



# POST-DOCTORAL PHARMACEUTICAL INDUSTRY FELLOWSHIP

## in Medical Affairs & Pharmaceutical Marketing

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ST. JOHN'S UNIVERSITY AND AMERICAN REGENT



ST. JOHN'S  
UNIVERSITY

AMERICAN®  
REGENT //



# WELCOME

## 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.

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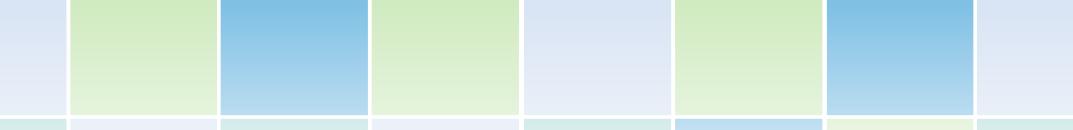
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## FELLOWSHIP DIRECTOR

"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



# FELLOWSHIP OBJECTIVE

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 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 industry 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.





## EXECUTIVE MANAGEMENT

"The American Regent Post-Doctoral Fellowship is geared for highly motivated professionals that want to obtain broad hands-on experience to 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

# AT A GLANCE

## 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



When a group of dedicated professionals banded together almost 40 years ago, they could not have envisioned they were launching a company that would become one of the leading injectable product suppliers in the country. From its humble beginnings in 1967 as American Quinine, American Regent has grown into a major force as a supplier of quality parenteral products to the medical community.

As the operation's scope expanded, the company was acquired by Luitpold Pharmaceuticals, Inc. (subsidiary of Daiichi Sankyo) in the mid-1980s, and the decision was made to change the name to American Regent Laboratories, Inc., to reflect its extended capabilities. It was later shortened to American Regent in 2002. Luitpold Pharmaceuticals, Inc. is comprised of multiple divisions including American Regent, Osteohealth, Animal Health, Regency Therapeutics, and Contract Manufacturing.

In 1996, American Regent began distributing Dexferrum® (iron dextran injection, USP). This was followed by the launch of Venofer® (iron sucrose injection, USP) in 2000 for use in the treatment of Iron Deficiency Anemia in Chronic Kidney Disease patients. Since its inception in the United States, Venofer® has emerged as a brand leader and is now the #1 prescribed IV Iron in the U.S.

July of 2013, saw the FDA approval of Injectafer® (ferric carboxymaltose injection), the first high-dose, non-dextran IV iron indicated to treat adult patients with Iron Deficiency Anemia in a broad patient population.



### VP OF COMMERCIAL OPERATIONS

"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

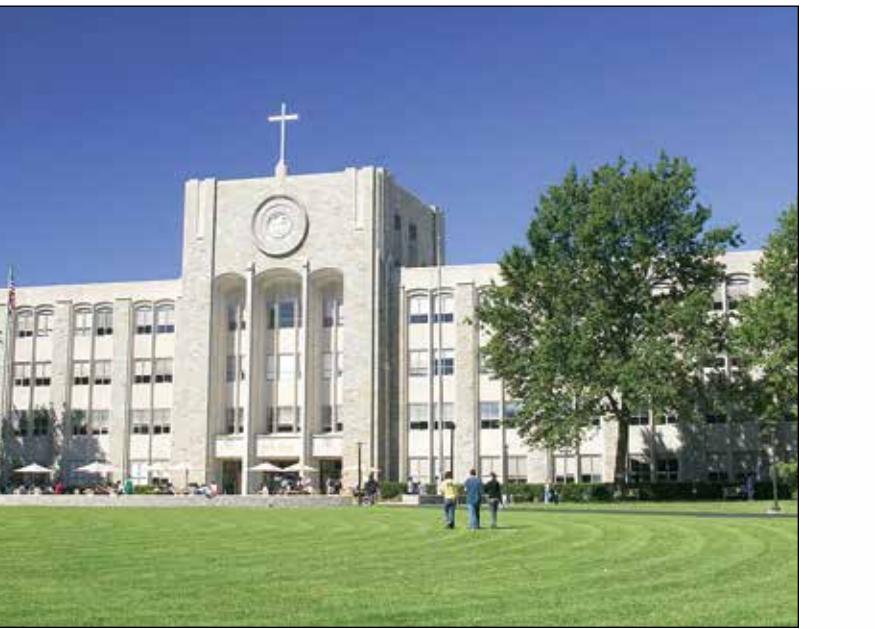
St. John's University is located on a residential 105-acre campus in Queens, New York and was founded in 1870 by the Vincentian Community. Recognized for its outstanding academic programs, rich student life, vibrant diversity and Big East vitality, the university boasts a population of over 20,000 students 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.



