Bristol-Myers Squibb

Together we can prevail.®

Bristol-Myers Squibb

Rutgers Pharmaceutical Industry Fellowships

20th ANNIVERSARY

RUTGERS

Institute for Pharmaceutical Industry Fellowships

2014–2015 Pharmaceutical Industry Fellowship Program

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LETTER FROM SENIOR LEADERSHIP

Dear Prospective Fellow,

On behalf of Bristol-Myers Squibb and the Ernest Mario School of Pharmacy, I would like to thank you for your interest in the Post-Doctoral Pharmaceutical Industry Fellowship Program.

It is truly an exciting time in the pharmaceutical industry. At Bristol-Myers Squibb, we are committed to helping further the development of highly motivated individuals with diverse backgrounds, unique experiences and a track record of achievement. For more than 10 years, we have been devoted to creating a best-in-class Fellowship program. Our program is a proven launching point for a rewarding and successful career in the industry.

I, along with all of my colleagues at Bristol-Myers Squibb, take great pride in the work we do every day to help patients prevail over serious diseases. Our innovative medicines help millions of people in their fight against cancer, cardiovascular disease, hepatitis, HIV/AIDS, rheumatoid arthritis and psychiatric disorders. We are truly focused on making a difference in the lives of patients around the world.

At Bristol-Myers Squibb, our reputation for social responsibility is as important as our reputation for innovative medicines. We hold ourselves to the highest standards of integrity, acting on our belief that “the priceless ingredient of every product is the integrity of its maker.”

I wish you the best of luck during the recruitment process, and I encourage you to strongly consider the numerous Fellowship opportunities available at Bristol-Myers Squibb.

Sincerely,
Murdo Gordon
President, U.S.

ABOUT BRISTOL-MYERS SQUIBB

Bristol-Myers Squibb is a global biopharmaceutical company committed to a single mission: to discover, develop and deliver innovative medicines that help patients prevail over serious disease. Around the world, our medicines help millions of people in their fight against cancers, cardiovascular diseases, hepatitis B, HIV/AIDS, rheumatoid arthritis, and psychiatric disorders.

OUR COMMITMENT

To our patients and customers, employees, global communities, shareholders, environment, and other stakeholders, we promise to act on our belief that the priceless ingredient of every product is the integrity of its maker. We operate with effective governance and high standards of ethical behavior. We seek transparency and dialogue with our stakeholders to improve our understanding of their needs. We take our commitment to economic, social and environmental sustainability seriously, and extend this expectation to our partners and suppliers.

OUR BIOPHARMA SUCCESS

At Bristol-Myers Squibb, we are passionate about science, passionate about innovation, and passionate about making a difference in the lives of patients. That is what makes us a BioPharma leader. Over the last few years, we have transformed our company into a Diversified Specialty BioPharma leader—the reach and resources of a major pharma company combined with the entrepreneurial spirit and agility of a successful biotech. A commitment to innovation is at the heart of our transformation. Innovation sparks the groundbreaking science of our laboratories, the state-of-the-art processes in our manufacturing plants, and our pioneering approach to product commercialization—every facet of our organization. The focus on innovation that defines our company also helps drive our growth. Our BioPharm strategy firmly rooted in a commitment to innovation, new ideas and continuously improving how we work and do business, positions us well for the future.

We are committed to the highest standards of ethics and integrity and to promoting conscientious citizenship that improves health and promotes sustainability in our communities. We are a leader in this area, too, ranking first overall on *Corporate Responsibility* magazine's 2014 list of Best Corporate Citizens.

OUR RESEARCH AND DEVELOPMENT STRATEGY

At Bristol-Myers Squibb, we're on the leading edge of science and technology to discover and develop new medicines. We invest significantly in Research and Development (R&D)—$3.7 billion in 2013—because our R&D organization is critical to our mission and drives our company's BioPharma success. We are recognized as having one of the most innovative and productive pipelines in the industry. Over the past decade, we have helped to bring to market 16 innovative medicines to treat diseases including cancer, serious mental illness, HIV/AIDS, hepatitis B, rheumatoid arthritis, solid organ transplant rejection, cardiovascular disease and hepatitis C.

Behind these innovative medicines are extraordinary teams. Each compound in development is backed by high-performing, multidisciplinary teams committed to helping people prevail over serious diseases. Drug development is time consuming, expensive and risky. On average, only one of every 10,000 compounds discovered by biopharmaceutical industry researchers goes on to become an approved medicine. To the people of R&D, that one success makes it all worthwhile. We are energized by our Mission. We measure our success by the difference we make in patients' lives.

OUR INNOVATIVE PIPELINE

Bristol-Myers Squibb focuses on discovering and developing innovative medicines that address serious disease in areas of significant unmet medical need. We concentrate our research efforts in four core therapeutic areas: Cardiovascular, Immunoscience, Oncology, and Virology.

BRISTOL-MYERS SQUIBB QUICK FACTS

Net sales of $16.4 billion in 2013

R&D investment of $3.7 billion in 2013

Approximately 70 compounds in active development

Nearly half of all compounds in development are biologics

Key Product Sales in 2013

- ABILIFY®, $2.3 billion
- SUSTIVA® franchise, $1.6 billion
- REYATAZ®, $1.6 billion
- BARACLUDE®, $1.5 billion
- ORENCIA®, $1.4 billion
- SPRYCEL®, $1.3 billion
- YERVOY®, $960 million

	MARKETED PRODUCT DEVELOPMENT[1]	FULL DEVELOPMENT[2]
ONCOLOGY	YERVOY® (ipilimumab) SPRYCEL® (dasatinib) ERBITUX® (cetuximab)	Nivolumab Elotuzumab Nivolumab + ipilimumab
VIROLOGY	BARACLUDE® (entecavir) REYATAZ® (atazanavir) SUSTIVA® (efavirenz) ATRIPLA® (efavirenz/emtricitabine/tenofovir disoproxil fumarate)* DAKLINZA® (daclatasvir) SUNVEPRA® (asunaprevir)	Daclatasvir/asunaprevir/BMS-791325
NEUROSCIENCE	ABILIFY® (aripiprazole)*	
IMMUNOLOGY	NULOJIX® (belatacept) ORENCIA® (abatacept)	Eldelumab
CARDIOVASCULAR	ELIQUIS® (apixaban)	
FIBROTIC DISEASE		LPA1 antagonist

[1]**Marketed Product Development** compounds have been approved in at least one major market and are among approved medicines that are under further study to determine the safety and efficacy of potential additional indications and formulations.

[2]**Full Development** compounds are investigational drugs that are in late-stage clinical development, or have been submitted to regulatory agencies for approval.

