



Bristol-Myers Squibb

2016-2017

PHARMACEUTICAL INDUSTRY  
FELLOWSHIP PROGRAM



RUTGERS

Institute for Pharmaceutical  
Industry Fellowships

# LETTER FROM SENIOR LEADERSHIP

Dear Prospective Fellow,

On behalf of Bristol-Myers Squibb (BMS) 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, and in particular at BMS. Our company has evolved significantly over the past decade and we are now more focused, pioneering and competitive than at any point in our history. Our innovative medicines help millions of people in their fight against cancer, cardiovascular disease, hepatitis, rheumatoid arthritis and HIV/AIDS. We also have exciting development programs in areas such as fibrosis, immuno-oncology, heart failure and immunoscience designed to address areas of significant unmet medical need.

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.” We are truly committed to making a difference in the lives of patients and in the communities where we operate around the world.



We share an equal commitment to helping further the development of highly motivated individuals with diverse backgrounds, unique experiences and a track record of achievement – individuals like you. For more than 20 years, we have been devoted to creating a best-in-class Fellowship program, which has proven to be a launching point for a rewarding and successful career in our industry.

On behalf of everyone at BMS, I wish you the best of luck during the recruitment process, and I encourage you to strongly consider the numerous Fellowship opportunities available with our great company.

Sincerely,

Murdo Gordon  
Chief Commercial Officer

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# 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 diseases. Around the world, our medicines help millions of people in their fight against cancers, cardiovascular diseases, and rheumatoid arthritis.

## 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 uniquely combine the reach and resources of a major pharma company with the entrepreneurial spirit and agility of a successful biotech company. With this strategy, we focus on our customers' needs, giving maximum priority to accelerating pipeline development, delivering sales growth, and continuing to manage costs. In recent years, we have outperformed most mega pharma companies, diversified companies, and pure biotech companies, having delivered 14 new medicines to patients since 2002. We are a BioPharma leader with a commitment to patients with serious disease, focused on finding innovative medicines to address unmet medical needs. Having transformed Bristol-Myers Squibb into a benchmark BioPharma company, we now stand on the frontier of new possibilities with a commitment to making a meaningful difference in the lives of our patients. Continuous innovation is critical to our BioPharma strategy and is enhanced by our diverse workforce and inclusive culture. Over the years, Bristol-Myers Squibb and its employees have received numerous distinguished awards and recognitions, including being named one of the 50 Smartest Companies in 2015, as a leader in Immuno-oncology. Furthermore, we have the honor of continuing a legacy as one of the 100 Best Corporate Citizens, maintaining a perfect score on the Corporate Equality Index, and having been recently named one of the World's Most Admired Companies.

## OUR RESEARCH AND DEVELOPMENT STRATEGY

At Bristol-Myers Squibb, we are on the leading edge of science and technology to discover and develop new medicines. We invest significantly in Research and Development (R&D) - \$4.04 billion in 2015 - with an R&D organization considered among the most productive in the industry. Over the past decade, we have helped bring to market innovative medicines that treat serious diseases including cancer, serious mental illness, HIV/AIDS, hepatitis B, rheumatoid arthritis, solid organ transplant rejection, cardiovascular disease and hepatitis C. Moving into the future, our strategic focus remains on leveraging our legacy in discovery to expand the frontiers of biomedical research and continue strengthening our innovative pipeline. Behind these innovative medicines are our extraordinary teams of people. Our future depends on our employees, and we are dedicated to their continuous development and long-term growth within our organizational structure. Each compound in development is backed by high performing, multidisciplinary teams of people committed to helping our patients prevail over serious diseases. Drug development is time consuming, expensive, and risky with an average of only one of every 10,000 compounds discovered by biopharmaceutical industry researchers moving on to become an approved medicine. However, to the people of R&D, that one success makes it all worthwhile. We are energized by our Mission to innovate medicine and measure our success by the difference we make in the lives of patients.



## OUR INNOVATIVE PIPELINE

Bristol-Myers Squibb focuses on discovering and developing innovative medicines that address serious diseases in areas of significant unmet medical need. We concentrate our research efforts in the following core therapeutic areas: Oncology, Immuno-Oncology, Immunoscience, Cardiovascular, Fibrotic Disease, and Genetically Defined Diseases

### BRISTOL-MYERS SQUIBB QUICK FACTS

Net sales of \$16.6 billion in 2015

R&D investment of \$4.04 billion in 2015

Over 75% of total development projects are biologics

#### KEY PRODUCT SALES IN 2015:

- ELIQUIS®, \$1.9 billion
- ORENCIA®, \$1.9 billion
- SPRYCEL®, \$1.6 billion
- BARACLUDE®, \$1.3 billion
- SUSTIVA® franchise, \$1.3 billion
- REYATAZ® franchise, \$1.1 billion
- YERVOY®, \$1.1 billion