## ST. JOHN'S UNIVERSITY



### CURRENT FELLOW PERSPECTIVES

"The fellowship program with American Regent and St. John's University continues to offer me a wealth of opportunity. I am able to utilize my educational background in a creative way in both the medical affairs and pharmaceutical marketing disciplines. My colleagues and preceptors provide me with hands-on training and the necessary skill sets which are needed for a successful career in the industry as a Pharm.D. With this fellowship, I continue to develop leadership skills and confidence in my abilities. I am certain that my experiences here will shape me as a professional, as well as an individual, and lead me to a promising future in the pharmaceutical industry."

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



"The medical affairs and pharmaceutical marketing fellowship at American Regent is a unique program that provides me with incredible opportunities and hands-on experience. As a fellow, I am challenged to think differently and creatively, and am able to utilize my clinical pharmacy knowledge in the dynamic setting of the pharmaceutical industry. My mentors are very supportive and extremely knowledgeable, promoting an engaging environment for me to grow both personally and professionally. Through different projects, I have the opportunity to collaborate with internal colleagues and work cross-functionally within the company. I am enhancing my leadership, communication, and critical thinking skills and I am confident that this fellowship will prepare me for a successful career within the pharmaceutical industry."

Jaclyn Viola, 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



### PAST FELLOW TESTIMONIAL



"The 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 serve on the brand team 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 facilitated my professional growth and development.

My experience at American Regent has been extraordinary and I am grateful for the opportunity."

Ryan Kuriakose, Pharm.D., M.S.  
Product Manager, Medication Automation, Omnicell  
St. John's University



"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 experience. 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



# FELLOWSHIP STRUCTURE

## YEAR ONE

### 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 response to medical inquiries from customers
- Utilize clinical knowledge in the development of healthcare-related publications, meetings, and digital media for an array of audiences, including healthcare professionals and consumers
- Critically analyze and evaluate evidence-based medicine
- Aid in the planning and implementation of Speakers Bureau programs and materials that adhere to PhRMA and FDA guidelines
- Collaborate and network with key opinion leaders (KOLs) from industry, managed care, and academia in the creation of marketing and educational programs
- Manage company expectations while effectively integrating key clinical messages into programs for healthcare professionals
- Work directly with the Medical Science Liaisons:

### 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 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:

- Coordinate clinical information between sponsor companies and experts in the field
- Develop and cultivate relationships with experts, training speakers and the sales force
- Provide medical information support
- Develop educational programs and materials
- Interact with Medical Science Liaisons and Sales Team members at "Lunch and Learn" meetings
- Strengthen medical expertise, gain in-depth experience, and acquire abilities required in the pharmaceutical industry
- Review promotional and non-promotional materials
- Identify and address specific needs of our consumers, healthcare professionals, personnel and healthcare-related organizations by providing scientific responses regarding Luitpold Pharmaceuticals, Inc. and American Regent products
- Develop and present educational lectures on products and disease states to sales training groups and other company employees
- Research, review, and coordinate scientific and clinical materials that support corporate goals
- Provide scientific support at meetings

### MEDICAL AFFAIRS PERSONNEL



"The opportunity to interact with fellows in our fellowship program has been an enlightening experience and has provided a way to share knowledge and instill 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 facet of the pharmaceutical spectrum."

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



"The partnership of American Regent and St. John's University offers the Post-Doctoral Fellow a unique opportunity to continue their journey of professional learning in today's healthcare industry. The fellow enters the program with a pharmacy degree and throughout their 2-years at American Regent, skills such as leadership and communication are cultivated to assist our patients, healthcare professionals, and colleagues. The fellow becomes a valued member of the healthcare team, rotates through several departments, and enhances their learning and professional growth which is essential for a career in the pharmaceutical industry."

Jordana Barish  
Product Manager, Branded Products



"Our two year post-doctoral fellowship provides the Pharm.D. graduate with a unique opportunity to gain experience within the pharmaceutical industry with a hands-on approach. The fellow becomes an integral part of our pharmaceutical marketing and medical affairs teams. Our clinical pharmacists mentor the fellows who learn how to develop clear and concise drug information responses as well as educational and promotional materials. The fellow will grow both personally and professionally in this role. Prior fellows contributed to the exciting launch of a new drug."

Fran Gatto, B.S., R.Ph., Pharm.D.  
Clinical Pharmacist, Medical Affairs



"Mary Ann Rago, R.Ph., Pharm.D., M.B.A.  
Clinical Pharmacist, Medical Affairs

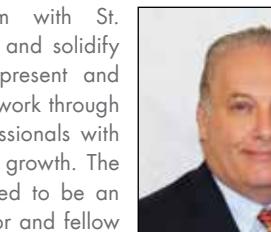
### PHARMACEUTICAL MARKETING PERSONNEL

"In pharmaceutical marketing there is a constant flow of projects relating to strategy, positioning, branding, promotion and more. Our pharmacy fellows have been instrumental members of these project teams, contributing their clinical expertise as well as fresh perspectives on business issues. It has been a pleasure working with such bright and motivated individuals."