*Indicates brand names of products which are trademarks not owned by Bristol-Myers Squibb Company or its subsidiaries. *Abilify* is a trademark of Otsuka pharmaceutical Co. Ltd.; Atripla is a trademark of Bristol-Myers Squibb and Gilead Sciences, LLC.

Pipeline and Product information on this page is current as of August 2014.

This brochure is not intended to promote use of any Bristol-Myers Squibb medicines. For more information about these and other company products, please visit Bristol-Myers Squibb at www.bms.com.

RUTGERS COMPONENT

PROGRAM HISTORY

In 1984, at Rutgers, The State University of New Jersey, the Ernest Mario School of Pharmacy and two pharmaceutical companies began a collaborative pilot program to evaluate the potential contributions of clinically-trained pharmacists within a pharmaceutical industry practice setting. Following the successful pilot, the Rutgers Pharmaceutical Industry Fellowship (RPIF) Program grew significantly and expanded to include 17 companies within the pharmaceutical and biopharmaceutical industries and over 100 fellows annually.

In 2002, Dr. Ernest Mario generously provided an endowment to establish the *Institute for Pharmaceutical Industry Fellowships* to enhance and promote the role of pharmacists in industry through the RPIF Program. The Institute staff members:

- Provide leadership and administrative support;
- Promote quality, communication, and scholarly activity; and
- Arrange specialized fellowship training opportunities within the pharmaceutical and biopharmaceutical industries.

The RPIF Program has thrived under the leadership of the founder, Dr. Joseph A. Barone, Dean and Distinguished Professor of the Ernest Mario School of Pharmacy and Dr. Michael Toscani, Research Professor and the Fellowship Director for the Institute for Pharmaceutical Industry Fellowships.

More than 750 post-doctoral fellows have completed the RPIF Program, most of whom are pursuing influential and rewarding careers in the pharmaceutical and biopharmaceutical industries throughout the US and abroad. The RPIF Program has preceptors/mentors from industry who share their knowledge and experiences with the fellows through an intense but closely-guided training program. Assignments and projects are challenging, meaningful, and designed to enhance understanding of the pharmaceutical and biopharmaceutical industries and the fellow's functional area.

PROFESSIONAL DEVELOPMENT SERIES

All fellows gather at Rutgers once or twice monthly as a group to participate in the Professional Development Day (PDD) Series, an important component of their training that complements the hands-on experience provided at the partner companies. The PDDs are steered by a committee of fellows and are designed to enhance the fellows' presentation skills, promote connectivity and a sense of community among fellows from different companies and disciplines, develop new skill sets under the guidance of external trainers, and provide general knowledge about various aspects of drug development and issues facing the pharmaceutical and biopharmaceutical industries.

The fellows learn from each other through individual and group presentations and debates on topics and issues related to the pharmaceutical and biopharmaceutical industries. This dynamic forum provides an opportunity for open discussion and debate among fellows, Rutgers faculty, and company preceptors. In addition, outside experts provide training and professional development in a variety of areas (e.g., tools for corporate success; professional writing, presentations, meeting facilitation, negotiating, influencing, networking, and conflict resolution skills; giving and receiving feedback; and business and dining etiquette). Other PDD guest speakers include industry executives, patient advocacy groups, and successful RPIF Program alumni who share their insights and experiences. Importantly, PDDs provide an excellent opportunity for fellows to interact with each other and develop lasting personal friendships and a strong professional network of fellows, faculty, alumni, and other industry executives.

KEY PROGRAM FEATURES

The Rutgers Pharmaceutical Industry Fellowship Program **FOSTER**s the growth and development of future pharmaceutical and biopharmaceutical industry professionals through the following key program features:

F amily of Leading Companies–Partners include several of the top 17 global pharmaceutical and biopharmaceutical companies.

O utstanding Alumni Track Record–Over 750 alumni hold prominent positions at many leading companies.

S trong Network—Over 100 fellows each year develop valuable, lasting connections with each other, alumni, preceptors and faculty.

T he Pathway to Industry–Since 1984, the Rutgers program has been nationally recognized, trusted, and proven as the pathway to industry for pharmacists.

E nhanced Career Path–Increasingly challenging assignments build depth of experience and enhance the potential for an accelerated career path.

R igorous Academic Component–Rutgers affiliation provides academic and professional development opportunities.

Rutgers, The State University of New Jersey, with approximately 65,000 students in its three campuses, is one of the major state university systems in the United States. The New Jersey College of Pharmacy was founded in 1892 and was incorporated into the University in 1927. The Ernest Mario School of Pharmacy is the only state school of pharmacy in New Jersey, with approximately 1,400 students in its Doctor of Pharmacy program.

The Rutgers Ernest Mario School of Pharmacy is located on the University's main science and technology campus in Piscataway, New Jersey. Because of its close proximity to the nation's leading pharmaceutical and biopharmaceutical companies, the Ernest Mario School of Pharmacy and the RPIF Program are uniquely capable of providing fellows with exposure to the pharmaceutical and biopharmaceutical industries.

Joseph A. Barone, Pharm.D., F.C.C.P.
Dean and Distinguished Professor, Ernest Mario School of Pharmacy

Michael Toscani, Pharm.D.
Research Professor/Fellowship Director, Pharmaceutical Industry Fellowships

BRISTOL-MYERS SQUIBB COMPONENT

The Fellows will become an integral part of their respective teams and will be trained to manage a broad range of responsibilities, similar to those managed by current team members. This Fellowship program will necessitate interaction and teamwork with departments in all aspects of the corporation, such as Global Pharmacovigilance and Labeling, Sales, Medical Strategy, Marketing, Regulatory Services, Legal, Clinical Trials, Post-Marketing Clinical Research, and Health Care Channel Management. While at Bristol-Myers Squibb, the Fellows will participate in various teambuilding activities and attend leadership development lectures with senior management. Key Fellowship activities within Bristol-Myers Squibb include:

Mentorship Program

Participate in a mentorship program with senior management and Fellowship alumni to discuss career development, networking, organization structure, market/industry knowledge, etc.

Lunch and Learn Series

Attend lunch and learn series with senior management and executive sponsors to have interactive discussions.

Bristol-Myers Squibb Fellowship Committees

Lead and take part in the various Fellowship committees such as: Fellow Liaison, Recruitment, Media/Marketing, Awareness/ Community Outreach, Networking, End of Year Dinner, Bristol-Myers Squibb Professional Development Day, and PharmD Student Rotation committee.

