POST-DOCTORAL PHARMACEUTICAL INDUSTRY FELLOWSHIP
in Medical Affairs & Pharmaceutical Marketing

ST. JOHN’S UNIVERSITY AND AMERICAN REGENT
DEAR PROSPECTIVE FELLOW,

On behalf of American Regent and St. John’s University, we would like to thank you for expressing interest in our unique program.

OUR VALUES

At American Regent, we are committed to our core values. We continually deliver exceptional customer service to patients, healthcare providers, and manufacturers. Our growth efforts are directed towards the ever-changing world of healthcare. With specialization in the nephrology market, we are able to help treat patients with complicated histories and prevalent disease states such as diabetes and hypertension, the two leading causes of kidney disease. Our efforts to produce quality products reflect our dedication to the care and health of those we serve. Our partnerships with various organizations are able to give us direct insight into patient outcomes and provider satisfaction with our products.

MISSION

American Regent has been supplying quality injectable products to the medical community throughout the US and Canada since 1967. Specialization in the nephrology market and expertise in manufacturing capabilities have enabled us to satisfy essential needs and establish a strong presence with the healthcare system.
The two-year post-doctoral pharmaceutical industry fellowship is designed to provide the Doctor of Pharmacy graduate a profound and unique experience in medical affairs and pharmaceutical marketing within a pharmaceutical corporation, American Regent. The fellow will have exposure to various departments within American Regent as well as research and teaching opportunities at St. John’s University College of Pharmacy and Health Sciences. It is the goal of the program to provide the fellow with the skills and tools necessary for a successful career in the pharmaceutical industry.

**FELLOWSHIP OBJECTIVE**

“The two-year post-doctoral pharmaceutical industry fellowship provides the Doctor of Pharmacy graduate unique exposure to the inner-workings of a pharmaceutical company in a professional environment conducive to learning. The program imparts knowledge and experience necessary to allow each fellow to become competent in providing accurate medical information to healthcare professionals, sales and clinical teams, and consumers. Additionally, each fellow rotates through a series of responsibilities that provide the backbone of training and supervised experience in pharmaceutical marketing. Though our fellowship program is relatively new, the fellows have helped us to develop the program into a comprehensive, worthwhile and wholly enjoyable experience.”

William C. Fridrich, R.Ph., M.S., M.B.A.
Director of Medical Affairs
Fellowship Director

Bill earned a Master of Science in Organizational Management in 2011, a Master of Business Administration in 2010, and a Bachelor of Science in Pharmacy in 1987. He initiated and is the Director of the American Regent/St. John’s University Fellowship Program, and is the lead preceptor for both the St. John’s University and Long Island University pharmacy student rotation programs. In his 7 years with the company, Bill and the Medical Affairs team have been an integral part of American Regent’s educational and medical information efforts, overseeing speakers programs, educational grant requests, medical information responses to healthcare professionals, sales training, and processing of product quality complaints. Prior to joining American Regent, Bill was the Director of Pharmacy at a national home infusion company, and practiced in both hospital and retail pharmacy disciplines.

**FELLOWSHIP DIRECTOR**
The History of American Regent

- Founded in 1910 in Munich, Germany as Luitpold-Werk and entered the US Market in 1978
- President & CEO – Mary Jane Helenek, R.Ph., M.S., M.B.A.
- Manufacturer over 100 different pharmaceutical products and devices including Venofer® and Injectafer®
- Located in Shirley, NY on Long Island approximately 60 miles from New York City; employs approximately 850 employees

At a Glance

Executive Management

"The American Regent Post-doctoral Fellowship is geared for highly motivated professionals that want to obtain broad hands-on experience in the many facets of pharmaceutical marketing and medical affairs. No other fellowship program offers the opportunity to be an integral part of drug development through launch and life cycle management. Expect to be constantly challenged, make significant contributions and upon completion develop finely honed skills, enabling the fellow to effectively meet their career goals."—

Mary Jane Helenek, R.Ph., M.S., M.B.A.
President & CEO
Having the ability to work in a pharmaceutical company and gain experience in key areas such as marketing, training, and medical affairs is a unique opportunity. Typically, an employee begins working in one department and gains experience only in that one area. Inter-departmental experiences usually occur over time. This program allows the Doctor of Pharmacy graduate an immediate sampling of experiences, which provides a broad understanding of the organization as well as the industry. Having worked personally with several of the fellows, I have seen first-hand how much this program has benefited not only the graduates, but also American Regent.

Jacalyn Beltrani, M.B.A.
Vice President of Commercial Operations
St. John's University is located on a residential 105-acre campus in Queens, New York and was founded in 1870 by the Vincentian Community. Recognized for its outstanding academic programs, rich student life, vibrant diversity and Big East vitality, the university boasts a population of over 20,000 students and 140,000 alumni across five metropolitan campuses.

