# 2017-2018 SANOFI FELLOWS

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**Rutgers University**

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**SANOFI**

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SANOFI AT A GLANCE

OUR HERITAGE
A long tradition in health

RANKING
One of the world’s largest pharmaceutical groups. Present in 100 countries.

WORK FORCE
More than 110,000 employees worldwide

OUR STRATEGY
Deliver sustainable long-term growth

SANOFI
BMP Sunstone, Medley, Merial, Nepentes, Zentiva, Kendrion, Ocrebi, Chattem, Acambis, Symbion, Shantha Biotechnics, Fovea, Bipar Sciences, Targergen, Genfar, Globalpharma

2008-2015

Sanofi-aventis 2004

Sanofi Pasteur 2004

Sanofi-Synthélabo 1999

Genzyme 2011

Sanofi 1973

Connaught 1922

Rhône-Poulenc 1900

Rorer 1910

Marian 1960

Hoechst 1863

Roussel 1911

Hoechst Marion Roussel 1997

Connaught 1922

Institut Mérieux 1897

Wittman & Poulenc 1860

Robert & Carrière 1901

Dausse 1834

Sterling 1901

Chinoin 1919

Clin Midy 1971

Midy 1718

Sanofi Pasteur 2004

Sanofi-aventis 2004

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Sanofi is a diversified global healthcare leader focused on patients’ needs. We act with our partners to protect health, enhance life and respond to the potential healthcare needs of the 7 billion people around the world. Sanofi also demonstrates leadership in both business achievements and in the communities in which we operate.

Between 2014 and 2020, more than 18 potential launches are anticipated.

Sanofi’s strategy is based on three key principles: increasing innovation in R&D, seizing external growth opportunities and adapting the company’s model to future challenges and opportunities. Sanofi has core strengths in healthcare, with six growth platforms: emerging markets, vaccines, consumer healthcare, diabetes treatments, innovative products and animal health.

Sanofi is committed to a more open and productive Research & Development model, focused on patient needs and based on biotechnology. This model significantly accelerates the pace and enhances the productivity of research, driving the development of more effective health solutions in major therapeutic areas.

Therapeutic Areas of Focus Include:
- Diabetes
- Cardiovascular Disease
- Rare Diseases
- Multiple Sclerosis
- Oncology
- Consumer Healthcare
- Generics
- Vaccines
OVERVIEW

The Global Medical Information department at Sanofi provides medical and drug information on Sanofi products and therapeutic areas to healthcare professionals, consumers and associates. Global Medical Information Specialists offer expertise in the cardiovascular, transplant, diabetes, oncology, internal medicine/biosurgery and consumer health areas.

GOAL

To provide the Fellow with the necessary tools to become a proficient, ethical and confident Global Medical Information Specialist.

OBJECTIVES

During this one-year Global Medical Information Fellowship, the Fellow will:

- Provide efficient and unbiased medical information on Sanofi products to healthcare professionals, consumers and employees
- Develop strong literature searching and evaluation skills
- Optimize written and verbal communication skills
- Excel in teamwork and leadership skills
- Enhance professional growth in both the industry and academia

SANOFI COMPONENT

Author Standard Response Letters. The Fellow creates and updates standard responses for the Global Medical Information letter database in multiple therapeutic areas.

Respond to Drug/Medical Information Inquiries. The Fellow provides verbal and written responses to drug and medical information requests in a timely fashion.

Literature Surveillance Using Internal and External Resources. The Fellow obtains and maintains knowledge of current literature pertaining to products in his or her assigned therapeutic areas by searching internal and external databases, including Medline and Embase, while understanding their scope and focus.

Communication Skills. The Fellow enhances written and verbal communication skills through interactions with healthcare providers, consumers, and internal stakeholders.

Teamwork/Leadership. The Fellow actively leads or contributes to projects within Global Medical Information. The Fellow also serves as the student rotation coordinator for Doctor of Pharmacy candidates.

Networking. The Fellow interacts with colleagues from other departments to learn about the contribution of medical information to their daily activities.

Additional Components. The Fellow enhances his/her medical information experience through a rotation at a live call-center covering multiple products and a research project for presentation at a scientific meeting. The Fellow completes a rotation with an external department to gain multidisciplinary experience in the pharmaceutical industry.

Julia Petses, PharmD
Global Medical Information
Regional Lead - Americas

Marian Ibrahim, PharmD
Manager, Rutgers Fellowship Alumna
“Having been a past Fellow myself, I understand the value of the Fellowship program and aim to work with the Fellow to provide him/her with the experience needed to start a career within the pharmaceutical industry. The Global Medical Information Fellow will have the opportunity to work cross-functionally on various projects and across different therapeutic areas, thus becoming a valuable contributor to any team. The skills gained through the Fellowship will help the Fellow to succeed and grow within the pharmaceutical industry.”