ONE-YEAR FELLOWSHIPS

Khushbu Shah, Pharm.D.
First-Year Fellow
Philadelphia College of Pharmacy

MEDICAL INFORMATION:
CARDIOVASCULAR

The Medical Information department is responsible for providing medical and scientific data and information on all Bristol-Myers Squibb pharmaceutical products. During this 1-year program, the Fellow will learn the key functions of the Medical Information department by applying clinical pharmacy knowledge to ensure accurate communication of product information. As part of this program, the Fellow will gain numerous development opportunities by:

- Developing fair and scientifically balanced information to appropriately respond to unsolicited medical inquiries related to medical discoveries, clinical trials, and/or clinical practice
- Enhancing medical writing skills to maintain a comprehensive product response database, as well as a compendium of key product data for managed care, hospital, and Medicaid formulary committees
- Participating in the medical review of promotional and non-promotional materials with matrix team members (e.g., Marketing, Legal, and Regulatory)
- Interacting with Medical Science Liaisons to identify key product issues and unmet medical needs
- Representing Bristol-Myers Squibb in product medical information booths at national medical and professional conferences; improve verbal communication skills

Diane Javier, Pharm.D.
First-Year Fellow
University of Illinois College of Pharmacy

REGULATORY AFFAIRS:
ADVERTISING AND PROMOTION

The Promotion Integrity group at Bristol-Myers Squibb provides strategic regulatory guidance within the company on the Food and Drug Administration (FDA) advertising and promotion regulations to support good business practices. The regulatory advice is provided to the marketing organization to ensure the highest level of ethics and integrity in the promotion of Bristol-Myers Squibb products. The group collaborates with a variety of functions including Marketing, Medical Affairs, Legal, Global Labeling, Managed Markets, and Global Regulatory, Safety, and Biometrics. The Fellow will be assigned to a primary therapeutic area. Key activities and learnings will include:

- Gaining an understanding of and ensuring consistency between key federal regulations and Bristol-Myers Squibb policies
- Analyzing the impact of FDA Office of Prescription Drug Promotion (OPDP) enforcement actions and assessing the regulatory implication to commercial activities
- Assisting in the review of proposed promotional materials and programs created by Marketing, Sales, or Corporate Affairs and approving materials for submission to OPDP
- Collaborating with matrix team members to develop marketing campaigns that meet regulatory requirements as well as commercial objectives

TWO-YEAR FELLOWSHIPS

MEDICAL INFORMATION/MEDICAL SCIENCE LIAISON

The Medical Information (MI)/Medical Science Liaison (MSL) Fellowship position will provide a novel 2-year experience for individuals interested in developing core competencies in MI and MSL roles. Fellows will obtain product and therapeutic expertise in a therapeutic franchise to disseminate information through in-house and field-based interactions with medical professionals across healthcare sectors. Through daily activities and special projects individuals will develop an understanding of the business environment and associated federal, state, and corporate regulations; comprehend how medical professionals work in cross-functional teams; obtain project planning and leadership skills; learn how to conduct a business project; build mentoring skills.

MEDICAL INFORMATION:

- Critically analyze the medical literature to develop medical information content to respond to global medical inquiries
- Collaborate with cross-functional teams to innovate medical information service delivery through various channels
- Develop oral and written communications skills through presentation of research project results to both internal and external audiences

MEDICAL SCIENCE LIAISON:

- Support field medical alignment, access projects, clinical trial involvement, and special projects in support of MSL initiatives
- Develop MSL training materials and medical resources in collaboration with Medical Strategy
- Collaborate with home office and field matrix teams to assist in development and implementation of field medical priorities

Nicholas Bires, Pharm.D.
Second-Year Fellow
Temple University

Sonie Lama, Pharm.D.
First-Year Fellow
Campbell University College of Pharmacy

"As a Fellow at BMS, you receive full support from your preceptors to pursue experiences that will make you a more valuable team member and candidate for future roles."

Nicholas Bires, Pharm.D.

TWO-YEAR FELLOWSHIPS

MEDICAL INFORMATION/MEDICAL STRATEGY & PUBLICATIONS

Victoria Vazquez, Pharm.D.
Second-Year Fellow
Ernest Mario School of Pharmacy,
Rutgers University

Patrick Brooks, Pharm.D.
First-Year Fellow
University of Connecticut

This 2-year Fellowship provides an opportunity to experience three distinct, but complementary, functional areas within Medical Affairs. The successful candidate will be able to utilize a broad application of clinical and operational skills within a BioPharma environment. The Fellow will support key activities in the following areas:

MEDICAL INFORMATION:

- Develop scientifically accurate and fair-balanced medical responses to unsolicited medical information inquiries from health care professionals utilizing advanced medical information systems
- Participate in medical review of promotional and non-promotional materials in collaboration with Legal, Regulatory, and Marketing teams

MEDICAL STRATEGY:

- Participate in the US Medical matrix team to support strategic planning based on the unmet medical needs from the perspectives of patients, providers, and payers
- Support the execution of the Medical Strategy tactical plan by collaborating with the broader matrix team (Field Medical, Medical Information, Independent Medical Education, Sales, Marketing, Outcomes Research, Promotion Integrity, Legal, and Global Pharmacovigilance & Epidemiology)
- Provide strategic medical support for advisory board content and Medical Science Liaison resources and training

MEDICAL PUBLICATIONS:

- Lead the development & execution of comprehensive and globally aligned publication plans (e.g. manuscripts, abstracts, posters, oral presentations) to ensure clear scientific communication of Bristol-Myers Squibb data that informs medical practice
- Collaborate with authors and agencies to develop publications according to Good Publication Practices and identify opportunities for innovative publication practices

"My fellowship provides the indelible opportunity to work across functions within medical and truly understand their importance and impact on the entire organization."

Victoria Vazquez, Pharm.D.

TWO-YEAR FELLOWSHIPS

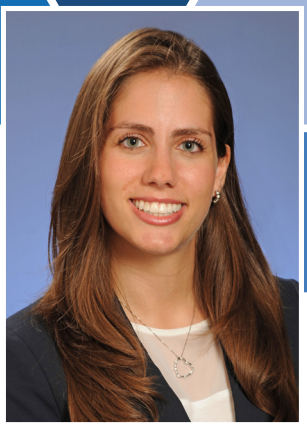
VIROLOGY MEDICAL

MEDICAL INFORMATION

- Develop and provide fair and scientifically balanced verbal and written responses regarding hepatitis C disease state and product information to unsolicited medical inquiries, while working within advanced information systems
- Participate in the medical review of promotional and non-promotional materials in collaboration with Legal, Regulatory, and Marketing teams
- Provide staffing support for Medical Information congress booths to address unsolicited medical inquires
- Analyze medical inquiry trends and insights related to specific virology products
- Delivering medical information training for field medical and sales representatives

MEDICAL STRATEGY

- Develop and execute tactics supporting Virology brands in close collaboration with the Field Medical and Commercial teams, including advisory board content, scientific conference coverage, Medical Science Liaison (MSL) resources and training, and strategic review of marketing materials
- Drive the Bristol-Myers Squibb Fellows Research Training Program to support new investigators (MD and Allied Healthcare professionals) in clinical research by coordinating the application and internal review process
- Assist in the development and implementation of strategic post-marketing and investigator initiated clinical trials with a focus on publication support
- Participate in a longitudinal HIV clinical component focusing on direct patient care to develop clinical skills in an outpatient setting



Tracey Cannova, Pharm.D.
Second-Year Fellow
St. John's University

Nikolas Borodin, Pharm.D.
First-Year Fellow
Philadelphia College of Pharmacy

"The Virology Medical Fellowship gives me great perspective into the industry because I am able to work across multiple medical departments and see how they fit together to best serve the patient. "

Tracey Cannova, Pharm.D.