The nationally recognized St. John's University College of Pharmacy and Health Sciences prepares students for rewarding careers as practitioners, researchers, and leaders in government and industry. Founded in 1929, the College offers numerous healthcare-related programs at the undergraduate and graduate levels including the entry-level Doctor of Pharmacy degree, Master of Science degrees in Pharmaceutical Sciences and Pharmacy Administration, and the Doctor of Philosophy in Pharmaceutical Sciences degree.

St. John's University College of Pharmacy and Health Sciences is committed to shaping compassionate health care professionals to serve humanity through excellence in health care and biomedical research. Faculty, students and alumni of the College are actively involved in basic sciences as well as clinical research, and provide pharmaceutical care to a diverse patient population. The College continually works in partnership with numerous healthcare organizations throughout the New York metropolitan area to ensure the promotion, practice and delivery of the highest-quality health care services and research. Building on a dedication to greatness, its metropolitan location and its strategic alliances with leading healthcare institutions, the College empowers effective leaders, good citizens, and moral and ethical individuals.

Jennifer Myers, Pharm.D.
Post-doctoral Fellow, Second Year Fellow
Duquesne University

Jaclyn Violli, Pharm.D.
Post-doctoral Fellow, First Year Fellow
University of the Sciences (USP)

Jenifer Myers, Pharm.D.
Post-doctoral Fellow, Second Year Fellow
Duquesne University

Jaclyn Violli, Pharm.D.
Post-doctoral Fellow, First Year Fellow
University of the Sciences (USP)
VP OF CLINICAL OPERATIONS

“This fellowship has become an integral part of American Regent. The fellow will experience firsthand what it takes to be part of a pharmaceutical company from the pre-approval stages all the way to the launch of a product. Being a mid-sized company, the fellows in our group are exposed to many different aspects of drug development including clinical development, pharmacovigilance and medical affairs. However, the fellow also has many opportunities to be part of other departments in our commercial operations group including marketing, sales, and sales support. In essence, they have the opportunity to gain experience in almost any area in which they have an interest. The fellow will be presented with many diverse project opportunities and will broaden their experience both professionally and personally on their way to becoming a competent and rounded professional in the pharmaceutical industry.”

Marc Tokars
Vice President of Clinical Operations

“Being a fellow and now an employee of Luitpold Pharmaceuticals, the fellowship here provides a great experience. As a fellow, I was able to work with preceptors and mentors that provide you with hands-on experiences. I worked cross-functionally among different disciplines within the company and am now working in a department which requires all the necessary skills that I built upon. I strongly believe that this pathway is a great way to mold a Pharm.D. graduate into an exceptional professional.”

Andy He, Pharm.D.
Manager, Medical Affairs, American Regent
Long Island University

“Pharmaceutical industry fellowship with American Regent and St. John’s University has been a memorable and life changing experience. During my fellowship, I was afforded the unique opportunity to work on the brand teams for multiple products across therapeutic areas. I supported strategic marketing decisions and lead tactical execution for products throughout its life cycle, including launch. The support and guidance I received from my colleagues and preceptors continually helped me professional growth and development. My experience at American Regent has been extraordinary and I am grateful for the opportunity.”

Ryan Kairouz, Pharm.D., M.S.
Product Manager, Medication Automation, Omnicell
St. John’s University
Post-Doctoral Pharmaceutical Industry Fellowship

St. John’s University and American Regent

FELLOWSHIP STRUCTURE

Medical Affairs

Pharmacists in the Department of Medical Affairs provide efficient and unbiased medical information concerning the company’s pharmaceutical products to healthcare professionals, consumers, and internal associates.

Upon completion of rotation within this department, the fellow should be able to:

- Address the medical needs of the company by utilizing strong analytical skills to evaluate medical literature
- Apply clinical expertise to interpret scientific data
- Identify and report adverse events
- Provide enhanced verbal communication
- Utilize comprehensive medical writing skills in providing enhanced personal communication
- Critically analyze and evaluate evidence-based medicinal products
- Act in the planning and implementation of Speakers Bureau programs and materials that sell to PAMA and FDA guidelines
- Coordinate clinical information between sponsor and sales force
- Develop and culture relationships with experts, training speakers and the sales force
- Provide medical information support
- Develop educational programs and materials
- Integrate the American Medical Editors and Sales team members of "Front and Lean" meetings
- Strengthen relationships, brand depth, and improve service and support required in the pharmaceutical industry
- Review promotional and non-promotional materials
- Identify and address specific needs of our consumers, healthcare professionals, personal and pharmaceutical-related organizations by providing scientific responses regarding American Regent and American Regent products
- Develop and present educational lectures on products and disease states to sales training groups and other companies
- Develop, review, and coordinate scientific and clinical materials that support corporate goals
- Provide scientific support at meetings

Pharmaceutical Marketing

Business opportunities for pharmacists in industry include various roles within Pharmaceutical Marketing. The Marketing department is responsible for strategic and tactical implementation of the advertising and promotion of the company’s products and brands. The fellow will work directly with the marketing team and serve in a cross-functional role with sales representatives, managed markets team, and business development.