Sagar Shah, PharmD
Global Medical Information
Fellow 2017-2018

“The Global Medical Information Fellowship provides the Fellow with an exceptional opportunity to gain unprecedented exposure within the field of Medical Information. This well-rounded and strategically structured program provides a hands-on training experience equipped to develop and enhance a variety of different skill sets essential for the effective dissemination of medical information. The Fellow will utilize and improve upon their skills in literature evaluation, clinical knowledge application, and overall written and verbal communication, in order to effectively address and respond to medical inquiries. With products marketed within a wide spectrum of therapeutic areas, the Fellow is also able to partake in cross-functional projects, allowing for collaboration with different teams and departments. With the guidance from experienced mentors, and opportunities to accelerate one’s own growth, this Fellowship provides the tools to become a successful pharmacist in tomorrow’s industry.”
HEALTH ECONOMICS AND OUTCOMES RESEARCH

OVERVIEW

This 2-year Fellowship places the Fellow in Sanofi’s Global Health Economics and Outcomes Research (HEOR) organization. HEOR has the mission of developing, translating, and communicating scientific evidence for use by health care providers, payers, and other customers in order to facilitate access and use of the best treatments for patients. A principal objective of HEOR is to leverage Health Economics and Outcomes Research to demonstrate the value that Sanofi products bring to payers. HEOR accomplishes this goal by generating and publishing research studies, conducting collaborative projects with various stakeholders, and partnering with other components of the broader Sanofi organization to develop solutions that address unmet medical needs and product value propositions.

FELLOWSHIP DESCRIPTION

The HEOR Fellow will rotate through various HEOR functions, learning core skills related to conducting prospective and retrospective research studies, publishing data in scientific journals, developing customer support tools and interacting with payers and stakeholders. The Fellowship will provide a balanced exposure to best practices related to developing and communicating evidence, as well as a solid working knowledge of regulatory and legal guidelines inherent to these capabilities. The Fellow is encouraged to take full advantage of all opportunities afforded to them within the Rutgers Pharmaceutical Industry Fellowship program including working towards a Master of Science degree in Health Outcomes, Policy, and Economics. The Fellow is expected to grow professionally throughout their experience, engaging in projects of varying complexity and ultimately managing selected responsibilities with greater levels of independence.

SKILLS DEVELOPED

Upon completion of the experience, the HEOR Fellow will be prepared to contribute within pharmaceutical organizations in numerous ways by drawing upon the following sample of skills developed:

• Design of outcomes research studies; use of descriptive and inferential statistics
• Publication within scientific/medical journals
• Resource development for use in patient treatment decisions
• Identification of unmet medical needs to drive research and communication planning
• Project management, including vendor supervision and common metrics reporting
• Working knowledge of relevant regulatory and compliance requirements
• In depth understanding of the US and Global healthcare environment and the influence of payers on patient access to medicines environment and the influence of payers on patient’s access to medicines

IDEAL CANDIDATE

The ideal candidate for the Fellowship would like to learn a wide variety of skills as part of a challenging group within a global pharmaceutical organization. Candidates with interest in health economics, outcomes research, communication/publications, health care reform, and collaborating with various health care stakeholders in the development of products, solutions, and technologies for optimal patient care are particularly encouraged to apply.
**GLOBAL REGULATORY AFFAIRS**

**OVERVIEW**

At Sanofi, the Global Regulatory Affairs team strives to provide innovative, effective and prompt regulatory strategies to ensure optimal management of marketed and development products in addition to effective life cycle management of marketed products.

**GOAL**

To provide the Fellow with the necessary tools to become a knowledgeable and confident Regulatory Affairs professional with the experiences and opportunities to interact with multi-disciplinary teams in fulfilling broad regulatory responsibilities for marketed products and investigational compounds in development, all in accordance with applicable laws, FDA regulations and company policies.

**OBJECTIVES**

During this 2-year Global Regulatory Affairs (GRA) Fellowship, the Fellow will, among other things:

- Become knowledgeable in Sanofi’s Review Committee (RC) processes and develop necessary skills for reviewing both commercial and medical materials intended for external and internal audiences
- Become knowledgeable of current FDA regulations, guidances, enforcement actions and trends
- Develop the ability to think strategically, from a regulatory perspective, about marketed products and investigational compounds in development
- Develop proficient communication skills in a regulatory context
- Develop the skills necessary to prepare required FDA reports and other submissions
- Understand the importance of regulatory strategy related to the development and negotiation of professional labeling for investigational compounds and marketed products

Payal Patal, PharmD
Senior Manager
Global Regulatory Affairs
Rutgers Fellowship Alumna

“The goal of this program is to provide the Fellow with the necessary tools to become a knowledgeable and confident Regulatory Affairs professional. The Fellow will be challenged to think and operate in an environment that requires problem-solving and solutions-oriented behaviors.”