TWO-YEAR FELLOWSHIPS

CARDIOVASCULAR MEDICAL STRATEGY/ FIELD MEDICAL

David Dalton, Pharm.D.
First-Year Fellow
Ernest Mario School of Pharmacy,
Rutgers University

This 2-year Fellowship provides a unique opportunity to develop experiences in a strategic in-house and field medical experience. The Fellow will acquire cardiovascular disease state knowledge and master data regarding the cardiovascular product portfolio and corresponding competitors. In addition, the Fellow will work on high priority project work streams and initiatives aligned with the Medical Plan to deliver impactful HCP interactions. The Fellow will develop leadership and communication skills through collaboration across the US Medical matrix teams and other key partners. Key activities and learnings will include:

MEDICAL STRATEGY:

- Participating in the US Medical matrix team to support strategic planning based on the unmet medical needs from the perspectives of patients, providers, and payers
- Supporting the execution of the Medical Strategy tactical plan by working across matrix teams (Marketing, Field Medical, Independent Medical Education, Advocacy, Clinical Development, Legal and Regulatory) as well as with alliance partners
- Assisting with the review of Investigator-Sponsored Research and Independent Medical Education proposals
- Developing medical training materials for sales representatives and deliver medical presentations at sales training sessions
- Leading the execution of National and International Congress planning activities to help shape the Medical Plan

FIELD MEDICAL:

- Supporting field medical alignment, access projects, clinical trial involvement, and special projects in support of MSL initiatives
- Assessing/identifing gaps in MSL resources and collaborate with medical strategy on the development of MSL scientific resources
- Collaborating with medical strategy and field matrix teams to assist in development and implementation of field medical priorities
- Facilitating discussion and identification of insights from the field and various matrix teams to determine unmet medical needs and competitive intelligence insights
- Engaging thought leaders in scientific discussions during field-based activities with CV MSLs

TWO-YEAR FELLOWSHIPS

ONCOLOGY MEDICAL:
MEDICAL INFORMATION/CLINICAL TRIAL OPERATIONS/ MEDICAL SCIENCE LIAISON

This 2-year Fellowship provides an opportunity to develop an understanding of the functional areas of Medical Information, Clinical Trial Operations, and Medical Science Liaison (MSL). Fellows will acquire disease state knowledge and master data regarding Bristol-Myers Squibb and competitor oncology product portfolios. Fellows will also collaborate and network with cross-functional teams from multiple brands (e.g. Legal/Regulatory, Marketing, and Home Office Medical). Fellows have the opportunity to gain enhanced experiences through elective rotations in other departments and leadership of special projects.

MEDICAL INFORMATION:

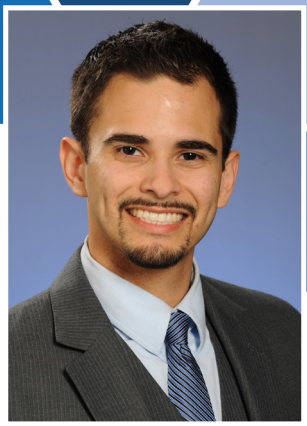
- Function as a medical information specialist by applying clinical pharmacy knowledge to ensure accurate communication of Bristol-Myers Squibb product information
- Enhance medical writing skills by developing fair and scientifically-balanced responses to medical inquiries and participate in medical review of promotional and non-promotional materials

CLINICAL TRIAL OPERATIONS:

- Function as a Clinical Trial Manager of Investigator-Sponsored Research (ISR) across study venues (Academic, Networks, Cooperative Practices), from study development (i.e. protocol/ regulatory/budget/contract/drug supply) through study closure (i.e. publication/ study report)
- Collaborate and interact with various brand medical and matrix team members, including MSLs during trial management and interfacing with investigators on an ongoing basis

MEDICAL SCIENCE LIAISON:

- Participate in weekly virtual meetings (regional calls, journal clubs, national meetings) and shadow MSLs on a monthly basis while interacting with Thought Leaders and Healthcare Professionals
- Work directly on headquarter based field medical projects during a two month rotation, and attend 1-2 key Bristol-Myers Squibb meetings (i.e. National Oncology Meetings, Medical Congresses, Continuing Medical Education, and MSL training) during the 2-year Fellowship



William Jackson, Pharm.D.
Second-Year Fellow
Purdue University

Kelsy Snyder, Pharm.D.
First-Year Fellow
Bouve College of Pharmacy

"One of the best things about my Fellowship is that it rotates through three different departments within the oncology medical organization, and I am able to see all three roles fit together and how critical each is to the organization"

William Jackson, Pharm.D.

ONCOLOGY MEDICAL:
WORLDWIDE MEDICAL/US MEDICAL STRATEGY

Stuart Rhodes, Pharm.D.
Second-Year Fellow
Duquesne University

Anthony Lee, Pharm.D.
First-Year Fellow
University of California, San Francisco

This 2-year Fellowship provides a unique opportunity to support the development and execution of Worldwide and US Oncology Medical Strategy. During the first year in Worldwide Medical Strategy, the Fellow will focus on developing and implementing the worldwide strategy of anticipated launches in various indications.The second year in US Medical Strategy, the focus will be on developing and implementing the US strategy for approved and/or upcoming indications.The Fellow will gain exposure and develop leadership skills by supporting and leading medical initiatives in collaboration with the Worldwide and US cross functional matrix teams (i.e., Medical Information, Field Medical, Publication Management, Health Outcomes & Research, Clinical Research, Clinical Operations, Regulatory, Marketing, and Access).

