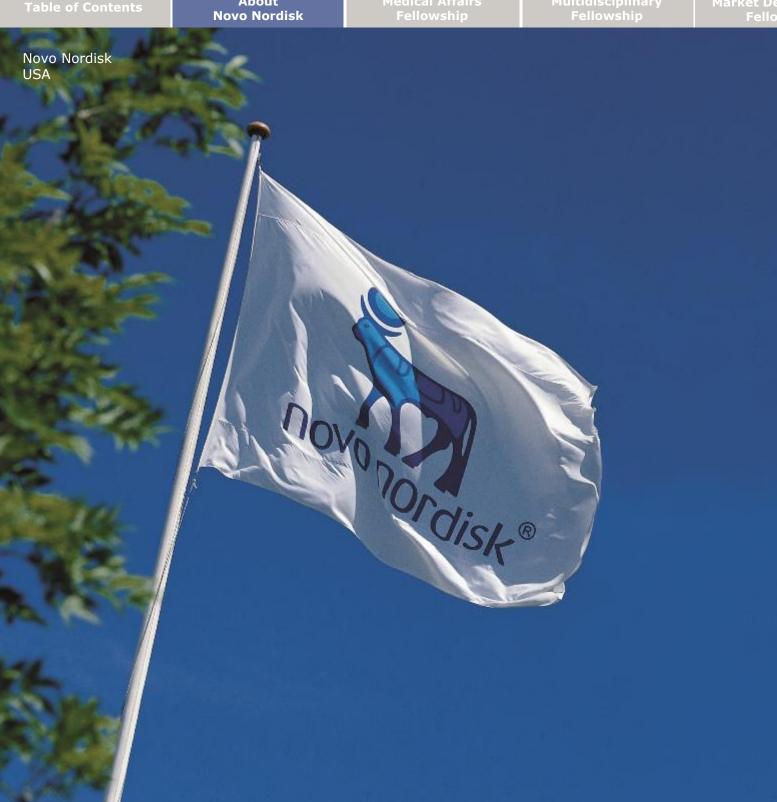
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# company overview

Novo Nordisk A/S is a global healthcare company with more than 90 years of innovation and leadership in diabetes research, care and treatment.

This heritage has given us experience and capabilities that also enable us to help people defeat other serious chronic conditions such as hemophilia, growth disorders and obesity.

Established in 1923 and headquartered in Copenhagen, Denmark, Novo Nordisk employs approximately 43,100 people in 79 countries and markets its products in more than 170 countries.

Novo Nordisk, Inc., is the US affiliate of Novo Nordisk A/S. Our US headquarters are located in Plainsboro, NJ, and the Novo Nordisk US business presence stretches from coast to coast -- from an insulin manufacturing plant in North Carolina to the Novo Nordisk Research Center in Seattle, WA.

### DEDICATED TO BREAKING NEW GROUND



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### **DIABETES CARE**

Since Novo Nordisk was founded in 1923, we have developed our disease understanding and expertise in engineering, formulating, developing and delivering proteinbased treatments and an efficient large-scale production of proteins. Today, we are a world leader in diabetes care.

Diabetes is our largest therapeutic area, and we have a broad portfolio of medicines, including rapid-acting, basal and fixed combination insulin, and GLP-1 receptor agonist medicines. Our prefilled devices accurately deliver our medicines to patients. We are also a pioneer in the research and development of an oral GLP-1.



### **HEMOPHILIA**

In 1985, Ulla Hedner joined Novo Nordisk and changed the face of hemophilia forever. Novo Nordisk later entered the hemophilia therapy market in 1996. Using our expertise in recombinant protein development and manufacturing, we met a significant unmet medical need by offering the only treatment option for the small community of people with hemophilia with inhibitors.

Today, we have a range of medicines for hemophilia and rare bleeding disorders, one of the broadest clinical development programs in hemophilia and a promising pipeline aimed at improving hemophilia treatment.



# GROWTH DISORDERS

Novo Nordisk has been a pioneer in growth hormone therapy for more than 40 years and was the first company to develop a liquid growth hormone in a pen device.

Today, our growth hormone is the global market leader. Our goal is to provide the best treatment solution for children and adults who need growth hormone therapy, and we are using our experience and knowledge in protein engineering to further research in this area.



