Dear Prospective Fellow,

On behalf of Nevakar, I would like to thank you for your interest in the Rutgers Pharmaceutical Industry Fellowship Program.

We at Nevakar differentiate ourselves in meaningful ways that provide an innovative landscape for your post-doctoral experience.

At Nevakar, our goal is to provide new products to patients and healthcare providers, which address unmet clinical and healthcare needs. Our intent is to make innovation accessible to patients and providers, and therefore assure impactful value is percolated throughout the healthcare system. This business model positions Nevakar on the leading edge of industry evolution, and will provide you with a unique training and learning ground for your fellowship.

We at Nevakar strongly believe that the two pillars of our foundation and growth are our products and people. As an organization, we celebrate the diverse experiences and backgrounds each team member offers. Each of our colleagues is a member of the Nevakar family, and we seek to build and maintain a culture of collaboration, respect, and inclusion.

On behalf of Nevakar family, I encourage you to consider a fellowship at Nevakar and be a part of our exciting mission of “Repositioning Drugs for a Better Outcome.” Best of luck at Midyear and beyond!

Sincerely,

Dr. Navneet Puri
Our Vision

*Improve patients’ quality of life and healthcare outcomes.*

Our Mission

*Provide value to the healthcare system by offering enhanced and innovative products that are accessible and lead to better outcome.*

Nevakar is a specialty pharmaceutical company focused on developing innovative products in the injectable and ophthalmic spaces.

Our goal is to provide value to the healthcare system by offering enhanced and innovative products that are accessible and lead to better outcomes.

These drug repositioning efforts are focused on:

- Developing novel or superior formulations
- Designing improved and functional packaging
- Implementing effective regulatory and clinical strategies

The resulting new and repositioned products provide patient-centric benefits while ensuring an incremental value proposition for the healthcare system.

These new products with proprietary enhancements are filed with the FDA, primarily under the 505(b)(2) regulatory pathway.

Nevakar's business model is supported by state-of-the-art R&D infrastructure and a highly experienced management and leadership team.
Nevakar focuses on differentiating products which provide incremental value to the hospital and ophthalmology markets. The primary regulatory pathway products will be filed through 505(b)(2), which allows Nevakar to address unmet needs of currently available products through reformulation, repurposing, etc. This provides fellows with a uniquely positioned opportunity to explore an area of pharmaceutical development not presented at other partner companies. Additionally, as Nevakar is a fast-growing company, fellows will have the chance to work across multiple departments and disciplines, seeing how each of these pieces fit together from a unique perspective.

Throughout the two-year program, fellows will work closely with the Marketing, Portfolio Strategy, and Business Development teams on drug development strategy, clinical literature evaluation, market research activities, and business analytics. The fellow will work closely with the commercial, medical, and strategic areas of the company to formulate brand strategies for our company’s products to ensure they address unmet clinical needs.

Responsibilities in the Marketing, Portfolio Strategy, and Business Development teams can vary as the needs of each new product opportunity evolve. Each product in the Nevakar pipeline has been brought forth through a comprehensive process of identifying the unmet need the product would address and defining the clinical rationale for the product’s use. The fellow will help develop a detailed commercial plan with activities that include input from ad boards, market research, and analysis of published literature and secondary data. The fellow will also learn how to identify opportunities, prioritize both near-term and long-term product candidates, and build a complete business case for each opportunity. Upon completion of the fellowship, the fellow will understand what it takes to plan for a pharmaceutical product launch, develop brand strategies, and see first-hand the critical decisions made within a biopharmaceutical company.
Raul A. Trillo, MD, MBA
Chief Commercial Officer

- Leads Nevakar’s portfolio strategy, marketing, commercialization, business development and competitive intelligence activities
- Greater than 25 years of healthcare and industry experience
- Practicing anesthesiologist turned marketer, strategist, and commercial leader with global business experience
- Education
  - BA, Columbia College, Columbia University
  - MD, School of Medicine, University of Pennsylvania
  - MBA, Columbia Business School, Columbia University

“The 505(b)(2) space challenges us to offer creative and meaningful new product solutions for patients. How exciting to work with such bright, energetic pharmacy professionals and offer them practical learning and work experiences across multiple areas within our commercialization team. We will provide the opportunity to dive deep into our portfolio to understand, evaluate, and propose internally- and externally-generated product concepts that align with our strategy and turn them into real products for development and commercialization.”
Neal Wolff, MBA  
Senior Director, Marketing

Neal is currently Head of Marketing at Nevakar, Inc. In this role, he is responsible for all Marketing activities across the entire Nevakar portfolio of ophthalmic, oncology and critical care products. He leads in the creation and execution of all marketing activities across Nevakar’s portfolio of products including multiple product launches by the end of 2020.