Mehreen Dharsee, PharmD
Global Regulatory Affairs
Fellow 2016-2018

“The Sanofi Global Regulatory Affairs Fellowship has allowed me to grow exponentially as an industry and regulatory professional. The Fellowship provides the opportunity to support investigational compounds and marketed products by having the Fellow integrate into cross-functional teams in a variety of therapeutic areas. Thus far, I have assisted in the Regulatory review and approval of commercial materials for three drug launches and am currently working with the development team to gain exposure to early and late-stage drug development, in addition to contributing to global projects. The Regulatory team is eager to mentor, educate, and provide experiences for valuable skills to be obtained, and I look forward to what the remainder of the Fellowship holds.”
GLOBAL REGULATORY AFFAIRS

SANOFI COMPONENT

Awareness of Current FDA Regulations and Guidances. The Fellow will become proficient in the application of FDA regulations and guidances relevant to his or her work with assigned projects and product teams.

Become an integrated part of relevant Sanofi RCs. The Fellow will learn how to review advertising and promotional materials for Sanofi products and therapeutic areas and how to effectively contribute to RC discussions.

Assist in the Preparation of Regulatory Submissions. The Fellow will assist in the preparation of various FDA submissions for Sanofi’s products. These include Office of Prescription Drug Promotion (OPDP) submissions, Investigational New Drug (IND) applications, New Drug Applications (NDA), Biologics License Applications (BLA), IND and NDA/BLA amendments and supplements, Labeling Supplements, Annual and Periodic Reports, Informational Amendments, and General Correspondence.

Involvement in SOP Development, Updates and Implementation. The Fellow will gain experience in creating, updating, and implementing departmental standard operating procedures (SOPs) and other quality documents.

Teamwork/Leadership. The Fellow will actively lead or contribute to projects and/or activities within GRA. In addition, the Fellow will support multi-disciplinary teams that will include, but not be limited to, Marketing, Legal, Medical, Global Labeling, Drug Safety, Evidence-Based Medicine, Industrial Affairs, and Quality and Compliance.

Networking. The Fellow will enhance negotiation and leadership skills.

Lisa Trunzo Pruss, PharmD
Director
Global Regulatory Affairs
Rutgers Fellowship Alumna

“The Sanofi Global Regulatory Affairs Fellowship provides the Fellow an excellent opportunity to gain exposure to many groups within Global Regulatory Affairs. This program will enhance the Fellow’s understanding of the drug development process and allow the Fellow to think strategically as an integral part of the Global Project Development Team. The Fellow will gain experience in drug development, health authority interactions and the FDA regulatory landscape in order to work cross-functionally to build relationships and provide regulatory guidance to his or her project teams. By the end of the Fellowship, the Fellow will have a strong regulatory understanding and skills and experience that are essential to be a confident and valuable regulatory team member.”

Angelina Mandic, PharmD
Global Regulatory Affairs
Fellow 2017-2019

“The Sanofi Global Regulatory Affairs Fellowship provides a Fellow the opportunity to gain in-depth knowledge and hands-on experience from a regulatory perspective in the drug development process. In the beginning, the Fellow develops a basic understanding of the fundamentals of the regulatory submission process, and uses this knowledge to collaborate with multi-disciplinary teams on submission deliverables. With time, the Fellow is given more responsibility and oversight on various submission projects. By laying the groundwork for a strong regulatory understanding and offering several unique learning experiences, I believe this Fellowship will provide me the training, skills, and knowledge base necessary to one day be an influential leader in a regulatory discipline.”
US/GLOBAL CARDIOVASCULAR MEDICAL AFFAIRS

OVERVIEW

Cardiovascular US/Global Medical Affairs provides technical information, strategy, and support to both internal and external stakeholders. The first year will be primarily working with the US Medical Affairs team followed by a year with the Global Medical Affairs team learning about the differences in strategy and tactics when applied world-wide.

Medical Affairs plays an integral role in the launch process and life cycle of new medicines. The Fellow will support the execution of the Medical Strategy tactical plan, working across matrix teams (Marketing, Field Medical, Medical Information, Advocacy, Clinical Development, Legal and Regulatory), as well as with our alliance partners at Regeneron.

GOAL

The Fellow will gain a working knowledge of the role, cross functional collaborations and strategy involved in U.S. and Global Medical Affairs.