Despite obesity reaching pandemic proportions, currently there are only a few pharmaceutical treatment options available. Novo Nordisk has been working in obesity research for more than 20 years. We entered this market in 2015 with the first once-daily GLP-1 analog for the treatment of obesity.

We are committed to addressing the significant unmet medical needs in obesity care, and our goal is to drive scientific progress in this disease area and develop new treatment options for obesity.



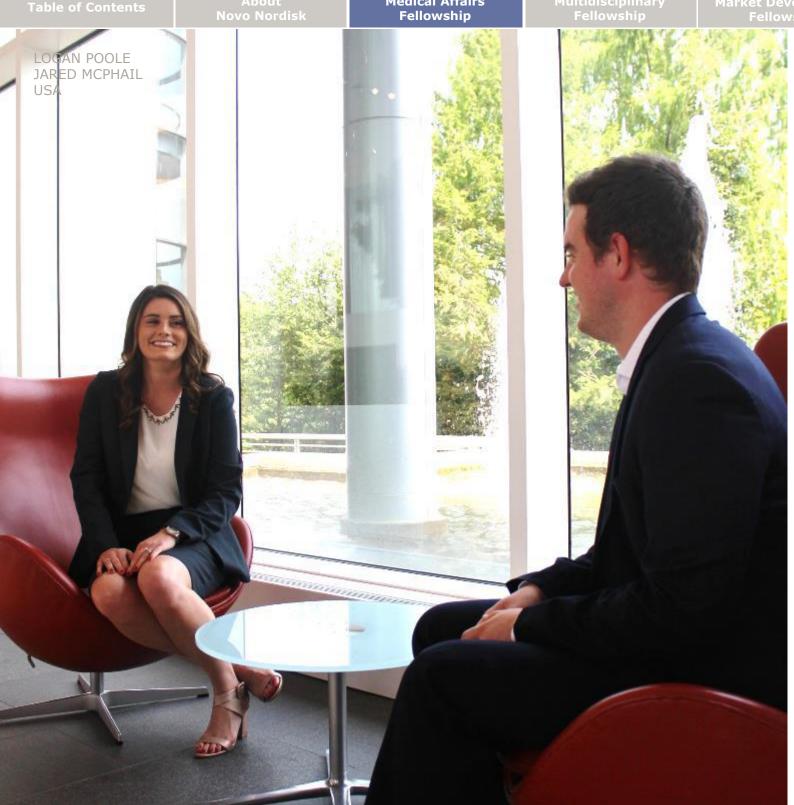
## our mission and the novo nordisk way

More than 26 million people in America are living with diabetes — and of those, millions remain undiagnosed and are not receiving treatment. If current projections hold true, more than half of Americans will have diabetes or be prediabetic by 2020 at a cost of trillions of dollars to the U.S. health care system.

We are dedicated to creating value for patients by changing diabetes — changing how it is treated, how it is viewed around the world and how the future of the disease evolves. While we seek to offer innovative solutions that fit the way people want to live, changing diabetes cannot be achieved through science alone. We have to effect change at every level: in research, in education, in public policy and in humanitarian and outreach efforts.

Our work is driven by a philosophy and a set of guidelines that we call the "Novo Nordisk Way." The 10 Essentials, which describe it in practice, help further align our way of working with the thinking and values that characterize our beliefs:

- 1. We create value by having a patient-centered business approach.
- 2. We set ambitious goals and strive for excellence.
- 3. We are accountable for our financial, environmental and social performance.
- 4. We provide innovation to the benefit of our stakeholders.
- 5. We build and maintain good relations with our key stakeholders.
- 6. We treat everyone with respect.
- 7. We focus on personal performance and development.
- 8. We have a healthy and engaging working environment.
- 9. We optimize the way we work and strive for simplicity.
- 10.We never compromise on quality and business ethics.



# medical affairs fellowship

one-year program

Established in 2010, the Medical Affairs Postdoctoral Fellowship is a one-year, experiential program based in Plainsboro, New Jersey. Through this program, our Fellows have the opportunity to make an impact in the areas of diabetes, obesity, rare bleeding disorders and hormone-related conditions, as well as for the patients living with these illnesses every day. Creating the safest, most effective products is essential to improved prevention, detection and treatment management.