MARKETED PRODUCT DEVELOPMENT <sup>1</sup>		PHASE II/III DEVELOPMENT
<b>IMMUNO-ONCOLOGY</b>	OPDIVO® (nivolumab) YERVOY® (ipilimumab) OPDIVO® (nivolumab) + YERVOY® (ipilimumab) EMPLICITI® (elotuzumab)	PROSTVAC® Anti-LAG-3 Lirilumab Urelumab
<b>ONCOLOGY</b>	SPRYCEL® (dasatinib)	
<b>IMMUNOSCIENCE</b>	ORENCIA® (abatacept) NULOJIX® (belatacept)	Lulizumab Anti-CD40L BTK Inhibitor
<b>CARDIOVASCULAR</b>	ELIQUIS® (apixaban)	IKur Inhibitor Nitroxyl Donor
<b>FIBROTIC DISEASE</b>		LPA1 Antagonist PEG-FGF21(1) Pentraxin-2

<sup>1</sup>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. All information on this page has been pulled from the BMS 2015 Annual Report. Pipeline and Product information on this page is current as of January 1, 2016.

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](http://www.bms.com).

# RUTGERS COMPONENT



## RUTGERS

Institute for Pharmaceutical  
Industry Fellowships

### 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 160 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.

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:

**F**amily of Leading Companies—Partners include several of the top 19 global pharmaceutical and biopharmaceutical companies.

**O**utstanding Alumni Track Record—Over 850 alumni hold prominent positions at many leading companies.

**S**trong Network—Over 160 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.

## 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 Affairs, 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 executive sponsors and senior management 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, End of Year Dinner, Bristol-Myers Squibb Professional Development Day, and PharmD Student Rotation committee.



**JOSEPH A. BARONE,**  
PharmD, FCCP

Dean & Professor II  
Rutgers University



**MICHAEL TOSCANI,**  
PharmD

Research Professor,  
Fellowship Director, Institute  
for Pharmaceutical Industry  
Fellowships

# ONE-YEAR FELLOWSHIP

OFFERED 2017-2018

## 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, 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



**CHANDNI PATEL, PharmD**

First-Year Fellow  
Philadelphia College  
of Pharmacy



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## BUSINESS INSIGHTS & ANALYTICS

At BMS, the Business Insights & Analytics division enables bold, data-driven decisions for senior leaders. This joint 2-year fellowship is a unique opportunity to contribute to business performance assessments and competitive intelligence activities. Within the two-year fellowship program, the Fellow will have the opportunity to gain hands-on experience working in the Performance & Benchmarking team during Year 1 with a transition to the Competitive Intelligence team during Year 2.

Performance & Benchmarking delivers analytical insights on R&D business performance in the context of strategy, industry trends, and competitor performance. Competitive Intelligence informs and enables key decision making through accurate, relevant, and timely analysis of the competitive landscape. As a key member of each team, the Fellow will:

- Perform analyses on BMS and competitor activities to support strategic decisions in the R&D, Medical, and Commercial organizations
- Conduct quantitative industry- and company-level performance assessments that address key strategic and operational questions
- Engage in monitoring and analysis of pharmaceutical industry and market trends
- Support competitive intelligence projects that address key business questions at the brand level
- Develop and implement enterprise-level initiatives to improve and enhance competitive intelligence capabilities
- Engage in opportunities with significant exposure to senior management and organizational impact

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



**DEREK KUWAHARA,**  
PharmD, MS

Second-Year Fellow  
University of Southern  
California



**JENNIFER LIU,** PharmD

First-Year Fellow  
Rutgers University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## ONCOLOGY MARKETING

This 2 year fellowship offers the opportunity to join a growing and dynamic oncology organization that has a strong presence and continues to be at the forefront of bringing new and innovative cancer therapies to the market. Within the 2 year fellowship program, the Fellow will have the opportunity to gain hands on experience working within a critical field of marketing, a professional focus on the Health Care Provider. The Fellow will build core pharmaceutical marketing skills while collaborating with many different functional areas across the organization.

- 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
- Leverage 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



**ALKA BHATT, PharmD**

Second-Year Fellow  
Rutgers University



**JOCELYN HATFIELD,  
PharmD**

Second-Year Fellow  
University of Pittsburgh



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## CARDIOVASCULAR MEDICAL AFFAIRS CAPABILITIES

This 2-year Global/U.S. Fellowship provides a unique opportunity to support the development of worldwide cardiovascular medical/scientific communications, actively participate in the development of worldwide medical and brand tactics, and develop core competencies in the U.S. Medical organization. The Fellow will gain exposure and develop leadership skills by supporting and leading medical initiatives in collaboration with Worldwide and U.S. cross functional matrix teams (i.e. Field Medical, Worldwide Medical Publications, Health Economics & Outcomes Research, Clinical Research, Competitive Intelligence, and Access).