WORLDWIDE MEDICAL:

- Work on a cross functional, multi-regional (i.e., US, EU, Asia-Pacific) Worldwide Medical team providing input into the strategic planning of the life cycle management of the Immuno-Oncology franchise and implementation/execution of medical deliverables (i.e., internal training materials, medical publications, and congress resources)
- Understand and contribute to the Medical Publication Plan by collaborating with the team responsible for identification of data gaps and development of medical publications (i.e., congress abstracts, posters, review articles, primary manuscripts, and secondary manuscripts)
- Engage with external Thought Leaders in scientific exchange via advisory boards, investigator meetings, publication discussions, and congresses

US MEDICAL STRATEGY:

- Work on a cross-functional regional medical team providing input into strategic planning of regional medical objectives and activities, including development and execution of regional launch and life cycle plans and key medical deliverables (i.e., Medical Science Liaison [MSL] resources, publications, congress resources)
- Understand the roles and responsibilities on a US regional medical team (i.e., Medical Information, MSLs, Clinical Operations)
- Engage with Thought Leaders in scientific exchange via advisory boards, publication discussions, and congresses

"The most rewarding aspect of my fellowship is having the opportunity to work with a cross-functional team to bring innovative medicines to patients fighting cancer."

Stuart Rhodes, Pharm.D.

WORLDWIDE MEDICAL CONTENT/ HOME OFFICE MEDICAL

This 2-year Fellowship provides an opportunity to experience the role of medical content from both a Global and U.S. perspective.

WORLDWIDE MEDICAL CONTENT:

- Gain direct, hands on experience with the development, execution, and strategic alignment of global medical communications and content, primarily for customer facing activities
- Work closely with the oncology medical team and assist in the development of oncology communications and delivery of educational content
- Transfer knowledge and share learnings across functional areas and leverage medical information content and educational platforms across global markets
- Develop project management skills through interactions with internal and external stakeholders and agencies supporting core global medical content development

HOME OFFICE MEDICAL:

- Gain experience in the development of region-specific medical communications for the oncology portfolio and in the execution of the strategic medical plan for the oncology portfolio
- Ensure successful execution of key medical activities to support the oncology portfolio in the U.S. market, potentially including development of oncology strategic medical plan, field medical resources, and planning advisory boards
- Interact with colleagues in health economics outcomes research, field medical services, marketing, medical information services, and clinical development, as a member of the US medical matrix team
- Gain exposure to a wide network of collaborators and customers within the Global Medical organization and external scientists, clinical investigators, and other external stakeholders as needed

Kristina Bundra, Pharm.D.
First-Year Fellow
MCPHS University

"The most rewarding part of my fellowship is having the opportunity to work in a diverse, cross-functional environment, giving me a deep understanding of how the different roles work together to provide innovative medicines to the patients that need them."

Emily Prince, Pharm.D.

TWO-YEAR FELLOWSHIPS

ONCOLOGY MARKETING

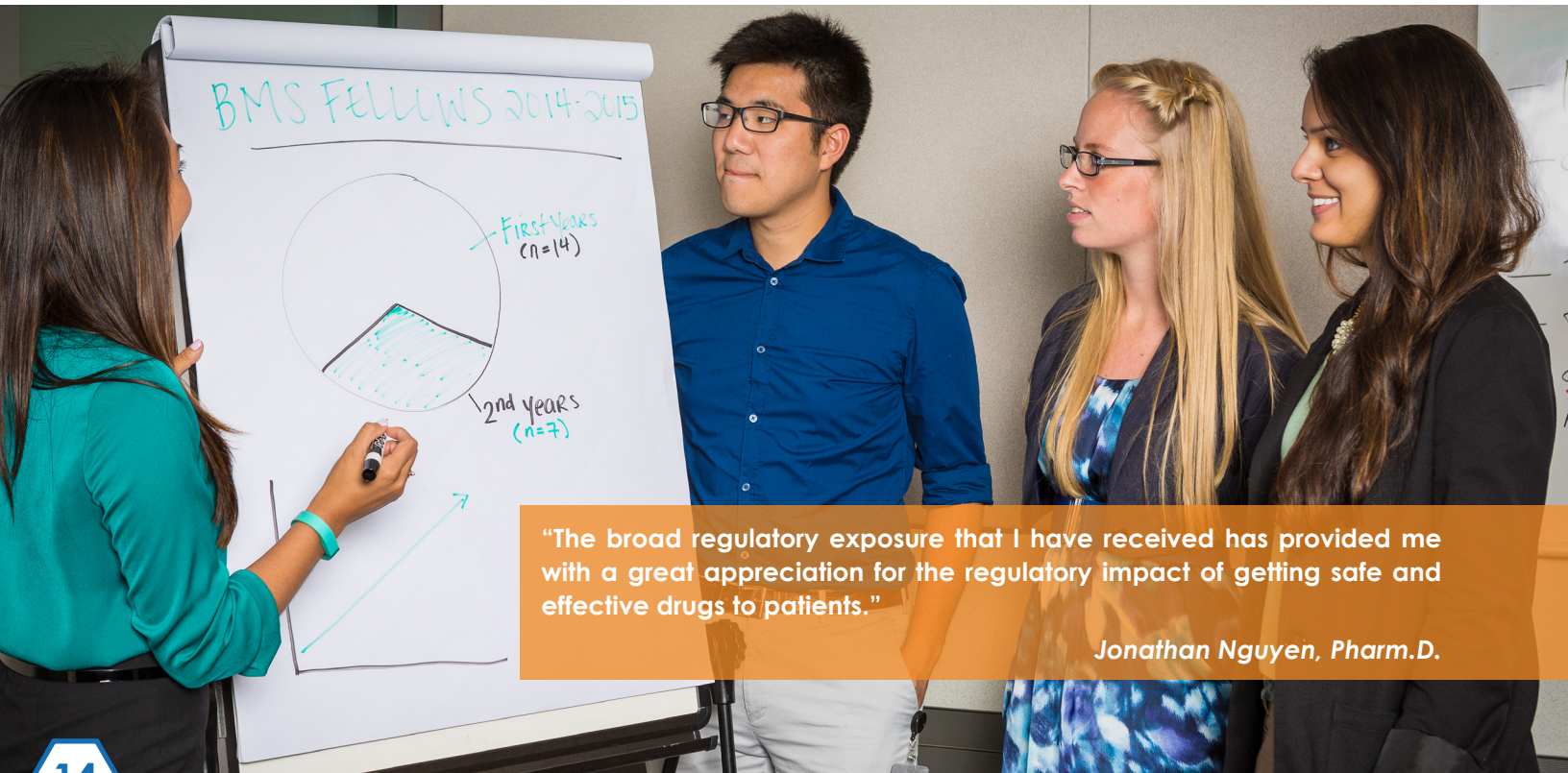
This 2 year fellowship uniquely offers the opportunity to join a growing and dynamic oncology organization that has a strong heritage and continues to be at the forefront of bringing new and innovative cancer therapies to the market, such as immunotherapies in multiple tumor types. Within the 2 year fellowship program, you will have the opportunity to gain hands on experience working within two critical fields of marketing: Professional – focus on the Health Care Professional, and Payer – focus on market access . Within these two areas, the Fellow will collaborate with many different functional across the organization while gaining a strong understanding of pharmaceutical marketing and building core marketing skills.