Our Fellows are an essential part of our Medical Affairs team, whose members are positioned throughout the organization to provide evidence-based solutions to patient care challenges.

Notable responsibilities of this team include:

- **Medical Knowledge Building** Extracting insights from scientific data, clinical experts and/or Key Opinion Leaders (KOLs), and providing support for marketing and regulatory/legal content.
- Medical Strategy and Projects Setting strategy and execute core activities to ensure broad medical support for strategic and operational aspects of our business.
- Medical Knowledge Communication Engaging in scientific exchange with health care professionals to foster education and medical knowledge sharing.



# fellowship objectives

Fellows in this program will work closely with Medical Operations, Clinical Trial Management, Marketing and other key functional areas. Serving as a conduit between our scientific enterprise and our marketing outreach, this role is essential to maintaining the integrity and accuracy of our communications.

Additional responsibilities include:

- Supporting strategic planning to achieve scientific and commercial objectives
- Understanding the roles and responsibilities of Medical Affairs, including Home Office and Field-Based professionals
- · Participating in the grant review process and the analysis of educational impact
- Developing and presenting a "Fellowship Research Project" poster at a professional conference during their time in the program
- Drive change and resources planning to ensure Field Medical Affairs has scientific resources and knowledge needed to help facilitate customer engagement

### fellowship experiences

While building the necessary skills to lead critical initiatives and cross-functional teams, our dedicated Fellows help drive the successful creation and implementation of strategies, tactics and trainings. Fellows will also collaborate with other groups in the organization to develop strategies for partnering with external thought leaders and associations to better meet our customers' needs and improve patient care. These skills and knowledge enable our Fellows to make significant contributions to the development, launch and lifecycle management of our products.



**Novo Nordisk?** 



# multidisciplinary fellowship

two-year program

Established in 2005, the two-year Novo Nordisk Multidisciplinary Pharm.D. Fellowship provides pharmacy professionals with hands-on experience in various functional areas of the pharmaceutical industry. By participating in this program, Fellows obtain the skills needed to pursue a career within the pharmaceutical industry while demonstrating where their education and experience can make a significant contribution to satisfying customers' needs and achieving company goals.

During this unique Fellowship, the Pharm.D. Fellow will gain 12 months of experience in Medical Information and will rotate through cross-functional departments. The rotation selection is determined by the Fellow's personal interests as well as business needs.

# fellowship objectives

Fellows in this program will report to a fellowship manager within Medical Information & Analytics.

Fellows that participate in this program will:

- · Understand the roles and responsibilities of a Pharm.D. in the departments the Fellow rotates through
- Gain working knowledge of the laws and regulations governing the pharmaceutical industry
- Provide scientific and clinical support for marketed products and products in development, and appropriately communicate to internal and external customers

### fellowship experiences

As Fellows rotate throughout the various departments, they will build relationships and engage in extensive, cross-functional collaboration with home-office and field-based colleagues. Throughout the Fellowship, Fellows will build product and therapeutic expertise and develop verbal and written communication skills necessary to engage with internal and external stakeholders.

# multidisciplinary rotations



### MEDICAL INFORMATION (mandatory)

The Medical Information (MI) Team is dedicated to enhancing decision-making by communicating trusted, tailored and timely medical information to our internal and external stakeholders. Requested information is provided to external stakeholders, such as health care professionals, patients and managed care organizations. Although MI Therapeutic Managers are assigned to specific therapeutic areas, they are cross-trained to respond to questions about all Novo Nordisk products. MI leads ad hoc project teams/task forces and collaborates with crossfunctional teams across Novo Nordisk, including Sales Training, Medical Affairs, Medical Education, Regulatory Affairs, Medical Writing and Marketing.



### MEDICAL EDUCATION (optional)

The Medical Education Team supports fair-balanced, scientifically sound and independent educational programs. Available in live, web-based and printed formats, these programs are designed to meet the needs of health care professionals (HCPs), patients and the community. Programs focused on HCPs help enhance their knowledge and skills for the benefit of their patients, while programs focused on patients or communities spread awareness about therapeutic areas of interest and encourage proper health management.