## WORLDWIDE MEDICAL/SCIENTIFIC COMMUNICATIONS AND U.S. MEDICAL AFFAIRS

- Gain hands on experience with the development, execution and strategic alignment of worldwide medical/scientific communications (core decks, Q&As, standard responses, etc) and medical publications (manuscripts, abstracts, posters, oral presentations, etc)
- Develop business acumen and project management skills by partnering with internal and external stakeholders, as well as working with agencies, supporting the development of worldwide medical/scientific communications and publications
- Actively participate in development and execution of cardiovascular medical and brand tactics including advisory board planning and execution, Thought Leader engagements, development of educational materials, internal medical training, and data dissemination (i.e., scientific abstracts, manuscripts, congresses)
- Maintain a comprehensive product response database, as well as a compendium of key product data for managed care, hospital, and Medicaid formulary committees
- Develop verbal communication skills via customer facing activities through: presence at medical information booths at national medical/professional conferences; interaction with Medical Science Liaisons to identify key product issues and unmet medical needs
- Actively participate in the medical review of promotional and non-promotional materials with matrix team members (e.g., Marketing, Legal, and Regulatory)



**NICHOLAS FAVATELLA,**  
PharmD

First-Year Fellow  
Rutgers University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## CARDIOVASCULAR MEDICAL: MEDICAL STRATEGY/ MEDICAL SCIENCE LIAISON

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

- 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 working across matrix teams (Marketing, Field Medical, Independent Medical Education, Advocacy, Clinical Development, Legal and Regulatory) as well as with alliance partners
- Assist with the review of Investigator-Sponsored Research and Independent Medical Education proposals
- Develop medical training materials for sales representatives and deliver medical presentations at sales training sessions
- Lead the execution of National and International Congress planning activities to help shape the Medical Plan

### MEDICAL SCIENCE LIAISON

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



**SIWEN (CASSIE) DING,  
PharmD**

Second-Year Fellow  
University of Southern  
California



**CARMELO ALONSO,  
PharmD**

First-Year Fellow  
Wingate University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## IMMUNOSCIENCE MEDICAL: 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 the Immunoscience 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 a deeper understanding of Medical Affairs; interact and collaborate with global colleagues; comprehend how medical professionals work in cross-functional teams; enhance project planning and leadership skills; learn how to conduct a business project; build mentoring skills.

### MEDICAL INFORMATION

- As a member of the Medical Contact team, collaborate with cross-functional teams to innovate medical information service delivery through various channels
- Develop leadership skills through serving as key contributor on information delivery initiatives
- Critically analyze the medical literature to develop medical information content to respond to global medical inquiries
- Develop oral and written communications skills through presentation of research project results to both internal and external audiences
- Assist with medical review of promotional and non-promotional materials
- Attend key national meetings (Drug Information Association) on drug information and present a research poster
- Potentially gain global experience

### MEDICAL SCIENCE LIAISON

- Serve as key contributor for field medical planning, alignment activities, cross-matrix payer initiatives, and life-cycle management projects
- Collaborate with home office and field matrix teams to assist in development and implementation of field medical priorities
- Develop MSL training materials and medical resources in collaboration with Medical Strategy
- Prepare team communications, field insight summaries, and executive presentations
- Complete all MSL trainings and assessments. Accompany MSLs on field rides to gain an understanding of diverse interactions with thought leaders
- Participate in Field Medical activities at Immunoscience conferences and BMS national meetings



**LAUREN CLOUSE, PharmD**

Second-Year Fellow  
University of North Carolina



**MAHTA MAHMOUDIEH,  
PharmD**

First-Year Fellow  
Shenandoah University

# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## IMMUNOLOGY MEDICAL

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:

### IMMUNOSCIENCE 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

### IMMUNOSCIENCE 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

### IMMUNO-ONCOLOGY MEDICAL PUBLICATIONS

- Lead the development and 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



**DEREK PETERSON,**  
PharmD

Second-Year Fellow  
Albany College of Pharmacy



**MEENAKSHI ARUMUGAM,**  
PharmD

First-Year Fellow  
MCPHS University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## 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 Field Medical meetings (regional calls, journal clubs, and national meetings) and shadow MSLs on a monthly basis while interacting with Thought Leaders and Healthcare Professionals. Fellows will also have the opportunity to shadow Health System Liaisons (HSLs)
- 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



**DANIEL BOULOS, PharmD**

Second-Year Fellow  
Philadelphia College  
of Pharmacy



**GREGORY SHERTZER,  
PharmD**

First-Year Fellow  
Temple University

# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## ONCOLOGY MEDICAL: WORLDWIDE MEDICAL CONTENT/ U.S. MEDICAL STRATEGY

This 2-year Fellowship provides a unique opportunity to support the development of Worldwide Oncology Medical content and actively participate in the planning and execution of U.S. Immuno-Oncology Franchise Medical launch tactics. The Fellow will develop leadership skills by supporting and leading Medical initiatives in collaboration with the Worldwide and U.S. cross functional matrix teams (i.e., Medical Information, Field Medical, Worldwide Medical Publications, Health Economics & Outcomes Research, Clinical Research, Clinical Operations, Regulatory, Marketing, Competitive Intelligence, and Access).