PROFESSIONAL MARKETING

- Support execution of oncology marketing plans focused on healthcare professionals
- Integrate market research learnings and competitive insights to help shape brand planning and execution
- Help to identify and address potential opportunities and challenges in the market by leveraging clinical insights to create impactful professional marketing plans to contribute to brand performance.
- Manage agency partners and facilitate review of materials through the promotional review process in collaboration with medical, regulatory, and legal

PAYER MARKETING

- Collaborate with cross-functional team to ensure patient access to BMS oncology products
- Interact with medical strategy, health economics and outcomes research, and market research to develop payer value proposition
- Develop promotional materials to communicate the value of our products to managed care organizations and train field-based account executives on appropriate delivery
- Evaluate business impact of payer management trends, emerging access influencers, and evolving treatment landscape



"The broad regulatory exposure that I have received has provided me with a great appreciation for the regulatory impact of getting safe and effective drugs to patients."

Jonathan Nguyen, Pharm.D.

TWO-YEAR FELLOWSHIPS

GLOBAL REGULATORY SAFETY AND BIOMETRICS

This 2-year Fellowship provides the opportunity to gain a broad understanding of Global Regulatory Safety and Biometrics and its role in the drug development process. The Fellow will be exposed to different products across therapeutic areas at various stages of development and learn differences and commonalities of key Regulatory Agencies such as FDA and EMA. An optional rotation in Global Pharmacovigilance & Epidemiology, Chemical, Manufacturing & Controls, Global Labeling Operations, Global Dossier Management, Scientific Writing or Global Biometrics will allow more in-depth experience in one of these areas. During this program, the Fellow will:

- Participate in the development of global regulatory strategies supporting development, approval, and maintenance of drugs and biologics
- Contribute to identification and assessment of regulatory risks and their mitigation
- Participate in planning and preparing Health Authority interactions and assessing impact of HA feedback on an asset's development plan
- Contribute to responses to Health Authority Inquiries
- Draft submission documents
- Work with matrix team members (R&D and Non-R&D) to identify solutions that meet regulatory requirements as well as commercial objectives
- Work with US Policy team on reviewing special topics

Jonathan Nguyen, Pharm.D.
Second-Year Fellow
Loma Linda School of Pharmacy

HEALTH ECONOMICS AND OUTCOMES RESEARCH

The US Health Economics and Outcomes Research (HEOR) group ensures access to BMS medicines through strategy development and the execution of economic and comparative effectiveness evidence. As the healthcare system and government focus on cutting costs and improving outcomes, HEOR data has become highly sought after by payers and other decision makers to help demonstrate the value of medications. The Fellow will have the opportunity to become proficient in generating HEOR data, documenting the value of BMS products and communicating this to various healthcare stakeholders. The Fellow's training will also be supplemented with coursework from Rutgers University. This Fellowship will prepare talented and qualified individuals with a strong interest in pursuing HEOR careers in the biopharmaceutical industry. During this program, the Fellow will:

- Gain a diverse experience with the methods and practices of health economics and outcomes research
- Contribute to the generation of HEOR scientific value evidence used by healthcare decision makers
- Lead projects that will be used to communicate real-world data with internal and external stakeholders
- Collaborate with matrix teams to ensure understanding of HEOR studies that further the brand strategy
- Learn how HEOR contributes to and is impacted by the wider healthcare quality, performance measure, and health policy environment in the US

Prianka Singh, Pharm.D.
First-Year Fellow
Ernest Mario School of Pharmacy,
Rutgers University

TWO-YEAR FELLOWSHIPS

STRATEGIC ANALYTICS & BUSINESS INTELLIGENCE

Robert Klepacki, Pharm.D.
First-Year Fellow
Temple University

The R&D Strategy and Analytics group (RDSA) in the BMS Research and Development organization and the BMS Worldwide Business Intelligence group (WWBI) in the BMS Commercial organization are offering a joint two-year Strategic Analytics and Intelligence Fellowship.

RDSA uses clinical, scientific, business and commercial expertise to assess and analyze performance that enables strategy development and decision making. WWBI supports portfolio optimization and pipeline delivery through competitive analysis focused on prioritized areas in the commercial space. Year 1 of the fellowship will be in RDSA, with a transition to WWBI in Year 2. As a key member of each team, the Fellow will

- Develop assessments and analyses in support of strategy development or strategic decisions in the R&D and Commercial organizations
- Assist with industry- and company-level performance assessments that address near-term operational and strategic issues
- Support competitive intelligence projects that address key business questions at the brand level
- Engage in ongoing monitoring of competitor pipelines and customer activities
- Participate in competitive, technical and market analyses to support teams evaluating licensing opportunities
- Have opportunities for significant exposure to senior management and organizational impact

Each Fellow will develop an understanding of the workings of R&D and Commercial processes, as well as key performance trends and competitive issues faced by a major biopharmaceutical organization.

TWO-YEAR FELLOWSHIPS

GLOBAL PHARMACOVIGILANCE & EPIDEMIOLOGY

This 2-year fellowship provides the opportunity to gain a broad understanding of Global Pharmacovigilance and Epidemiology (GPVE) and its role in patient safety throughout a product's lifecycle. The Fellow will have hands on experience in different functional areas within the department to understand the multifaceted science of pharmacovigilance. He/She will also have opportunities to collaborate with other departments within the company. Along with hands on experience within GPVE, a rotation in USA Risk Evaluation and Mitigation Strategy will enhance the knowledge and experience in risk management including risk minimization techniques. The Fellow may also opt to rotate outside of GPVE in areas such as Global Regulatory, Chemical, Manufacturing & Controls or Global Labeling Operations to provide a more in-depth experience in one of these areas.

During this program, the Fellow will:

- Understand global pharmacovigilance reporting requirements for both individual case safety reports and aggregate reports for pre and post marketed products
- Develop the ability to think strategically with a global pharmacovigilance and regulatory perspective while complying with health authority regulations and guidelines
- Connect a with colleagues in regulatory affairs, global labeling, medical affairs, and clinical development to interpret safety data to perform benefit risk assessments
- Enhance his or her ability to critically evaluate and apply his or her pharmacotherapeutic knowledge to present safety data in a clear and concise manner while using medical writing skills in regulatory documents and presentation skills during surveillance team meetings
- Participate in planning and preparing strategic regulatory aggregate reports (eg. Risk Management Plan, Periodic Benefit-Risk Evaluation Report, Product Label Updates) and evaluate health authority feedback
- Practice safety surveillance and signal detection for products across therapeutic areas

NON-RECRUITING FELLOWSHIPS

POLICY AND ADVOCACY

Stefanie Wiegand, Pharm.D.
First-Year Fellow
University of Buffalo School of Pharmacy

The Policy and Advocacy Fellowship provides opportunities to work within both US Policy and Oncology Advocacy. During this time of healthcare reform implementation, the Fellow will develop a deep understanding of how healthcare policies are developed and implemented within the US, and how they impact patients, payers, Bristol-Myers Squibb and the pharmaceutical industry. The Fellow will interact and develop relationships with health care professionals, patients, policy and quality organizations and evaluate opportunities that are unique to establishing strategic alliances. In addition, the Fellow will be responsible for researching public policy issues relating to oncology and other therapeutic areas and helping to develop relevant company positions.