Prior to Nevakar, Neal was Executive Vice President and Chief Commercial Officer for Ecofiber and was responsible for launch and growth strategies for the startup nutraceutical firm. Before that role, Neal was at Bristol-Myers Squibb most recently as the Worldwide Cardiovascular Commercial Lead for the marketing and development efforts for the early and late-stage cardiovascular portfolio. While at BMS, Neal also worked on the Eliquis and Plavix brands in both US and Global roles. Prior to BMS, Neal had a series of commercial and marketing roles at Sanofi, The Medicines Company and Abbvie (formerly Abbott Labs). Neal has proven leadership skills and strong track record of success in US and Global Commercial leadership positions, with extensive experience in shaping commercial strategy, executing strategic portfolio choices and launching products.

Education
- BS/BA University of Delaware
- MBA from Fairleigh Dickenson University

“I am a strong proponent of mentoring and love to teach. I’ve had the opportunity to lecture numerous Rutgers MBA classes in pharmaceutical marketing and about the US Healthcare and Payer landscape. I’ve worked closely with Pharm.D. fellows in my current role and previously at BMS and I look forward to working with and coaching our next generation of industry leaders.”
Jessica Martori, MBA
Senior Director, Portfolio Strategy & Product Innovation

- Leads Nevakar’s product selection to fill company pipeline, market research, business cases, and competitive intelligence activities
- 15+ years of industry experience
- Prior Portfolio positions held at Sandoz, Dr Reddy’s, and Lupin
- Education
  - BS, Florida State University
  - MBA, Rutgers Business School, Rutgers University

“The Strategic Development fellowship role gives fellows a unique opportunity to explore and contribute to a facet of the pharmaceutical industry not often experienced. Through intensive cross collaboration amongst various departments, a Nevakar fellow will sit at the nexus of development within the company and be a frontline contributor to important projects and initiatives. I’ve enjoyed working with and supporting Pharm D fellows and interns and look forward to working further with the Rutgers Pharmaceutical Industry Fellowship Program.”
Akash Lall, PharmD
Strategic Development Fellow, 2019-2021
Rutgers University, Ernest Mario School of Pharmacy, Class of 2019

“I really can’t say enough about my fellowship at Nevakar so far! This opportunity has provided me with invaluable experiences that I am certain I would not have received elsewhere. I have been fully immersed into the Portfolio Strategy, Marketing, and Business Development teams, working on a variety of projects that have a real impact our company’s growth, development, and future direction.

Through this position, I have learned so much about the process by which the company assesses candidates for inclusion in the pipeline and have a greater appreciation for the drug discovery and development process. By providing insights from their diverse experience and expertise, the R&D, preclinical development, clinical development, and commercial teams work together to scope out each new opportunity and come to a collective decision that keeps patients first and aligns with our company’s values and capabilities.

Nevakar is a small, agile company that works hard, but also puts its’ employees first. Being the first fellow at the company, I felt welcomed and valued right from the get-go, which I believe is incredibly important. To prospective fellowship candidates: this opportunity will challenge you, help you grow as a professional, and give you a sense of satisfaction as you continue to provide value to the team. We can’t wait to welcome our next fellow!”
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 21 companies within the pharmaceutical and biopharmaceutical industries and over 200 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.

Recently in 2018, our program has expanded to offer interdisciplinary fellows’ training by adding select physician fellowship opportunities to our well-established program.

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

**2019 RPIF Program Certificate**

More than 1000 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.
The Rutgers Pharmaceutical Industry Fellowship Program **FOSTERs** 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 21 global pharmaceutical and biopharmaceutical companies.

**O**utstanding Alumni Track Record—Over 1000 alumni hold prominent positions at many leading companies.

**S**trong Network—Over 200 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 70,875 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 part of Rutgers Biomedical and Health Sciences, the only state school of pharmacy in New Jersey, with approximately 1,300 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 advanced training in the pharmaceutical and biopharmaceutical industries.
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 may submit their application materials (curriculum vitae, three letters of recommendation and a letter of intent) beginning November 23, 2019 and complete a program interest form online by visiting our website at: pharmafellows.rutgers.edu

All application materials must be submitted electronically, and applicants are strongly encouraged to submit the above documents by December 1st.

Please address your Letter of Intent & Letters of Recommendation to:
Joseph A. Barone, Pharm.D., F.C.C.P.
Dean and Professor II
Ernest Mario School of Pharmacy
Rutgers, The State University of New Jersey
160 Frelinghuysen Road
Piscataway, NJ 08854-8020
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