### WORLDWIDE MEDICAL CONTENT

- Gain hands on experience with the development, execution, and strategic alignment of worldwide medical communications and content (medical core deck, Q&As, standard responses, etc.)
- Collaborate closely with the oncology medical colleagues and assist in the development of communications and delivery of educational content
- Transfer knowledge and share learnings across functional areas and leverage medical information content and educational platforms across worldwide and key markets
- Develop project management skills by partnering with internal and external stakeholders as well as working with agencies supporting worldwide medical content development

### U.S. MEDICAL STRATEGY

- Facilitate development of U.S. Immuno-Oncology (I-O) portfolio launch execution strategies and tactics through Medical and Marketing cross-functional team collaboration
- Actively participate in development and execution of Immuno-Oncology brand launch tactics and coordination and optimization of U.S. Franchise Medical capabilities including launch readiness plans, medical conference activities, advisory board planning and execution, Thought Leader identification and engagements, and external I-O educational resource development
- Engage with U.S. Thought Leaders in scientific exchange via advisory boards, development of educational materials, and congresses



**FRANCIS EUSEBIO,**  
PharmD

Second-Year Fellow  
Rutgers University



**ANTHONY SALVATORE,**  
PharmD

First-Year Fellow  
Rutgers University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## WORLDWIDE & U.S. MEDICAL STRATEGY: IMMUNO-ONCOLOGY

Medical Strategy is where scientific and clinical knowledge meets strategic application. This 2-year Fellowship provides a unique opportunity to support the development and execution of Worldwide and U.S. Oncology Medical Strategy and other medical activities in the emerging field of Immuno-Oncology (I-O). During the first year in Worldwide Medical Strategy, the Fellow will focus on developing the worldwide strategy for new I-O indications in a wide array of tumor types through collaborative efforts with BMS regional offices around the world. During the second year in U.S. Medical Strategy, the Fellow will be on the Franchise Medical team where the focus will be on developing and executing the U.S. strategy for the successful launch and continued support of I-O indications. The Fellow will gain exposure and develop leadership skills by supporting and leading medical initiatives in collaboration with the Worldwide and U.S. cross functional matrix teams (i.e., Medical Information, Field Medical, Medical Publications, Health Economics & Outcomes Research, Clinical Research, Clinical Operations, Regulatory, Marketing, Competitive Intelligence, and Access).

### WORLDWIDE MEDICAL STRATEGY

- As a core member of a cross functional, multi-regional (i.e., U.S., E.U., Asia-Pacific) Worldwide Medical matrix team, the fellow will provide input into global strategic planning of pan-tumor life cycle management within the Immuno-Oncology franchise and execution of medical deliverables (i.e., internal training materials, medical publications, and congress resources)
- Actively support the Medical Publication and Data Communication Plan by collaborating with the team responsible for identification of data gaps and development of medical publications (i.e., congress abstracts, posters, symposia, review articles, primary manuscripts, and secondary manuscripts)
- Engage with external Thought Leaders in scientific exchange via advisory boards, investigator meetings, publication planning, and congresses

### U.S. MEDICAL STRATEGY

- Facilitate development of US Immuno-Oncology (I-O) portfolio franchise execution strategies and tactics through Medical and Marketing cross-functional team collaboration
- Actively participate in development and execution of Immuno-Oncology brand franchise tactics and coordination and optimization of US Franchise Medical capabilities including launch readiness plans, medical conference activities, advisory board planning and execution, Thought Leader identification and engagements, internal medical training and external I-O educational resource development
- Engage with U.S. Thought Leaders in scientific exchange via advisory boards, development of educational materials, and congresses



**KELSEY FROST, PharmD**

Second-Year Fellow  
MCPHS University



**POOJA GUPTA, PharmD**

First-Year Fellow  
Northeastern University

# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## HEALTH ECONOMICS AND OUTCOMES RESEARCH

This 2-year Fellowship will prepare talented individuals with a strong interest in pursuing a Health Economics and Outcomes Research (HEOR) career in the biopharmaceutical industry. As the US healthcare system evolves to focus on improving outcomes while reducing costs, healthcare payers and decision makers are keen on understanding the value of medicines. HEOR data is uniquely positioned to demonstrate value and guide decision making. The US HEOR team generates economic and comparative effectiveness evidence to ensure access to BMS medicines. The fellow will work alongside experienced preceptors to conduct research projects as well as communicate the value of BMS medicines to various healthcare stakeholders such as payers, providers and patients. Additionally, the fellow will be an essential part of well-integrated matrix team in multiple therapeutic areas including Oncology and Cardiovascular, and will collaborate with a variety of internal partners (i.e, medical, commercial, market access and policy & advocacy). 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
- Establish a foundation of knowledge in research methods and statistics with formal coursework through the Rutgers University School of Public Health