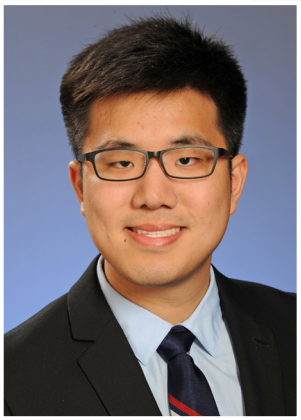
POLICY:

- Evaluate State & Federal Health Care Reform implementation proposals and develop public policy analysis to help support policy position development
- Support participation in the public comment process through pharmaceutical industry trade organizations on relevant public policy issues affecting patient access to innovative medicines.
- Develop an appreciation and understanding of how public policy issues impact the biopharmaceutical industry and healthcare delivery system

ADVOCACY:

- Develop, execute, and monitor strategic national and state advocacy plans
- Collaborate across matrix teams to develop and execute advocacy initiatives, including market access, payer marketing, medical strategy, and commercial teams
- Support market access field teams through tool development and national advocacy support

WORLDWIDE EPIDEMIOLOGY FORECASTING



Patrick Liu, Pharm.D.
First-Year Fellow
Ernest Mario School of Pharmacy,
Rutgers University

The 2-year Worldwide Epidemiology Fellowship offers an opportunity to contribute to key strategic drug development decision-making. The Fellow will synthesize epidemiology data into relevant descriptive and predictive patient analytics for prioritized market forecasts used by senior leaders to make strategic decisions. The Fellow will garner leadership and communication skills through engagements with Market Research, Market Access, Marketing leads and regional colleagues. The Fellow will gain an array of development opportunities by:

- Conducting searches of epidemiology literature and conduct real world data studies
- Populating and calibrate natural history and patterns of care models to provide 25-year patient forecasts for multiple geographies
- Supporting the creation of forecasts that inform decisions at key points in an assets life cycle
- Aligning global and regional cross-functional teams around project results
- Contributing to annual processes including strategic planning process, R&D budget process and regional 3-year budget process

NON-RECRUITING FELLOWSHIPS

INDEPENDENT MEDICAL EDUCATION

The Independent Medical Education (IME) Group provides funding to academic institutions and third-party medical education providers to develop Continuing Medical Education (CME) activities for health care professionals within the Bristol-Myers Squibb areas of focus.This unique 1-year Fellowship introduces the Fellow to the highly regulated environment of CME and role of the pharmaceutical industry in IME.The Fellow's primary responsibilities will allow them to:

- Develop an understanding of the internal and external Regulatory and Legal environments that impact Medical Education activities
- Create and lead the IME educational needs assessment for designated disease area(s) of focus (strategy development)
- Participate in key projects to communicate the value of IME and evolving innovative approaches to medical education
- Perform medical review and analysis of IME grant proposals and provide recommendations to Grant Review Committees
- Acquire therapeutic expertise in disease area(s) of focus

Sharone Aragon, Pharm.D.
First-Year Fellow
Arnold & Marie Schwartz
College of Pharmacy

WORLDWIDE MEDICAL, CARDIOVASCULAR

This distinctive 2-year Fellowship provides an opportunity to experience the role of medical strategy from a global perspective. The Fellow will gain direct, hands-on experience working with both internal and external stakeholders in the development and execution of scientific communications and development of key medical strategies for branded products, including post-marketing trial planning, publication planning, and execution of the communication platform. The Fellowship will provide a broad foundation for a career in the pharmaceutical industry with an emphasis on the roles, responsibilities, and deliverables for scientific communications and medical strategy.

- Establish a strong scientific foundation for marketed products and work with the global cross-functional matrix team, including health economics and outcomes research, commercial, market research, and market access, to ensure deliverables are aligned with the global medical plan and on strategy
- Actively participate in the Global Medical matrix team activities and liaise with regional and country Medical teams on activities including global launch planning, publication planning, and investigator sponsored research
- Liaise with cross-functional matrix teams actively participate in commercial assessment of new opportunities, and plan new clinical trials for marketed products

Emily Prince, Pharm.D.
Second-Year Fellow
The Ohio State University

FELLOWSHIP ALUMNI WITH BRISTOL-MYERS SQUIBB

ADVOCACY & POLICY

Latika Pandey	Associate Director, Oncology
Justin Balint	Manager, US Oncology

BUSINESS DEVELOPMENT

Matt Bunn	Associate Director, Business Development

FIELD MEDICAL

Amit Duggal	Executive MSL, Virology
Dipak Mistry	Sr. MSL, Oncology
Nabomita (Hore)Thomas	Sr. MSL, Oncology
Mark Angeles	Manager, CV
Stephen Esker	Sr. MSL, Virology
Rozina Fischer	Sr. MSL, Virology
Katherine (Heck) Sprague	MSL, CV

HEALTH ECONOMICS AND OUTCOMES RESEARCH

Tony Okoro	Manager, Oncology
Amy Stanford	Consultant, Oncology

HOME OFFICE MEDICAL (MEDICAL STRATEGY)

Kaleen Barbary	Associate Director, CV
Jully Kim	Associate Director, CV
Nanrita Nandra	Associate Director, Oncology
Catherine Fanego	Manager, Oncology
Kimberly Kaminski	Manager, Immuno-Oncology
Thomas Lehman	Manager, Immunoscience
Corey Ritchings	Manager, Virology
Amanda Scofield	Associate Director, Oncology

INDEPENDENT MEDICAL EDUCATION

Laura (Bradshaw) Williams	Manager, IME Oncology

MARKETING

Samuel Sukoneck	Director, MCM Partner
Arpan Shah	Associate Director, Commercial Oncology
Brent Pfeiffenberger	Worldwide Commercial Lead, Oncology
Carissa Drannbauer	Associate Director, Immuno-Oncology, Marketing
Christine Ghobrial	Product Manager, Payer Marketing Oncology
Michael Guskey	Product Manager, Virology
Zachary Cain	Product Manager, Payer Marketing Oncology
Bernard Lee	Associate Director, Market Research Insights