OBJECTIVES

During this two-year U.S. and Global Medical Affairs Fellowship, the Fellow will:

- Learn how Medical Affairs works with a regional view and collaborations across the regional functional groups (eg, Commercial, Field Medical, Regulatory, etc.) during the first year of the Fellowship
- Take the learnings from the first year and expand it to a Global view with refined strategy and more diverse cross functional collaborations during the second year
- As a team member, contribute to both US and global projects that directly impact brand development and life cycle management
- Develop internal and external relationships across functions with key opinion leaders in the cardiovascular arena
- Engage in the development and planning of advisory board meetings during national and international conferences
- Work with the publications team to edit abstracts and manuscripts in support of Sanofi CV products
- Demonstrate leadership through project and timeline management

IDEAL CANDIDATE

The ideal candidate for the Cardiovascular Medical Affairs Fellowship would have a desire to learn medical strategy, tactics, and scientific communication, as well as to participate in data generation and publication related activities that a medical affairs professional completes in a global pharmaceutical organization. Candidates with a passion for science, strong independent work ethic, interest in working collaboratively, and skilled in time management are encouraged to apply.
SANOFI COMPONENT

Knowledge. The Fellow will acquire an in depth understanding of the role Medical Affairs plays and how a drug is launched and supported throughout its lifecycle. The Fellow will develop an extensive knowledge and fluency in cardiovascular disease as it relates to the medicine being supported. Specialized training opportunities will be made available, such as attendance at professional meetings, thought leader disease state lectures, etc. The Fellow will be expected to critically evaluate and synthesize clinical data and develop strategy. In addition, the Fellow will work on high priority project initiatives that support the Medical Plan and communication to our stakeholders (patient, provider and payer).

Communication. The Fellow, as an integral member of the team, will participate in all team and relevant matrix meetings where he/she will have the opportunity to prepare, present, and update the team from assigned workstreams, along with other team responsibilities.

Teamwork/Leadership. The Fellow will actively lead and contribute to projects. The Fellow will function as a member of the team and help support our internal/external customers. In this role, the Fellow will develop leadership and communication skills, while working in collaboration with the US and Global Medical teams.

“Ameen Ghannam, PhD
Senior Medical Director
US Medical Affairs

Paige Borden, PharmD
US/Global CV Medical Affairs Fellow 2017-2019

“The Medical Affairs Fellowship has allowed me to become a fundamental member of the CV team assisting with cross-functional team projects and Congress planning. It is a unique experience being able to work with our alliance partners to support the life cycle and growth of our product. The Sanofi Fellowship program enables the Fellow to grow and understand the skills needed to be a successful professional within the globalized pharmaceutical industry.”
OVERVIEW

Diabetes US Medical Affairs provides medical strategy, tactics, and support to both internal and external stakeholders. Medical Affairs plays an integral role in the launch process and life cycle of new medicines, and Sanofi’s Medical Affairs Department covers medical strategy, data generation, including health economics and outcomes research, as well as dissemination through scientific communication, field-based medicine and additional venues.

During the two-year Medical Affairs Fellowship, the Fellow will be primarily working on the US Medical Affairs team providing support across the entire Sanofi Diabetes portfolio. The Fellow will gain exposure and develop professional skills by supporting and leading medical initiatives while in collaboration with a multitude of cross-functional teams. The Fellow will acquire diabetes disease state knowledge, understand and interpret data with regards to the Sanofi product portfolio, as well as understanding the competitive landscape.

GOAL

The Fellow will gain a working knowledge of the role, cross functional collaborations, and strategy involved in U.S. Medical Affairs.

OBJECTIVES

During this two-year U.S. Medical Affairs Fellowship, the Fellow will:

• Learn how Medical Affairs works with a regional view and collaborations across the various cross-functional groups (eg, Commercial, R&D, Market Access, Regulatory, Legal etc.) and within the Medical Affairs subteams, including Field Medical

• As a team member, contribute to US projects that directly impact brand development and life cycle management

• Develop internal and external relationships across functions with key opinion leaders in the diabetes arena

• Engage in the development and planning of advisory board meetings during national conferences

• Work in collaboration with biostatistics and health outcomes group to generate appropriate actionable data

• Will be expected to critically evaluate and synthesize clinical data and develop supporting strategy

• Work with the publications team to edit abstracts and manuscripts in support of Sanofi Diabetes products

• Demonstrate leadership through project and timeline management

IDEAL CANDIDATE

The ideal candidate for the Diabetes Medical Affairs Fellowship would have a desire to learn medical strategy, tactics, and scientific communication, as well as to participate in data generation and publication related activities that a medical affairs professional completes in a global pharmaceutical organization. Candidates with a passion for science, strong independent work ethic, interest in working collaboratively, and skilled in time management are encouraged to apply.
OVERVIEW

The One Trade group is a shared function across the Sanofi business units looking to establish efficient & sustainable distribution models (wholesaler, direct distribution) and point of care services (retail, specialty pharmacy) in order to maximize Sanofi’s portfolio & competitively differentiate our channel actions. As the channel customers are highly integrated & vertically aligned, One Trade is a key stakeholder, along with functions such as market access and the commercial brand teams to ensure Sanofi has an organized approach to its customers. One Trade is composed of our home office team as well as field account executives calling on highly integrated accounts in the wholesale, retail and specialty pharmacy space looking to develop business capabilities and innovative solutions that benefit patients across the Sanofi portfolio.