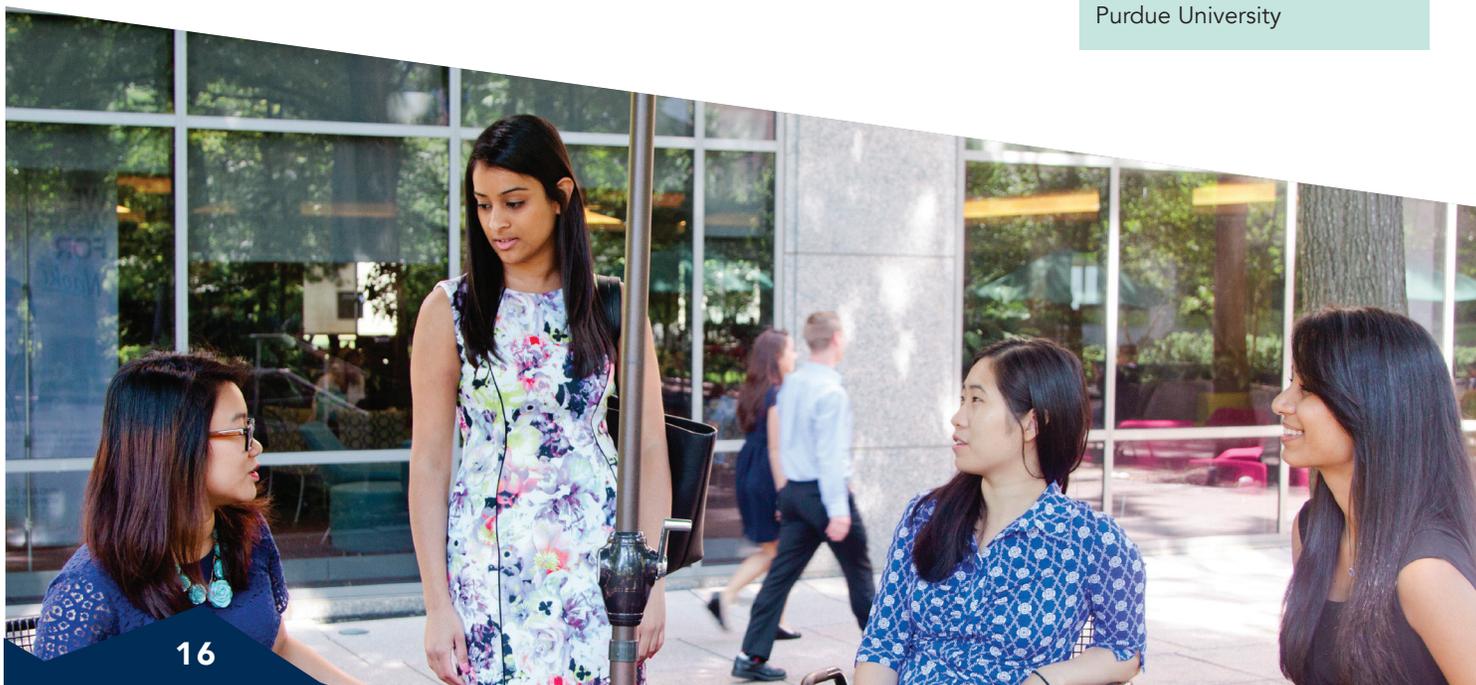
**YUNES DOLEH, PharmD**

Second-Year Fellow  
University of Connecticut



**HANNAH LE, PharmD**

First-Year Fellow  
Purdue University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## U.S. MEDICAL KNOWLEDGE MANAGEMENT

The US Medical Knowledge Management organization ensures an integrated approach in providing personalized scientific information to patients, healthcare providers, payers, and stakeholders. The fellow will be able to aid the Knowledge Management team in executing effective launches and ensuring the safe and appropriate use of our medicines. This fellowship will provide a rotational experience in three key groups within Knowledge Management:

### ACCESS MEDICAL INFORMATION

- Analyze and interpret scientific data to develop responses to unsolicited medical information inquiries related to access
- Evaluate and write medical information content in various formats (ie. formulary dossiers, medical information letters, slide presentations, compendia submissions, etc.) to appropriately communicate with customers such as payer organizations, access influencers, PBMs, specialty pharmacies, and guideline bodies
- Participate in medical review of promotional materials intended for the payer environment, ensuring appropriate use of data and team compliance

### INDEPENDENT MEDICAL INFORMATION

- Develop an understanding of the internal and external Regulatory and Legal environments that impact Medical Education activities
- Create and lead the IME request for education (RFE) process for a designated disease area(s) of focus (strategy development)
- Perform medical review and analysis of IME grant proposals and provide recommendations to the IME Review Committee (tactical follow through on strategy)
- Analyze outcomes data from supported medical education activities, generate quarterly reports, and communicate to the medical matrix teams for designated disease area(s) of focus

### RISK MANAGEMENT STRATEGY & EXECUTION

- Contribute to the development of Risk Management strategy at the global level
- Adapt the global strategy to the US business
- Support execution of all benefit -risk communications (e.g. REMS, safety education, HCP letters)
- Collaborate across the different organizations in the US (therapeutic area teams in US Medical, Commercial, Legal and Regulatory), Oncology & Specialty Development and Pharmacovigilance



**BRIELLE CARRAMUSA,**  
**PharmD**

First-Year Fellow  
Philadelphia College  
of Pharmacy

# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## GLOBAL REGULATORY SCIENCES

This 2-year Fellowship provides the opportunity to gain a broad understanding of Global Regulatory Sciences 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 Dossier Management, Global Scientific & Regulatory Documentation, 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 (HA) 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 Global Policy team on reviewing special topics