### MEDICAL WRITING (optional)

The Medical Writing Group creates clinical, scientific and regulatory documents to advance the medical and educational initiatives of Novo Nordisk. These documents are expected to be balanced and scientifically accurate and adhere to the highest ethical and quality standards. Responsibilities include:

- Preparing documents that support the regulatory needs of projects (e.g., clinical trial reports, summary documents, etc.), as well as the dissemination of clinical data to the medical community (e.g., abstracts and posters for congress presentation, medical journal manuscripts, etc.)
- Developing and implementing local publication plans in collaboration with local and global stakeholders, including Medical Affairs, global publication managers and medical communications companies



### PRODUCT SAFETY (optional)

The Product Safety (PS) Group consists of dedicated professionals for whom patient safety is not just a commitment, but a passion. The PS team is responsible for the collection and reporting of customer complaints and adverse events for all Novo Nordisk products through all phases of the drug development process, from the earliest clinical trials all the way through post-marketing experience after drug approval. Working in close collaboration with Global Safety, this function is critical to ensuring high-quality Novo Nordisk products and the safety of the patients that rely upon them every day.



### HEALTH ECONOMICS & OUTCOMES RESEARCH (optional)

The HEOR-RWD Analytics team conducts high quality research to understand patient unmet needs, partners to create awareness and solutions for those needs, and demonstrates value of Novo Nordisk's products. This team is responsible for developing long term evidence generation plans, conducting real world evidence studies, and pragmatic trials. They conduct studies to understand patient and health system challenges, and they create effective tools that stakeholders can use in customer interactions. Fellows in this program will gain valuable experience in developing product strategy, engaging with cross functional teams, and coordinating/managing research vendors.

"I feel very fortunate for the opportunity to start my career through the fellowship program at Novo Nordisk. The dynamic and challenging nature as well as the ability to make a global impact on patient care is what attracted me to the pharmaceutical industry. From the very first day, I knew the positive company culture and inclusive environment would allow for my professional growth. Fellows are treated as important members of the team and are able to work on rewarding and impactful projects with cross-functional teams. The multidisciplinary fellowship is an excellent and unique opportunity for fellows to explore and discover their interests within the different areas of the pharmaceutical industry."



"Coming from a dual degree program, I was attracted to the Novo Nordisk Multidisciplinary fellowship program for the potential to combine my education with both practical industry experience and fantastic mentorship. I think this is a great foundation not only for a career in the pharmaceutical industry but in a broader perspective in healthcare delivery in general."

### Walter Frank Eng, Pharm.D.

Zil Patel, Pharm.D.

Multidisciplinary Fellow | Creighton University School of Pharmacy and Health Professions

Multidisciplinary Fellow | Philadelphia College of Pharmacy at the University of the Sciences







BERIT OLSEN KROGH

DK



"A career in industry was perfect for me because of my interest in new opportunities that challenge and help me develop new skills. When searching for fellowship opportunities I was looking for a company that was motivated by patient outcomes, innovative and focused on my professional growth as well. I was quickly able to recognize these values with the Novo Nordisk Way. This is a great company to work for because of their unique culture. As a current multidisciplinary fellow I am working in Medical Affairs Strategy and Operations."

### Hemali Patel, Pharm.D.

Multidisciplinary Fellow | Philadelphia College of Pharmacy at the University of the Sciences





# market development & promotional education fellowship

one-year program

The Market Development and Promotional education (MD & PE) Postdoctoral Fellowship is a one-year, experiential program within Diabetes and Obesity Marketing. The MD & PE Team's vision is to ensure Novo Nordisk's leadership by optimizing promotional education and health care provider engagement while identifying and exploring future healthcare trends leading to improved patient care. This fellowship is intended to expose the Pharm.D. Fellow to the development of promotional education content and the design and execution of promotional education programs targeted to healthcare professionals.

Notable responsibilities of this team include:

- •Education Develop and optimize promotional content to maximize HCP education.
- •**Engagement** Interact with a diverse group of clinical and commercial stakeholders.
- •Management Manage promotional programs, contract HCP speakers, and ensure proper compliance and reporting.



# fellowship objectives

Fellows in this program will work closely with Medical Affairs, Marketing, Legal and Regulatory.