Jordana Barish  
Product Manager, Branded Products

"Our collaborative fellowship program with St. John's University has enabled us to build and solidify relationships with professionals of the present and future. We are truly grateful to be able to work through our fellowship program with young professionals with whom we foster and encourage cognitive growth. The fellowship with St. John's has demonstrated to be an excellent opportunity for both the preceptor and fellow to exchange ideas, develop business strategies and promote educational growth."

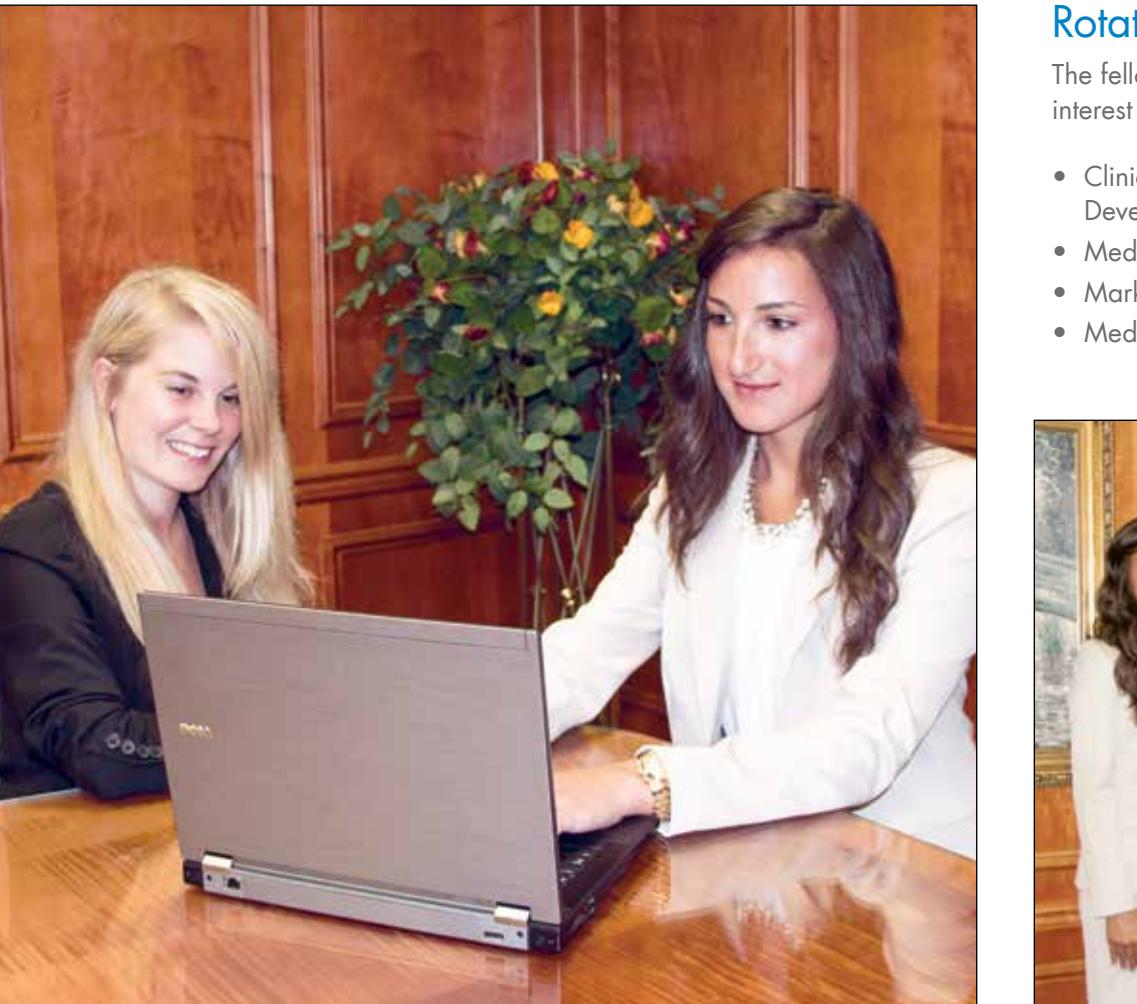


Paul Cerza, Pharm.D., M.B.A.  
Product Manager, Multisource & Oncology Products



# FELLOWSHIP STRUCTURE

## YEAR TWO



### 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 degrees)
- 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:

REQUIRED ITEM	DEADLINE
Curriculum Vitae	December 20 <sup>th</sup>
Letter of intent	December 20 <sup>th</sup>
College transcript	December 23 <sup>rd</sup>
Three letters of recommendation	December 23 <sup>rd</sup>

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](mailto:fellowship@americanregent.com)





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