**ROBERT KALESNIK-ORSZULAK, PharmD**

Second-Year Fellow  
University of Rhode Island



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## GLOBAL PHARMACOVIGILANCE AND EPIDEMIOLOGY

This 2-year fellowship provides the opportunity to gain a broad understanding of Global Pharmacovigilance and Epidemiology (GPV&E) 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 GPV&E, the Fellow may also opt to rotate outside of GPV&E in areas such as Global Regulatory (e.g. Strategy and Operations including Global Labeling), Medical Affairs (e.g. Risk Management Strategy & Execution) or Chemical, Manufacturing & Controls 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 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 (e.g. 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



**SRUTHI GADDAM, PharmD**

Second-Year Fellow  
Rutgers University



# TWO-YEAR FELLOWSHIPS

OFFERED 2017-2019

## MARKET ACCESS: PAYER MARKETING, PRICING, REIMBURSEMENT, AND FEDERAL PROGRAMS

This 2 year fellowship offers the opportunity to join a rapidly evolving access organization that is an industry leader in ensuring patient and provider access to therapy. Within the 2 year fellowship program, the Fellow will have the opportunity to gain in depth experience working in multiple components of the organization. Through these rotations the Fellow will build core foundational marketing skills, develop an in-depth understanding of payers and provider reimbursement, and understand the important role of public policy and advocacy on the healthcare environment. Fellowship rotations may include:

### PAYER MARKETING

- Contribute to the brand payer strategy by evaluating payer management trends, emerging access influencers, and the evolving competitive landscape.
- 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.

### PRICING & CONTRACTING

- Understand challenges and business drivers across multiple channels including Payers, Integrated Delivery Networks, Group Purchasing Organizations, and Pathway organizations.
- Use analytical skills to quantify and evaluate the impact of various contracting approaches which could be employed in a complex marketplace.
- Gain experience in negotiating, executing, and implementing contracts to a variety of healthcare stakeholders.

### FEDERAL PAYMENT

- Develop in-depth knowledge of State and Federal payment programs such as Medicaid, State Exchanges, and Medicare Part D.
- Work with the Brand Payer matrix to develop strategies based on the impact of government channels on each business.
- Analyze existing and proposed legislation to assess the potential impact on the company's existing business and R&D pipeline.

### CHANNEL & PATIENT SUPPORT SERVICES

- Evaluate the evolving healthcare landscape to assess the implications for provider reimbursement and patient affordability.
- Assess the importance of various services to BMS customers including field support, web-based tools, and call centers.
- Create materials, including both traditional and digital content, to communicate the proper billing and coding for infusible products.



# NON-RECRUITING FELLOWSHIPS

## POLICY & ADVOCACY

The Policy and Advocacy Fellowship provides opportunities to work within both Global Policy, Advocacy & Government Affairs and U.S. Oncology Advocacy. The fellow will gain experience working across a matrix team (marketing, medical, market access and public affairs) to gather patient and provider insights, build relationships with relevant third party organizations, and develop advocacy plans that optimize access to high quality cancer care for patients. During this time of continued reform and evolution of the U.S. healthcare system, the Fellow will develop a deep understanding of how healthcare policies are developed and implemented within the US, and how they impact patients, providers, payers, Bristol-Myers Squibb and the biopharmaceutical industry. The Fellow will interact and collaborate with stakeholders across Bristol-Myers Squibb and gain experience in working with patient advocacy organizations, policy stakeholders and other organizations that contribute to the policymaking process while also evaluating opportunities for Bristol-Myers Squibb 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.



**CHLOE STACY,**  
**PharmD, MBA**

First-Year Fellow  
Drake University

### POLICY

- Evaluate U.S. healthcare policy proposals and develop related policy analysis to help support policy position development
- Support Bristol-Myers Squibb participation in pharmaceutical industry trade organizations and other stakeholder efforts on priority public policy issues, including those that affect patient access to innovative medicines, through policy research and other policy analysis
- 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 (market access, payer marketing, medical strategy, and commercial teams) to develop and execute advocacy initiatives
- Support market access field teams through tool development and national advocacy support



# NON-RECRUITING FELLOWSHIPS

## VIROLOGY MEDICAL: MEDICAL INFORMATION/MEDICAL STRATEGY

### MEDICAL INFORMATION

- Participate in the medical review of promotional, non-promotional and educational materials in collaboration with Legal, Regulatory, Marketing and Medical Strategy teams
- 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
- Provide staffing support for Medical Information congress booths to address unsolicited medical inquiries
- Analyze medical inquiry trends and insights related to hepatitis C and create and present reports to Medical Matrix team and internal stakeholders
- Deliver medical information training for field medical and sales representatives

### MEDICAL STRATEGY

- Develop and execute tactics supporting Virology brands in close collaboration with the Commercial team, including advisory board content, scientific conference coverage, sales force resources and training, and strategic review of marketing materials
- Drive the Bristol-Myers Squibb Fellows Research Training Program to support new investigators in clinical research by coordinating the application and internal review process
- Assist in the development and implementation of strategic post-marketing and investigator initiated studies 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