Fellows that participate in this program will:

- Engage in information-gathering activities such as advisory boards and publication surveillance to gain and apply insights to guide MD & HCPE, Brand strategy and tactical planning
- Learn the roles and responsibilities of Diabetes Marketing and Field Sales
- Develop and present a "Fellowship Research Project" poster at a professional conference during their time in the program

### fellowship experiences

While building the necessary skills to lead critical initiatives and cross-functional teams, the MD & HCPE Fellow will help drive the successful creation and implementation of promotional HCP education and engagement. Once a working knowledge of the regulations that govern the pharmaceutical industry is developed, the Fellow will collaborate with other groups in the organization to help with the strategic development of annual MD & HCPE plans, aligned with commercial brand strategies across the diabetes portfolio.



# perspective FROM CURRENT FELLOW

"Novo Nordisk is a leader in diabetes care and management across the globe. Being a part of a company with such a broad reach with its major focus on a condition that an increasing portion of the population is inflicted with is extremely rewarding because it gives me an opportunity to impact a large group of patients. As the market development and promotional education fellow, I am able to provide insights on market strategy and develop materials to educate health care providers on current and new therapies."

Market Development & Promotional Engagement Fellow | University of North Carolina at Chapel Hill Eshelman School of Pharmacy





# regulatory affairs advertising & promotion fellowship

one-year program

Regulatory Affairs is a team of professionals dedicated to providing regulatory expertise and leadership to expedite the development, filing, approval and introduction of new products, and to maintain marketed products in support of company goals. They direct negotiations and interactions with regulatory agencies, including the Food and Drug Administration (FDA), and develop strategies to achieve business goals while ensuring compliance to regulations.

As a part of Regulatory Affairs, the Promotional Review Group is responsible for providing strategic guidance on FDA regulations as they apply to advertising and promotional materials. The Promotional Review Group analyses and applies regulations, guidances, enforcement actions and advisory comments from the FDA Office of Prescription Drug Promotion (OPDP) to advertising and promotional materials for marketed and investigational pharmaceutical products, and submits the materials to the FDA as required.



# fellowship objectives

The Fellow will be a partner in cross-collaborative Promotional Review Board teams consisting of colleagues from Medical Affairs, Marketing, Legal, Marketing Operations and Product Safety. The goal is for the Fellow to become an independent regulatory reviewer on the review team, with the potential for interaction with FDA personnel regarding assigned projects as opportunities arise.

Fellows that participate in the program will:

- Gain expertise in and maintain up-to-date knowledge of laws, regulations and policies enforced by the FDA as they relate to the advertising and promotion of pharmaceuticals and devices
- Advise appropriate departments within the company of regulatory requirements
- Review draft and final advertising/promotional materials, ensuring full regulatory compliance of all promotions for all assigned products, including the submission of promotional materials to the FDA

### fellowship experiences

Fellows in the program will build necessary skills to help create compliant promotional and advertising materials for the company. As part of the program, individuals will gain experience in Regulatory Affairs Promotional Review, initially learning about internal processes, compliance with FDA regulations and submission of any required documents to regulatory agencies. As fundamentals are established, the Fellow will participate in Promotional Review Board meetings and the review of various types of promotional initiatives, including direct-to-consumer advertising, patient and health care provider brochures, sales training materials, etc.



# perspective FROM CURRENT FELLOW







# health economics & outcomes research fellowship

two-year program

Established in 2014, the Health Economics and Outcomes Research (HEOR) Fellowship is a two-year, experiential fellowship within Health Economics and Outcomes Research and Real World Data (HEOR-RWD) Analytics. The HEOR-RWD Analytics team's mission is to conduct high quality research to understand patient unmet needs, partner to create awareness and solutions for those needs, and demonstrate value of Novo Nordisk's products. Fellows in this program will gain valuable experience in developing product strategy, engaging with cross functional teams, leading research projects, coordinating/managing research vendors, and budget management.

Notable responsibilities of this team include:

- Evidence Generation Developing long term evidence generation plans, conducting real world evidence studies and pragmatic trials in collaboration with external stakeholders, and creating innovative ways of disseminating study results to our external customers.
- Real World Data Analytics Conducting studies to understand patient and health system challenges better, while also partnering with our key stakeholders to improve patient care.
- Communication tools and resources Creating more effective tools that our stakeholders can use in customer interactions and improving our collaboration with our field colleagues.



# fellowship objectives

The Fellow will work closely with all colleagues in the HEOR department.