FELLOWSHIP OVERVIEW

This 2-year Fellowship provides an opportunity to gain experience across a wide range of pharmacy channel-specific areas, as part of a broader matrix. The Fellow will learn and interact with a broad range of activities and teams including: Sales, Marketing, Market Access, Commercial Excellence, Medical, Regulatory, Legal, and Public Affairs. The Fellow, as an integral member of the team, will actively lead and contribute to projects to help support our internal and external customers as it relates to the dynamic pharmacy setting. Further, the Fellow will own projects in the retail and / or specialty pharmacy space and work closely with the brand & payer marketing teams to ensure the channel solution leads to a benefit to the ultimate user, the patient. Ensuring we provide a seamless patient experience regardless of the access point (specialty, retail, mail order) is key to differentiating the journey we look to provide within One Trade / Access Services.

Vince Cooper, PharmD
Director, Commercial Excellence - DCV Central Zone

“This diverse Fellowship opportunity will allow the Fellow to directly experience the evolving relationship between the pharmaceutical industry and the community pharmacy channel across a wide range of disease states. This is an excellent opportunity for a motivated individual who is interested in being at the forefront of the changing role of the community pharmacist.”

Deepak Mehta, RPh
Head of One Trade, North America

“As healthcare continues to evolve at a rapid pace, the capacity to deliver integrated care is shifting towards retail and primary care pharmacy models. As highly trusted and accessible healthcare professionals, pharmacists possess the education, training, and medication expertise necessary to deliver highly effective patient outcomes and serve as critical members of the broader healthcare community. This Fellowship will provide an opportunity to gain exposure to various settings of pharmacy practice including Retail & Specialty Pharmacy.”
SANOFI COMPONENT

Knowledge. The Fellow will acquire an in-depth understanding of the overall pharmacy channel during product launch and support throughout its lifecycle. Areas of work would include distribution, prior authorization, adherence, customer relations and other key initiatives identified as business priorities. The Fellow will develop an extensive knowledge and fluency across multiple therapeutic areas including diabetes, cardiovascular, and other key disease states as it relates to the role pharmacists play in the community and specialty pharmacy setting. Specialized training opportunities are available, such as attendance at professional meetings, key thought leader lectures, and internal sessions. The Fellow will be expected to critically evaluate and operationalize programs to further support and/or develop pillars of excellences to support brand objectives. In addition, the Fellow will work on high priority project initiatives that support the One-Trade and Access Services strategic plans with communication elements to our external stakeholders (patient, provider, and payer).

Communication. The Fellow, as an integral member of the team, will participate in team and relevant matrix meetings where he/she will have the opportunity to prepare, present, and update the team from assigned working groups, along with other team and key account responsibilities.

Teamwork/Leadership. The Fellow will actively lead and contribute to projects as a member of the team and help support our internal and external customers. In this role, the Fellow will develop leadership and communication skills, while working in collaboration with One-Trade, USMA and brand teams.
GLOBAL PHARMACOVIGILANCE

OVERVIEW

The pharmaceutical industry is responsible for the monitoring, assessment and communication of safety information throughout a product’s lifecycle. The activities associated with this responsibility are referred to as pharmacovigilance. At Sanofi, the Global Pharmacovigilance (GPV) Department is responsible for these activities. The aims of pharmacovigilance are to enhance patient care and safety in relation to the use of pharmaceutical products by ensuring that emerging safety signals are proactively identified and appropriate actions are taken to ensure the benefit/risk profile remains favorable. Pharmacovigilance is a growing and thriving field within the pharmaceutical industry as regulations continue to expand and evolve and the need for knowledgeable and qualified personnel increases.

GOAL

To provide the Fellow with training and experiences in global pharmacovigilance that will prepare them for a challenging and rewarding career in the pharmaceutical industry.