**JAMIE KIM, PharmD, MA**

Second-Year Fellow  
University of California,  
San Francisco

## 2016-2017 PRECEPTORS

### BACK ROW:

Karen Cohen, Mark Angeles,  
Corey Ritchings, Matt Lupo

### SECOND FROM BACK:

Kristina Bundra, Lisa Patel

### SECOND FROM FRONT:

Louise Shennard, Sylwia Soltys,  
Dale Kummerle, Douglas Bailey,  
Bjorn Bolinder

### FRONT ROW:

Rachel Savidge, Payal Parikh-Patel,  
Kimberly Lehman, Jinni Mathai,  
Lauren Mak



# RUTGERS FELLOWSHIP ALUMNI

## AT BRISTOL-MYERS SQUIBB

### FROM BRISTOL-MYERS SQUIBB

#### MEDICAL INFORMATION

Samantha Gothelf	Head, Knowledge Management
Priya Darouian (Maheshwari)	Director, Strategy & Operations
Lisa Patel	Associate Director, Contact Center Ops
Ivona Golczewska	Associate Director, Oncology
Laura Bradshaw	Manager, Oncology
Ijeoma Nwosu	Manager, Oncology
Tracey Cannova	Manager, CV
Khushbu Shah	Manager, CV
Megha Patel	Manager, CV

#### WORLDWIDE MEDICAL

Melissa Harris	Head, Specialty NRDG & Disease Evolution
Irene DeGutis (Sheng)	Lead, Sprycel HQ Medical
Kaleen Barbary	Associate Director, Immunoscience
Stuart Rhodes	Manager, Oncology LCM
Sonie Lama	Manager, Orenica HQ Medical
Kristina Bundra	Manager, WWMC Nivolumab

#### HOME OFFICE MEDICAL/MEDICAL STRATEGY

Nanrita Nandra	Associate Director, Oncology
Amanda Scofield	Associate Director, Oncology
Alex Brun	Associate Director, Oncology
Kimberly Lehman	Associate Director, I-O Franchise Medical Scientist
Nabomita (Hore) Thomas	Associate Director, I-O Franchise Medical Scientist
Stephen Esker	Associate Director, Virology
Corey Ritchings	Associate Director, Virology
Thomas Lehman	Manager, Immunoscience
David Dalton	Manager, CV

#### WORLDWIDE PUBLICATIONS

Carol Davis-Shiloh	Director, WW Publications Lead, I-O, LHN
Kim Tran	Director, WW Publication Lead, Specialty
Catherine Merrill (Fanego)	Associate Director, Head and Neck Publication Lead
Victoria Berger	Manager, WW Publications, HCV

#### REGULATORY AFFAIRS

Sekayi Mushonga	Director, Global Regulatory Team Lead
Ashley Pereira	Director, GRS Asia Liaison

#### PROMOTION INTEGRITY

Elsa Pan	Associate Director, Oncology
Yen Krystal Miao	Associate Director, CV/ Virology/ IMS
Sheena Patel	Associate Director, Oncology
Christine Novak	Associate Director, Oncology
Divisha Dixit	Manager, Oncology

#### MARKETING

Brent Pfeiffenberger	General manager, Australia/ NZ
Samuel Sukoneck	Director, MCM Partner
Bernard Lee	Associate Director, Heme Market Research
Carissa Drannbauer	Associate Director, Oncology
Christine Ghobrial	Associate Director, Payer Marketing Nivo
Zachary Cain	Associate Director, Payer Marketing Heme
Justin Balint	Product Manager, I-O

#### SALES & SALES SUPPORT

Ashwini Deshpande	DBM, Oncology
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#### ADVOCACY & POLICY

Jaclyn Rosenbaum	Associate Director, Oncology
Stefanie Wiegand	US Federal Policy Lead

#### BUSINESS DEVELOPMENT

Matt Bunn	Director, Business Development
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#### FIELD MEDICAL

Dipak Mistry	MSL, Oncology
Katherine Sprague (Heck)	MSL, CV
Dawn Bey	MSL, Oncology
Will Jackson	MSL, Oncology

#### FIELD MEDICAL OPERATIONS /COMMUNICATIONS

Mark Angeles	Manager, CV
Emily Prince	Manager, Oncology

#### HEOR

Prianka Singh	Sr. Manager, Oncology
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#### CLINICAL TRIAL ANALYTICS

Patrick Liu	WW Pharmaceutical Finance
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#### GLOBAL CLINICAL RESEARCH

Alex Azrilevich	Director, Oncology
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#### STRATEGY AND ANALYTICS

Robert Klepacki	Manager, Feasibility Analytics
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#### CORPORATE PHILANTHROPY

Priscilla Ko	Manager, Corporate Contributions
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### FROM OTHER PARTNER COMPANIES

#### MEDICAL INFORMATION

Tony Lan (JNJ)	Associate Director, Oncology
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#### HOME OFFICE MEDICAL

Kimberly Chappell (Novartis)	Director, US Medical Customer Strategy
Maria Moricz (Novartis)	Associate Director, GCR Oncology
Sunny Kumar (Merck)	Associate Director, Oncology