Upon completion of rotation within this department, the fellow should be able to:

- Manage a broad range of responsibilities comparable to those managed by current team members
- Understand medical marketing
- Negotiate, develop, and exchange healthcare providers’ awareness of the brand, in an effort to optimize utilization
- Develop marketing strategy and tactics for optimal brands
- Collaborate with agencies and cross-functional teams to execute strategic and tactical plans through appropriate sales, marketing, and medical channels
- Analyze past and present market data to monitor current and future trends
- Forecasting and patient model evaluations are also key responsibilities of the market researcher
- Develop competitive intelligence
- Develop sales promotional materials

YEAR ONE

The opportunity to interact with fellow in our fellowship program has been an enlightening experience and has provided a way to share knowledge and build the desire to further careers in the pharmaceutical industry. While working in the Professional Services Department the fellows develop a true sense of how their education can be applied to another level of the pharmaceutical spectrum.

Margaret Norris, R.Ph., Senior Clinical Pharmacist, Medical Affairs

Our collaborative fellowship program with St. John’s University has demonstrated to be an excellent opportunity for both the preceptor and fellow to exchange ideas, develop business strategies, and promote educational growth.

Paul Caza, PhD, D.M.A.
Product Manager, Multisource & Oncology Products

Mary Ana Rizzo, R.Ph., Pharm.D., M.B.A.
Clinical Pharmacist, Medical Affairs

"In pharmaceutical marketing there is a constant flow of projects relating to strategy, positioning, branding, promotion and sales. Our pharmacy fellows have been instrumental in many of our projects, contributing to our clinical expertise as well as bringing fresh perspectives to business issues. It has been a pleasure working with such bright and motivated individual."
FELLOWSHIP STRUCTURE

Rotation Opportunities
The fellow will have opportunities to rotate into other areas of interest during the second year of the program such as:

- Clinical Research & Development
- Medical Science Liaison (MSL)
- Marketing
- Medical Affairs
- Pharmacovigilance
- Quality Assurance
- Regulatory Affairs
- Market Research
- Sales

College of Pharmacy & Health Sciences Components
The fellow may apply for an affiliate faculty appointment at St. John’s University College of Pharmacy and Health Sciences and will precept entry-level Doctor of Pharmacy students who are assigned to American Regent for experiential training.

Additionally, each fellow will have opportunities at the University to participate in activities to promote professional development including:

- Formal and informal educational opportunities
- Collaborative research projects with St. John’s faculty
- Development of continuing education courses
- Resident and fellow seminar series with the College of Pharmacy and Health Sciences
- Graduate degree programs available at the University to further his or her educational development (Master’s or PhD degree)
- On-campus teaching opportunities within the Doctor of Pharmacy Program
- Individual research project(s)
- Opportunity to participate in a teaching certificate program

CERTIFICATE OF COMPLETION
Upon successful completion of the fellowship program, a certificate of completion will be awarded by St. John’s University College of Pharmacy and Health Sciences and American Regent.

ELIGIBILITY FOR FELLOWSHIP
Fellows are chosen from a nationally competitive selection process. To be eligible, candidates must graduate from an Accreditation Council for Pharmacy Education (ACPE) accredited Doctor of Pharmacy program and have a keen interest in pursuing a career in the pharmaceutical industry.

SALARY AND BENEFITS
The fellow will be a full-time St. John’s University employee. A competitive stipend will be given as well as options for comprehensive health, dental, and vision insurance. Travel to professional meetings, conventions, and other facilities of the company may be possible.
APPLICATION PROCESS

Application Process
Interested candidates should send:

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<th>REQUIRED ITEM</th>
<th>DEADLINE</th>
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<tr>
<td>Curriculum Vitae</td>
<td>December 20th</td>
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<td>Letter of Intent</td>
<td>December 20th</td>
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<td>College transcript</td>
<td>December 23rd</td>
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<td>Three letters of recommendation</td>
<td>December 23rd</td>
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Please send all correspondence (electronic and hard-copy) to:
Joseph Brocavich, Pharm.D.
Senior Associate Dean for Pharmacy Programs
Associate Clinical Professor
College of Pharmacy and Health Sciences
St. John’s University, 8000 Utopia Parkway
Queens, NY, 11439
Email: brocavij@stjohns.edu

For any questions regarding the fellowship program or application process, please contact fellowship@americanregent.com