MARKET ACCESS

Jaclyn Rosenbaum	Manager, Reimbursement Strategy and Services
Sue Yueh	Manager, Global Access Insights

MEDICAL INFORMATION

Priya (Maheshwari) Darouian	Associate Director, Operations & Innovation
Lisa Patel	Manager, Oncology
Ivona Golczewska	Manager, Immunoscience
Boas Park	Manager, Oncology

PROMOTION INTEGRITY

Elsa Pan	Associate Director, Oncology
Yen Krystal Miao	Associate Director, Virology
Sheena Patel	Associate Director, Oncology
Christine Novak	Manager, Oncology
Sagar Shah	Manager, Oncology

REGULATORY AFFAIRS

Sekayi Mushonga	Director, US Regulatory Liaison
Ashley Pereira	Director, GRS US Liaison
Ralu Vlad	Director, USL Oncology

SALES & SALES SUPPORT

Ashwini Deshpande	DBM, Oncology

WORLDWIDE CLINICAL RESEARCH

Alex Azrilevich	Study Director, Oncology

WORLDWIDE MEDICAL

Melissa Harris	Medical Lead, HCV
Samantha Gothelf	Executive Director, Medical Publications
Carol Davis-Shiloh	Director, Global Publication Lead, Oncology
Kim (Nguyen) Tran	Director, Global Publication Lead, Virology
Irene Sheng	Associate Director, WWMC

2014-2015 PRECEPTORS

BACK ROW:
Lina Morton, Corey Ritchings, William Petkun, Matt Lupo, Arlene Santhouse, Wayne Sichel, John Damonti, Eileen Emison, Mark Peters, Jonathan Fay

FRONT ROW:
Michelle Coda, Marcy Kravet, Irene Sheng, Ivona Golczewska, Lisa Patel, Ruth Kim, Ann Crow, Ilknur Acarlar, Karen Cohen, Dale Kummerle

NOT PICTURED:
Bjorn Bolinder, Amanda Bruno, Christine Bui, Michelle Dawson, Flavia Diettrich, Lynn Eagle, Mark Hansen, Allison Hunt, Zina Konyukhov, Lisa Marubio, Mary Moore, Constance Pfeiffer, Isolde Puschmann, Monil Shah, Louise Shennard

FELLOWSHIP INSIGHTS

EXECUTIVE SPONSOR SPOTLIGHT

PATRICK REILLY

Vice President, Worldwide Medical Information

Bristol-Myers Squibb is a great company for pharmacists entering the pharmaceutical industry. During my tenure at Bristol-Myers Squibb, I have personally witnessed the value of their unique skill set, training, and experience that enables them to excel and rise to important management and leadership roles. The diversity and cohesiveness of our Pharm.D. program and our pharmacy community at Bristol-Myers Squibb provides an exceptional experience of seeing, doing, and teaching, which readily prepares our Fellows/Residents for future opportunities to succeed in both the Medical and Commercial organizations. As a leader at Bristol-Myers Squibb, I appreciate the importance of growing and engaging talent within Bristol-Myers Squibb to fulfill our mission to help patients prevail over serious diseases. Clearly the Rutgers' Pharm.D. Fellowship is an important part of our talent strategy and key to building and cultivating an innovative culture at Bristol-Myers Squibb.

ALUMNI SPOTLIGHTS

STEPHEN ESKER, PHARM.D.

Sr Medical Science Liaison, Virology
Fellowship Year 2008-2009

With every new opportunity I am presented with as a health care professional in the pharmaceutical industry, I'm reminded that I truly made the right decision to pursue a Fellowship with the Virology Medical group at Bristol-Myers Squibb. Whether it was working on important late-phase HIV clinical trials to research our best-in-class medicines, or developing my understanding of the FDA approval process, my Fellowship training was more than I could have ever asked for. Now after spending two additional years within the Virology Medical group in-house, I'm currently working as an HIV Medical Science Liaison (MSL) based out of Manhattan. While there's no telling what I'll be doing in 5…10…even 15 years down the road, I'll always be proud to say that my roots and my training are from the good people at Bristol-Myers Squibb.

PRIYA DAROUIAN, PHARM.D.

Associate Director, Medical Information Operations & Innovation
Fellowship Year 2003-2004

The Bristol-Myers Squibb Fellowship program has provided me with a solid foundation in Medical Information. The experiences I gained as a Fellow prepared me for a successful career in the pharmaceutical industry and in my current role. As a Fellow, I was an integral part of my team and was afforded various opportunities. My preceptors and mentors were truly invested in my career growth and development. The experiences and friendships I have gained throughout my Fellowship and current role are invaluable and will last me a lifetime. The program provides you with the necessary tools and opportunities you need to lead you on a path towards a rewarding career.

CAROL DAVIS-SHILOH, PHARM.D.

Director, Medical Publication Lead, Oncology
Fellowship Year 2005-2006

The Rutgers/Bristol-Myers Squibb Fellowship Program has maintained a long-standing history of success, largely due to the many dedicated colleagues who ensure the Fellows are provided the right opportunities to develop and strengthen skills essential to a rewarding career in the pharmaceutical industry. As a Fellow, I was instantly impressed by the collaborative culture and the desire for me to become an integral member of the Team. There was exposure to a broad range of learnings, including therapeutic expertise, business strategy & operations, and emotional intelligence. Nine years later, I continue to leverage the relationships and insights from my Fellowship…and that is the best testament of the invaluable experience I gained at Bristol-Myers Squibb!

RUTGERS
Institute for Pharmaceutical Industry Fellowships

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APPLICATION PROCESS AND ELIGIBILITY REQUIREMENTS

Fellows for the Rutgers Pharmaceutical Industry Fellowship Program are selected on a nationally-competitive basis. Candidates must have completed a Doctor of Pharmacy degree from an ACPE accredited institution before July 1 of the Fellowship term.

Participation in the ASHP Midyear Clinical Meeting/PPS is strongly encouraged. Interested individuals are invited to electronically submit a letter of intent, curriculum vitae, and three letters of recommendation to: ifellows@pharmacy.rutgers.edu

Application materials may be submitted as early as November 15, and applicants are encouraged to submit as many of the required materials as possible by December 15. All applicants should also electronically complete a Program Interest Form at: http://pharmafellows.rutgers.edu

PLEASE ADDRESS ALL CORRESPONDENCE TO:

Joseph A. Barone, Pharm.D., F.C.C.P.
Dean and Distinguished Professor
Ernest Mario School of Pharmacy
Rutgers, The State University of New Jersey
160 Frelinghuysen Road
Piscataway, NJ 08854-8020
ifellows@pharmacy.rutgers.edu

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2014–2015 Pharmaceutical Industry Fellowship Program

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