#### WORLDWIDE MEDICAL

Monil Shah (Novartis)	Lead, HQ Medical I-O LCM
Marta Molina (Bimark)	Director, Oncology WWMC
Ralu Vlad (Roche)	Lead, Strategic Collaborations, HQ Medical
Amee Patel (Daiichi Sankyo)	Associate Director, Oncology WWMC

#### U.S. COMMERCIAL OPERATIONS

Jessica Cairns (Roche)	Head of Franchise Strategy & Ops, Oncology
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#### FIELD MEDICAL

Natanya Jennings (Roche)	Sr. Medical Science Liaison, Virology
Sheiva Ghazanfari (Roche)	Medical Science Liaison, Immunoscience

#### CLINICAL DEVELOPMENT

Robert Adamczyk (Schering)	Associate Director, Clinical Pharmacology
Charles Frost (Roche)	Director, Clinical Pharmacology, CV/Met
Angela Tang (Roche)	Associate Director, Early Development Document Lead

#### MARKETING

John Dunn (JNJ)	Executive Director, Elotuzumab
Bryan Campbell (Novartis)	Director, Immuno-Oncology

#### GLOBAL CLINICAL OPERATIONS

Leena Shah (TKL Research)	Director, US Site Management
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#### GLOBAL MARKETING

Lucy Eichenblatt (Tibotec)	Associate Director, WW Access Market Research Labeling
Yaroslav Ivanov (JNJ)	Manager, Global Labeling Operations

#### COLLABORATIVE SCIENCES

Amber Griffies (Roche)	Clinical Pharmacology, Clinical Monitor
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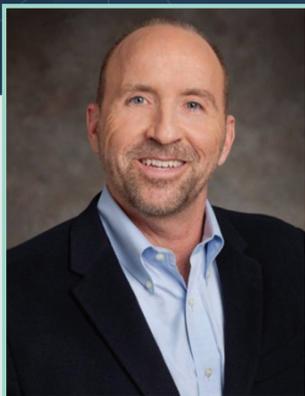
#### GLOBAL COMMERCIALIZATION

Ruth Kim (Bayer)	Sr. Epidemiologist, Oncology
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#### FORECASTING

Abel Zhu (JNJ)	Manager, Forecasting & Strategic Planning
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# FELLOWSHIP INSIGHTS



**PATRICK REILLY**

Vice President, Medical  
Contact, Content, & Insights

## EXECUTIVE SPONSOR SPOTLIGHT

Bristol-Myers Squibb is a great company for pharmacists who are wanting to enter 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 associated pharmacy community at Bristol-Myers Squibb, provides an exceptional experience of seeing, doing, and teaching, which readily prepares our Fellows/Residents to become future leaders within both our Medical and Commercial organizations. As a leader at Bristol-Myers Squibb, I appreciate the importance of attracting and retaining these talented individuals to fulfill the Bristol-Myers Squibb Company mission of helping patients prevail over serious diseases. The Rutgers' Pharm.D. Fellowship Program is clearly an important part of our talent acquisition strategy and is key to building and cultivating an innovative and diverse workforce at Bristol-Myers Squibb.

## ALUMNI SPOTLIGHT



**PRIYA DAROUIAN, PharmD**

US Knowledge Management, Director, Strategy & Operations | Fellowship Year 2003-2004

The Bristol-Myers Squibb Fellowship program has provided me with a solid foundation that prepared me for a successful career in the pharmaceutical industry. As a Fellow, I was an integral part of my team and was provided with a breadth of experiences. 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. I am proud to be a part of an organization that has a commitment and passion for patients.



**CAROL DAVIS-SHILOH, PharmD**

Immuno-Oncology Commercial Chief of Staff | Fellowship Year 2005-2006

The Rutgers/Bristol-Myers Squibb Fellowship Program has maintained a long-standing history of success. This is a direct reflection of a highly dedicated 'Fellowship Community' that ensures the Fellows are engaged in the right opportunities to develop and strengthen fundamental skills essential for a rewarding career in the biopharmaceutical industry. The Program exposed me to a broad range of competencies, including therapeutic/functional expertise, matrix collaboration, business strategy & operations, budget management, and emotional intelligence. Ten years later, I continue to leverage the relationships and learnings from my Fellowship, which is the best testament to the invaluable experience I gained during the Program!



**STEPHEN ESKER, PharmD**

Associate Director, HIV Medical | 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. After spending two additional years within the Virology Medical group in-house and over four years as an HIV Medical Science Liaison (MSL) based out of Manhattan, I'm back in the headquarters generating real world data to answer unmet medical needs in the field of HIV care. 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.

## 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 at: [pharmafellows.rutgers.edu](http://pharmafellows.rutgers.edu)

### PLEASE ADDRESS ALL CORRESPONDENCE 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  
[ifellows@pharmacy.rutgers.edu](mailto:ifellows@pharmacy.rutgers.edu)

Application materials may be submitted as early as November 19, and applicants are encouraged to submit as many of the required materials as possible by December 15.



Bristol-Myers Squibb

**RUTGERS**

Institute for Pharmaceutical  
Industry Fellowships