Rutgers Pharmaceutical Industry Fellowship Program

Ernest Mario School of Pharmacy
Rutgers, The State University of New Jersey
Agenda and Objectives

- Provide an overview of the Rutgers Pharmaceutical Industry Fellowship (RPIF) program
- Review the fellowship application process
- Explore the opportunities for PharmDs in the pharmaceutical industry
- Resources and Additional Information
- Q&A session
What is an Industry Fellowship?
## Fellowship vs. Residency

<table>
<thead>
<tr>
<th>Attribute</th>
<th>Fellowship</th>
<th>Residency</th>
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<tbody>
<tr>
<td><strong>Impact on patient care</strong></td>
<td>Global scale</td>
<td>Individual cases</td>
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<tr>
<td><strong>Use of clinical knowledge</strong></td>
<td>Varies depending on functional area</td>
<td>Direct patient care</td>
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<tr>
<td><strong>General structure</strong></td>
<td>1-2 year experience in core function ± rotations</td>
<td>1 year general practice ± 1 year specialty</td>
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<td><strong>Practice setting</strong></td>
<td>Corporate</td>
<td>Inpatient/Outpatient</td>
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<tr>
<td><strong>Scholarly activities</strong></td>
<td>Teaching, Research, Publications</td>
<td>Teaching, Research, Publications</td>
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<tr>
<td><strong>Salary</strong></td>
<td>Competitive Stipend</td>
<td>Competitive stipend</td>
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RPIF Program Leadership

Joseph A. Barone, PharmD, FCCP
Dean and Professor II
Ernest Mario School of Pharmacy

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

Carolyn Seyss, PharmD
Fellowship Director
Institute for Pharmaceutical Industry Fellowships
RPIF Program Mission

Opportunity to accelerate your career path in the industry through a variety of specialty training programs

Established history with a large network of leading companies and distinguished alumni

Investment in the development of the fellows and supports the advancement of pharmacists in the industry

Unique professional and leadership opportunities offered through both Rutgers and partner companies
RPIF Program Outcomes

Established in 1984 with 2 fellows

This year, there are >200 fellows across 21 partner companies

Over 1300 alumni found in a wide range of partner companies worldwide

- Pharmaceutical and Biopharmaceutical industries
- Biotechnology companies
- Medical Communications companies
- Government agencies (i.e. FDA, CDC)
- Healthcare Insurers and Payers
- Advertising agencies

RPIF program has greatly expanded pharmacists’ role in the industry
RPIF Program Curriculum

Scholarly Activities

Leadership

Teaching
Fellowship Components

Industry Component

- Hands on experience in specialty function and/or disease area
- Guidance from preceptors, mentors, and alumni
- Professional development through conferences, workshops, and more
- Internal and External rotation opportunities

Rutgers Component

- Professional Development Series
- Teaching opportunities at Ernest Mario School of Pharmacy
- Research collaboration with Rutgers faculty for publications/posters
- Leadership opportunities as committee chairs and leads
Scholarly Activities

- Fellows involved in at least 1 scholarly activity project: 43
- Posters presented at various national and local conferences: 28
- Publications in magazines, peer-reviewed journals, and other media: 06
- Oral presentations at conferences and symposia: 05
Partner Companies for 2022
Candidate Eligibility

Obtain a Doctor of Pharmacy (PharmD) degree by **July 1, 2022** from an ACPE accredited pharmacy program

Attendance at ASHP Midyear Clinical Meeting is **not** required
Requirements for Interviewing

RPIF Application portal opens **October 22nd**

- Access from RPIF website – [http://pharmafellows.rutgers.edu](http://pharmafellows.rutgers.edu)
- CV, letter of intent, 3 letters of recommendation
- Candidates are limited to 10 positions

Interview requests will be open from **October 22nd** to **November 1st (soft stop)**

- Candidates submitting application material after November 1st may be considered at company's’ discretion
- Interviews conducted on a **rolling basis November 8th to November 19th**
- Candidates MUST have both a CV and a LOI uploaded to their RPIF account to be offered a 1st round interview

LORs (3) deadline **Dec 5th**
Part 1: Virtual Live Information Session

Rutgers Pharmaceutical Industry Fellowship

FIND INFORMATIONAL DAY

- Explore opportunities for PharmDs in pharmaceutical industry
- RPIF Program Overview
- Fellowship application process
- Midyear Preparation
- Q&A session

Thursday, September 23rd from 6 PM - 9 PM EST

Registration opens Wednesday, September 1st for FIND Part 1
Part 2: Fellowship Information & Networking Sessions

“Helping you find your pathway to the industry!”