Fellows that participate in the program will:

- Support HEOR product strategy and evidence generation planning process
- Work closely with researchers as a member of the research team on select research projects and interact with cross functional stakeholders
- Perform analysis using Real World Data to identify factors affecting use of medications in patients with Type 1 Diabetes, Type 2 Diabetes, or Obesity
- Present to the research review committee and gain study approval
- Be responsible for data dissemination for specific research projects includes external and internal stakeholders; and managing the publication planning process

### fellowship experiences

In the process of working with and assisting other HEOR staff, the fellow will build the skills necessary to lead critical initiatives and cross-functional teams. The fellow will also help drive the successful planning, execution, and dissemination of HEOR studies and programs.



# perspective FROM CURRENT FELLOW

"The moment I started at Novo Nordisk I felt like part of the team! Colleagues are highly dedicated to the growth and development of each fellow and provide strong mentorship, invaluable learning opportunities, and challenging projects. The Health Economics and Outcomes Research (HEOR) fellowship offers a unique and comprehensive experience with significant exposure to pharmaceutical commercial and medical/scientific areas. HEOR Fellows support product strategy and core evidence generation activities and engage with cross functional teams and internal/external stakeholders to demonstrate value."

HEOR Fellow | Tulane University School of Public Health and Tropical Medicine





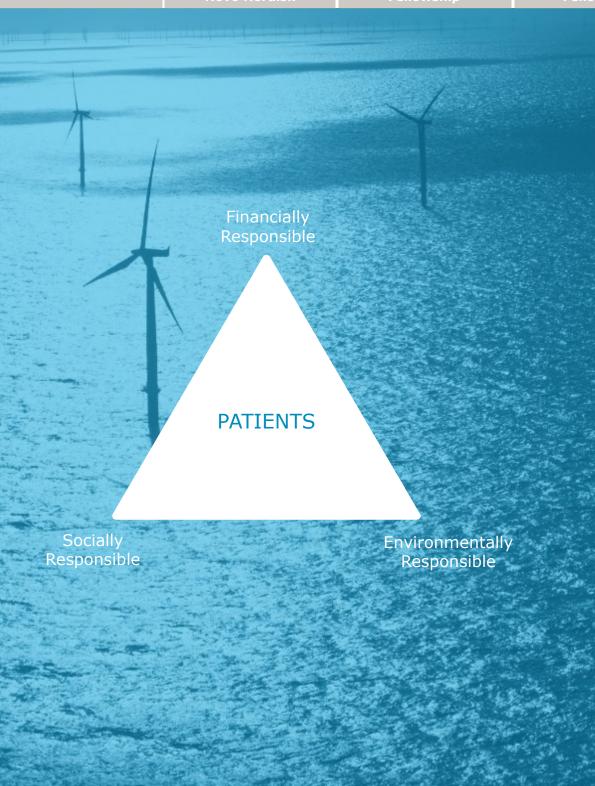
# our company culture

With a career at Novo Nordisk, you'll feel a difference right from the start. It's a sense of inspiration and mobility that comes from a shared belief in driving positive change for people, families and communities everywhere.

### Here, a job is never just a job.

You'll discover an inclusive environment that thrives on diversity of ideas and perspectives — one that will continually challenge you to live your values and achieve your professional goals.

Built on the work of past and present Novo Nordisk employees, our culture and company heritage have been developing since 1920. The way we do things is called the "Novo Nordisk Way." It includes our Vision and our commitment to the Triple Bottom Line helping us find the right balance between **compassion and competitiveness**.



# the triple bottom line

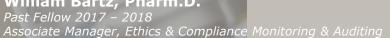
The Triple Bottom Line (TBL) is Novo Nordisk's way of doing business. We believe that a healthy economy, environment, and society are fundamental to long term business success. Therefore, we operate by taking social, financial, and environmental considerations into account when we make decisions. This ensures we manage our business sustainably and pursue solutions that are in the shared interests of the business and patients, and are in line with societal expectations.

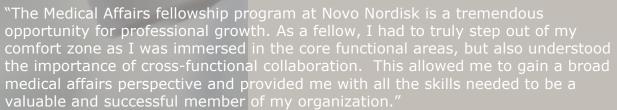
To demonstrate our commitment to TBL, Novo Nordisk is one of only four companies in the world who have incorporated our philosophy into our company bylaws. As a result, the three pillars of TBL – Social Impact, Environmental Responsibility, and Financial Performance inform everything we do and guide every decision we make.