OBJECTIVES

During this two-year program, the Fellow will:

• Understand the mission of a pharmacovigilance department and the role of GPV in clinical development and product lifecycle management

• Become knowledgeable in current global pharmacovigilance regulations and guidelines, including US and European regulations

• Develop the ability to think strategically with a global pharmacovigilance and regulatory perspective

• Enhance his or her ability to critically evaluate, interpret, synthesize, and present safety data in a clear and concise manner through written and verbal communication

• Expand his or her medical and scientific knowledge of products within various therapeutic areas

• Actively participate in:
  ○ Safety surveillance and signal detection
  ○ Risk management
  ○ Preparation of various regulatory documents (e.g. Periodic Safety Reports, Product Label Updates, and Risk Management Plans)

Manfred Oster, MD
Head of Global Safety Sciences

“The GPV Fellowship at Sanofi offers a unique experience for a PharmD to obtain a global perspective of drug safety. The Fellow will have the opportunity to apply their clinical knowledge from pharmacy school while learning important concepts in pharmacovigilance, risk management, and signal detection throughout various therapeutic areas. Our well-established program will provide expert guidance and mentorship while facilitating invaluable learning experiences within the pharmaceutical industry. Each day the Fellow will find many opportunities to enhance leadership, communication, and technical skills in preparation for a successful career ahead in pharmacovigilance. We look forward to welcoming you to GPV Global Safety Sciences at Sanofi.”

Melissa Rossi, MHP
Global PV Science Lead
Global Safety Sciences

Krista Trivieri, PharmD, MPH
PV Scientist
Global Safety Sciences
Rutgers Fellowship Alumna

Manfred Oster, MD
Head of Global Safety Sciences

“...”

Melissa Rossi, MHP
Global PV Science Lead
Global Safety Sciences

Krista Trivieri, PharmD, MPH
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Manfred Oster, MD
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Melissa Rossi, MHP
Global PV Science Lead
Global Safety Sciences

Krista Trivieri, PharmD, MPH
PV Scientist
Global Safety Sciences
Rutgers Fellowship Alumna
GLOBAL PHARMACOVIGILANCE

SANOFI COMPONENT

**Transition & Integration.** An on-boarding period is provided early in the Fellowship to ease the transition of the Fellow into a pharmaceutical company with global reach. Once the learning objectives are met and initial trainings are completed, the Fellow will rotate through and support different therapeutic areas that will enable them to acquire pharmacovigilance knowledge while at the same time enhance their leadership qualities and soft skills. Throughout the rotational period, the Fellows are chaperoned by dedicated mentors and facilitators.

**Knowledge.** The Fellow will acquire a comprehensive foundation of the major concepts of pharmacovigilance, including global regulations and guidelines applicable to adverse event reporting, signal detection, and risk management. The Fellow will be able to apply their newly acquired knowledge to make visible and meaningful contributions to professional project teams.

**Teamwork.** The Fellow will contribute to projects involving multi-disciplinary teams that may include Clinical, Medical, Regulatory, Labeling, Manufacturing, Marketing, and Legal.

**Communication.** The Fellow will have opportunities to strengthen interpersonal skills by interacting with colleagues of diverse backgrounds. The Fellow’s ability to clearly articulate thoughts and concepts effectively will be fortified through these interactions, as well as through regular professional presentations at Sanofi and Rutgers.

**Technical Skills.** The Fellow will learn about globally recognized pharmacovigilance tools such as MedDRA, FDA AERS, WHO VigiBase, and claims data. The Fellow will also become familiar with the company’s safety database, signal tracking system, and electronic document archival system. Their ability to critically analyze and interpret scientific and clinical information as well as their medical writing skills will be refined.

**Networking.** The Fellow will be introduced to Sanofi colleagues and encouraged to foster professional connections, both locally and globally. In addition, the Fellow will have opportunities to connect with current and past Fellows through the expansive Fellowship network at Rutgers.

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Dana Lee, PharmD
Global Pharmacovigilance Fellow 2016-2018

“The GPV Fellowship is a well-established program that provides PharmD Fellows with a variety of experiences to develop the necessary skills and tools to succeed as a pharmacovigilance scientist and industry professional. This comprehensive program allows Fellows to utilize their pharmacy background to contribute to various global patient safety centered projects and activities in different therapeutic areas. Guidance from experienced preceptors and mentors as well as working in this diverse team environment enhances both professional and personal growth. I am confident that at the end of this two-year program, I will be more than adequately prepared for a successful career in pharmacovigilance and the pharmaceutical industry.”
PUBLIC AFFAIRS & ADVOCACY

OVERVIEW

The Fellow will join the Public Affairs team, dedicated to interacting with the external community, including patient and professional organizations. As an active member of the healthcare ecosystem, Sanofi is dedicated to listening to the needs of patients and finding collaborative solutions to improve patient outcomes. By connecting the insights, knowledge and resources of both the community and Sanofi, the team develops and delivers meaningful health solutions and partnerships for patients.