**When:** October 12th - 14th and October 18th - 21st

**Location:** Virtual

**Description:**
- Educational overview of different functional areas within industry
- Q & A Panel session with fellows in different areas
- **Networking sessions** - spanning the course of two weeks with partner companies, fellows and preceptors from various positions – great way to learn more about each position, meet some of the people you might be working with to get a better idea of which positions you want to apply to
Interview Preparation Tips

- Register and submit application to RPIF portal early
- Send thank you emails
- Make sure to interview in a quiet, well-lit room with appropriate camera angle
- Attend outreaches and webinars
- Research positions offered in advance
- Arrive on time for virtual interviews
- Have a strong Internet connection and check that mic and camera work
- Dress professionally (business professional attire)
- Relax and be yourself
Opportunities for PharmDs in the Pharmaceutical and Biopharmaceutical Industry
Opportunities for PharmDs in the Industry

**Research & Development**
- Clinical Pharmacology
- Pre-Clinical
- Early Phase Development
- Late Phase Development
- Clinical Operations

**Medical Affairs**
- Medical Strategy
- Medical Information
- MSL
- Publications
- Medical Education
- HEOR

**Commercial**
- Marketing
- Market Research
- Business Intelligence
- Market Access
- Business Development

**Regulatory Affairs**
- Advertising & Promotions
- Regulatory Strategy
- Drug Safety
- Risk Management
- Advocacy & Policy
Cross Functional Interactions
Drug Development & Clinical Research

Drug Discovery

- 5000+ compounds
- 3 - 6 yrs

Preclinical

- FDA Review
- Pre-Discovery

Clinical Trials

- FDA Approved Drug
- 0.5 – 2 yrs

Phase 4: Post-Marketing Surveillance

Phase 1

Phase 2

Phase 3

IND SUBMITTED

NDA SUBMITTED
Development Operations

**Clinical Operations**

**Operational Plans**
- Develop and manage operational plans related to site monitoring, risk mitigation, trial budgets, site selection, quality and clinical supplies
- Oversee vendors, liaise with country operational representatives and sites

**Study Timelines**
- Establish and drive timelines for study milestones and ensuring accurate tracking and reporting of study metrics
- Execute plans to efficiently run clinical trials while ensuring data integrity and patient safety

**Study Deliverables**
- Provide operational input to the development of study deliverables, such as feasibility questionnaires and patient recruitment and retention strategies
- Work as part of the cross-functional team (Safety, Science, Regulatory, etc.)
Medical Affairs & Strategy

2. Understanding Pharma Series Course on Medical Affairs.
Medical Science Liaison (MSL)

- Patient
- Provider
- Partnerships with Healthcare Community
- Scientific Knowledge Exchange
- Support Clinical Trials
- Interaction with Government Agencies
- Investigator Initiated Trials
- Sponsor Representation & Support of Internal Resources
- Product® Market Intelligence
- Sponsorship & Support of Internal Resources
- MSL
Health Economics and Outcomes Research (HEOR)
* Assess need for FDA meeting
Regulatory Affairs – Advertising and Promotion
What is the Role of Commercial?

**BRAND PLANNING FRAMEWORK**

1. **Identify Business Opportunities** (Business Development & Licensing)
   - Market & Customer Insights and Analysis
   - Opportunity Evaluation
   - Actionable Segmentation Forecast

2. **Determine Which Opportunities To Prioritize And Pursue**
   - Scenario planning
   - Brand Objectives
   - Strategic Levers

3. **Create Customer-Based Strategy To Pursue (Marketing)**
   - Customer Centric Brand Platform (vision, essence, value proposition)
   - Brand Positioning
   - Message Platform

4. **Develop And Execute Sales and Reimbursement Plans (Market Access)**
   - Develop and Implement Customer Programs

5. **Optimize The Marketing Investment**
   - Impact Measurement
   - Tracking

**Impact**

**Develop And Execute Sales and Reimbursement Plans**

**Opportunity Evaluation Actionable Segmentation Forecast**

**Determining Which Opportunities To Prioritize And Pursue**

**Create Customer-Based Strategy To Pursue**

**Develop And Execute**

**Optimize The Marketing Investment**
Summary

RPIF program offers fellowships to help jump-start your career in industry by offering the following:

- Challenging and supportive environment
- Networking and mentorship opportunities
- Opportunities for research, publications, teaching, and leadership

Wide range of avenues and career paths for PharmDs in the pharmaceutical and biopharmaceutical industry