Our commitment to create value through innovation is our greatest contribution to society. Nearly a century of innovation and leadership has led to the development of a comprehensive portfolio of protein-based products and delivery systems for type 1 and type 2 diabetes care, as well as in other therapeutic areas where we can make a difference.

# testimonials FROM PAST FELLOWS

"As the Market Development and HCP Engagement Fellow I had the opportunity to be part of a key product launch, lead multiple projects, and gain exposure to numerous functional areas. These experiences, along with the mentorship I received as a fellow, helped lay the groundwork for a successful career in the pharmaceutical





# Laura Sedita Alaimo, Pharm.D.

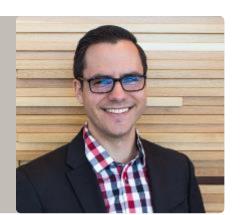




# testimonials FROM PAST FELLOWS

"The Multidisciplinary Pharm.D. Fellowship has provided me the opportunity to gain a broader understanding of multiple functional areas within the organization. My rotations in Independent Medical Education and Medical Information and Analytics have resulted in a solid foundation for a successful career in the pharmaceutical

Past Fellow 2016 - 2017 Manager, Medical Information Therapeutic Analytics



meaningful work from the very start of the program. The almost immediate integration into the organization provides fellows with the opportunity and exposure required for success in the industry."

**Andrew Schneider, Pharm.D.** Past Fellow 2016 - 2017 Manager, Market Access Value Communications



### testimonials FROM PAST FELLOWS

"The Novo Nordisk Fellowship is truly one-of-a-kind. The Medical Affairs program was very rigorous and challenging, but also highly gratifying to know that the work you did had a real business impact. The one thing I can say without a doubt is that the experiences I had and the people whom I encountered throughout the way have contributed tremendously in laying the groundwork for a successful future in the pharmaceutical industry."







# application information

The Fellows will begin their employment at Novo Nordisk at the beginning of July.

### **Eligibility Requirements**

- Doctor of Pharmacy (Pharm.D.) Graduate
- Master of Public Health (MPH) Graduate (HEOR Fellow only)
- U.S. Citizen or Lawful Permanent Resident

### **Application Process and Timelines**

- **IMPORTANT:** To be considered as an applicant, you must officially apply to the program online at **novonordisk-us.com** and, under the careers tab, click search and apply. For ease of identifying the job, please enter the keyword "Fellow"
- The online application process will only be open from October through December of this year
- Candidates who plan to attend the American Society of Health-System Pharmacists (ASHP) Midyear Clinical Meeting in December will need to complete an application on our careers site referenced above to be considered for an interview
- First-Round interviews will take place at the ASHP Midyear Clinical Meeting in Anaheim, CA in December 2018. Although attendance is not required, it is desired. If you are not able to attend in person, alternate and equitable interview modes may be available
- Invitations for on-site interviews at Novo Nordisk will be extended to select candidates in mid-December. Anticipated final selections will be made by early January
- \* NOTE: The HEOR Fellowship will not be hiring until 2019



# join our webinar sessions

We are pleased to offer potential candidates the opportunity to learn about the Novo Nordisk Industry Practice Fellowship Program!

Streamed live from the Novo Nordisk US headquarters in Plainsboro, NJ, our current program Fellows will give insight into the various Fellowship opportunities offered at Novo Nordisk. Following the session, participants will have the opportunity to ask questions.

We will be holding two webinar sessions: Monday, October 15<sup>th</sup>, 2018 and Tuesday, November 6<sup>th</sup>, 2018. Both sessions will be held from 8:00PM – 9:00PM EST.

#### Join the web session

Please click <a href="here">here</a> and follow the instructions listed below:

- Complete registration by entering your first and last name and email address
- You will receive a confirmation via email based on the information you provide
- On the day of the webinar, click the link to access the LIVE webinar or download the GoToWebinar app for your mobile device!
- NOTE: For best audio quality, it is recommended that you dial-in from a separate phone line

### **Questions?**

If you have any questions regarding the webinar or our Industry Practice Fellowship Program, please contact us at: <a href="mailto:NNIpharmdfellowship@novonordisk.com">NNIpharmdfellowship@novonordisk.com</a>.



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