GOAL

To provide the Fellow with the necessary experience, knowledge and skills to make a positive and significant impact on patient health outcomes. Through collaborations with key healthcare stakeholders and colleagues, the Fellow will receive hands-on experience in various areas of public affairs while partnering with thought leaders.

OBJECTIVES

During this two-year program, the Fellow will:
• Understand the healthcare systems
• Enhance understanding of healthcare systems
• Develop accurate, evidence-based, and timely solutions for issues impacting patient health
• Foster relationships with key healthcare decision makers
• Develop skills to work cross-functionally in a global, diversified healthcare solutions company

SANOFI COMPONENT

Leadership and Teamwork. The Fellow will actively lead projects and activities and collaborate in various cross-functional teams across Sanofi.

Communication. The Fellow will have opportunities to develop and enhance his or her communication skills through interactions with both internal and external leaders across the healthcare industry.

Networking. The Fellow will network with individuals within the company as well as patient and professional organizations to develop and foster professional relationships with the leading thought leaders.
Research, development, and approval of new drugs and drug delivery systems are essential for providing better treatment options to patients. Approval of these new drugs and devices requires rigorous testing, collection and analysis of data, and unbiased reporting of the efficacy and safety of the findings. The Clinical Documentation Department is responsible for translating clinical components into documentation that ensures timely delivery of unbiased clinical results to health authorities worldwide for marketing approval and life cycle maintenance.

**GOAL**

To provide the Fellow with exposure, training, and experiences for a broad set of skills and documents required for the development, registration, and maintenance of drug products in accordance with local and global Health Authority requirements, in order to prepare the Fellow for a rewarding career in the pharmaceutical industry.

**OBJECTIVES**

During this two-year program, the Fellow will:

- Understand processes involved in progression from study concept to completed clinical study report and from product development plan to marketed product.
- Develop essential knowledge of the different skill requirements and dependencies of each field of expertise within Clinical Documentation: Medical Writing, Trial Transparency, Quality Control, Electronic Document Management, and Resourcing.
- Expand scientific and medical knowledge of products in various therapeutic areas and enhance skills to critically evaluate, interpret, synthesize, and present an unbiased interpretation of results for various audiences through close collaboration with multiple departments across the organization.
- Develop a working knowledge and core understanding of the different regulatory requirements across regions based on projects assigned, and make hands-on contributions to the strategy, writing, and management of clinical documents in support of clinical trial teams and submission activities, and the life-cycle of a product.

**SANOFI COMPONENT**

Knowledge. With a concentration in Medical Writing, the Fellow will gain experience writing a variety of clinical and regulatory documents such as New Drug Applications, Common Technical Documents, Investigational New Drug Applications, Clinical Study Reports, and Investigator Brochures.

Ethics. The Fellow will understand issues around compliance, confidentiality, transparency, and professional ethics that govern the activities of Clinical Documentation.

Leadership/Teamwork. Develop international work experience both within the department and as a member of global cross-functional clinical project teams including Biostatistics & Programming, Clinical, Trial Operations and Data Management, Pharmacovigilance, Regulatory, Pharmacokinetics, Clinical and Exploratory Pharmacology, and Evidence-Based Medicine, among others.
OVERVIEW

At Sanofi US, Marketing serves a central role in understanding customer needs and creating valued brands. The Marketing Fellow will be provided with marketing excellence training to help further develop the following competencies of a successful product manager according to the marketing model.

GOAL

The primary focus of this Fellowship is Market Development, commercialization of the life cycle management plan, as well as the process of creating brand awareness and integrated communications strategies, which may encompass the functions of advertising and promotion, public and professional relations, and patient education.

OBJECTIVES

During this two-year Strategic Marketing Fellowship, the Fellow will:

• Assist in the development of Strategic and Tactical Plans
• Gain experience in execution of marketing strategies, programs and tactics to attain strategic objectives
• Contribute to brand success by working effectively with multiple agency partners as well as cross-functional colleagues such as: Market Research, Medical Affairs, Public Relations, Managed Markets, Sales Management
• Develop relationships with key thought leaders and association leaders
• Oversee programs aimed at creating product awareness at major national medical congresses and symposia
• Utilize competitive analysis to develop or adjust key product strategies that will create competitive advantage
• Manage within budget ensuring a cost effective allocation of resources

As a Strategic Marketing Fellow, one may elect to pursue additional related experiences such as: Consumer Marketing, Public Relations, New Products Marketing, Market Research, Business Intelligence, Sales Training and Managed Markets.

SANOFI COMPONENT

Strategic Planning. Exhibits strong strategic thinking and an ability to apply core marketing, financial, and business skills when solving problems and making decisions. Demonstrates an aptitude for translating strategic goals into clear action plans and tactical implementation.

Operational Excellence. Works within internal and external constraints to deliver effective implementation plans, aligned with the brand strategies. Executes multiple tasks in an efficient and timely manner, prioritizes activities and resources based on an awareness of overall business goals, monitors progress and performance, and makes adjustments as necessary.

Analytical Thinking. Identifies, gathers and rigorously analyzes relevant information, as well as the sources and methods used to obtain the information, as a framework for identifying trends and opportunities, exploring alternatives, and adapting brand strategies.

Customer and Industry Insights. Generates and develops ideas based on a deep understanding of customers’ motivations and behaviors, to deliver strategic business results that focus on customer and brand value creation in a dynamic environment.

Leading & Teamwork. Interacts effectively with other people, including working effectively in different roles and levels among various functional teams, to achieve a shared goal.

Communications. Conveys information, direction, and guidance that is clear and persuasive, using a whole range of spoken, written, graphic, and other non-verbal means of expression.

Creativity and Innovation. Displays creativity in both thought process and solution design and demonstrates the ability to develop and champion new ideas or processes within the organization.
Loura Said, PharmD  
US Market Access Strategic Planning and Operational Effectiveness  
Global Pharmacovigilance/Marketing Fellowship 2015-2017  
“The Fellowship experience at Sanofi has provided me with countless opportunities that allowed me to build the skills and foundation necessary to jumpstart my career in the pharmaceutical industry. Not only was I provided with such unique and rich experiences across a span of different functions in the Industry, but most importantly I have gained lifelong mentors and an incredible network of colleagues that challenged me both on a professional and personal level.”

Miraj Patel, PharmD  
Manager, Health Economics & Value Assessment Cardiology  
Health Economics and Outcomes Research Fellow 2015-2017  
“The Health Economics and Outcomes Research Fellowship at Sanofi is both challenging and rewarding and provides a great foray into this dynamic space. I strongly feel that it has laid the groundwork for a successful career and I would highly recommend it to candidates interested in real world evidence generation and dissemination.”

Shrina Marvania, PharmD  
Regional Medical Liaison, Cardiovascular  
Cardiovascular Global Medical Affairs Fellow 2015-2016  
“The Sanofi Global Medical Affairs Fellowship was a great way to integrate my pharmacy training in a cross-functional and dynamic environment to develop integral skills necessary for success in the Medical Affairs field. The Fellow becomes an integral part of the organization from the very beginning and are offered endless opportunities to learn, lead and have a unique and valuable experience at Sanofi.”

Leeann Lui, PharmD  
Strategic Pricing and Contracting, US Market Access  
Medical Information Services Fellow 2015-2016  
“My experience as a post-doctoral Fellow here at Sanofi set the foundation for my professional and career growth that followed. The opportunities I had to work on cross-functional projects and departments exposed me to various facets of the pharmaceutical industry, and more importantly helped me build a network of colleagues and mentors that have continuously coached and supported me even after my Fellowship. I encourage all graduates to never stop learning and keep an open mind about their career path as a PharmD in this rapidly changing industry.”
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 19 companies within the pharmaceutical and biopharmaceutical industries and over 190 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 II of the Ernest Mario School of Pharmacy and Dr. Michael Toscani, Research Professor and the Fellowship Director for the Institute for Pharmaceutical Industry Fellowships.

Program Certificate Dinner

More than 850 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, emotional intelligence, 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 senior 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 FOSTERS the growth and development of future pharmaceutical and biopharmaceutical industry professionals through the following key program features:

Family of Leading Companies - Partners include several of the top 19 global pharmaceutical and biopharmaceutical companies

Outstanding Alumni Track Record - Over 850 alumni hold prominent positions at many leading companies

Strong Network - Over 190 Fellows each year develop valuable, lasting connections with each other, alumni, preceptors and faculty

The Pathway to Industry - Since 1984, the Rutgers program has been nationally recognized, trusted, and proven as the pathway to industry for pharmacists

Enhanced Career Path - Increasingly challenging assignments build depth of experience and enhance the potential for an accelerated career path

Rigorous Academic Component - Rutgers affiliation provides academic and professional development opportunities

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 curriculum vitae, three letters of recommendation and a letter of intent and complete a program interest form online by visiting our website: pharmafellows.rutgers.edu

All application materials must only be submitted electronically via our website, pharmafellows.rutgers.edu (Applicant portal) as early as November 18th. Applicants are strongly encouraged to submit a CV, Letter of Intent and (1) Letter of Recommendation by December 1st.

Please address all correspondence to:
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Ernest Mario School of Pharmacy
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Piscataway, NJ 08854-8020

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Dean and Professor II
Ernest Mario School of Pharmacy

Michael Toscani, PharmD
Research Professor, Fellowship Director
Institute for Pharmaceutical Industry Fellowships