POST-DOCTORAL PHARMACEUTICAL INDUSTRY FELLOWSHIP

ST. JOHN’S UNIVERSITY AND AMERICAN REGENT
WELCOME

On behalf of American Regent and St. John’s University, we would like to thank prospective fellows for 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.
FELLOWSHIP OBJECTIVES

The two-year post-doctoral pharmaceutical industry fellowship is designed to provide the Doctor of Pharmacy graduate a profound and unique experience 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

“...and 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 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 8 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.

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

• 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.
• Manufactures over 100 different pharmaceutical products and devices including Venofer® and Injectafer®
• Headquarters located in Shirley, NY on Long Island with a secondary facility located in Norristown, PA
• Employs over 850 personnel

“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
1967
A group of dedicated professionals banded
or company under the name American
Quinine, which provides quality, parenteral
products to medical communities within the
US and Canada.

2000
Quinine, which provides quality, parenteral
products to medical communities within the
group of dedicated professionals launches
Regent.

2005
Sanikyo merges with Diachi
Pharmaceutical Company, Ltd. to become
Diachi-Sanikyo Company, Ltd.

1991
Sanikyo, a Japanese pharmaceutical
company, acquires Luitpold and
its subsidiary, Pharmacological Laboratories,
Inc.

1996
American Regent Laboratories introduces Descriven
(Iron dextran injection, USP).

2002
The name American Regent Laboratories, Inc. was shortened to
American Regent, Inc.

2009
Luitpold acquires Pharmarcose,
brooding its line of generic,
multisource injectables.

2013
Sanikyo became American Quinine and transforms
into a company, acquires Luitpold and
its subsidiary, Pharmacological Laboratories,
Inc.

CURRENT FELLOW PERSPECTIVES

"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, voice my opinion, and be able
my clinical pharmacy knowledge in the dynamic setting of the pharmaceutical industry. My mentors are extremely knowledgeable, promoting an engaged 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 Volo, Pharm.D, RPh, Second Year Fellow
Medical Affairs & Pharmaceutical Marketing
University of the Sciences (USP)

"My passion for innovation and clinical enhancement led me to pursue a non-traditional pharmacist role within the pharmaceutical industry. The unique post-doctoral Medical Affairs and
Pharmaceutical Marketing Fellowship at American Regent allows me to apply my knowledge of clinical
pharmacy and my personal values of integrity, responsibility, personal growth, and quality of life. My involvement of a smaller
organization allows for my exposure to the inner workings of a pharmaceutical company on both macro and micro scales. This
fellowship program confirms to allow me the opportunity to network with other health care professionals, gain clinical exposure to numerous therapeutic
areas, and strengthen my leadership skills in the corporate setting. My advisors in the post-doctoral pharmaceutical marketing fellowship continues to
my education year of skill set and gain exposure to as many aspects of pharmacy as possible."

Nicole LeGru-de, Pharm.D, RPh, First Year Fellow
Medical Affairs & Pharmaceutical Marketing
Monash University, Australia

THE HISTORY OF AMERICAN REGENT

1970
Vendela (iron sucrose injection, USP) is approved
for the treatment of iron deficiency anemia in
patients suffering from chronic kidney disease. Since its inception in the United States, Vendela
has emerged as a brand leader and is now the #1
prescribed IV iron in the USA.

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its subsidiary, Pharmacological Laboratories,
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Diachi-Sanikyo Company, Ltd.

PAST FELLOWS

Jennifer Myers, Pharm.D., RPh
Associate Product Manager, Marketing, American Regent
Medical Affairs & Pharmaceutical Marketing Fellow, 2012 - 2014

Andy He, Pharm.D., RPh
Manager, Medical Affairs, American Regent
Medical Affairs & Pharmaceutical Marketing Fellow, 2011 - 2013

Ryan Kuriakose, Pharm.D., MS
Product Manager, Medication Automation, Cognit, 2013 - Present
Product Manager, Marketing, American Regent, 2010 - 2013
Medical Affairs & Pharmaceutical Marketing Fellow, 2010 - 2012

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Ryan He, Pharm.D., RPh
Manager, Medical Affairs, American Regent
Medical Affairs & Pharmaceutical Marketing Fellow, 2011 - 2013

Nicole LeGru-de, Pharm.D, RPh
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Medical Affairs & Pharmaceutical Marketing
Monash University, Australia

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Nicole LeGru-de, Pharm.D, RPh
First Year Fellow
Medical Affairs & Pharmaceutical Marketing
Monash University, Australia
Medical Affairs & Pharmaceutical Marketing Fellowship

Medical Affairs Overview
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 integrate scientific data
- Identify and respond to adverse events
- Provide enhanced verbal communication
- Develop comprehensive medical writing skills in a variety of formats
- Utilize clinical knowledge in the development of educational programs and digital media for an array of audiences, including healthcare professionals and consumers
- Critically analyze and evaluate unbiased medical literature
- Attend the planning and implementation of Speakers Bureau programs and materials that adhere to USMARC 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
- Promote scientific support at meetings

- Work directly with the Medical Science Liaisons
- Develop and cultivate relationships with experts, hosts speakers and the sales force
- Provide medical information support
- Develop educational programs and materials
- Utilize comprehensive medical writing skills in a variety of formats
- 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, personal lines, and target markets
- Develop and present educational lectures on products and disease states to sales teams, group and other company employees
- Research, review, and coordinate scientific and clinical materials that support corporate goals

Pharmaceutical Marketing Overview
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:

- Manage a broad range of responsibilities comparable to those managed by current team members
- Understand medical marketing
- Develop educational programs that foster healthcare providers’ awareness of the brand, in an effort to optimize utilization
- Develop marketing strategy and tactics for optimize brands
- Collaborate with agencies and cross-functional teams to execute strategic and tactical plans through appropriate sales, marketing, and medical channels
- Tread, forecast, and create patient model evaluations based on past and present market data analyses
- Gain an understanding of forecasting and patient evaluation model
- Develop competitive intelligence
- Develop sales promotional materials

The fellow will have the opportunity to rotate in other areas of interest during the second year of the program.
The opportunity to interact with the individuals in our fellowship program has been an enlightening experience and has provided a way to share knowledge and skills to the next generation in the pharmaceutical industry. While working in the Medical Affairs Department the fellow develops an intense sense of how their education can be applied another facet of the pharmaceutical arena.”

Margaret Hurts, BPharm Clinical Pharmacist, Medical Affairs

“St. John’s University and its College of Pharmacy have created an exceptional program whereby fellows can gain hands on experience in both the pharmaceutical industry and Marketing. Everything we do in the pharmaceutical marketing arena is rooted in science. This fellowship program gives the post-doctoral fellow a perfect opportunity to combine their clinical background with creativity and analytical skills to solve critical business issues. We are extremely impressed with the fellows that have completed this program. They have taken on the role of agency relationship management, developing digital strategies, providing clinical and scientific presentations, strategic brand planning, market research initiatives and the creation of science educational programs.”

Dolly Claas, MPharm
Associate Director, Marketing, Commercial Operations

“Our two year post-doctoral fellowship provides the Pharm.D. graduate with an unique opportunity to gain experience within the pharmaceutical industry with in a common approach. The fellow will gain hands on experience in business affairs, medical affairs and medical affairs teams. Our clinical pharmacists mentor the fellows who learn how to develop wires and concise drug information, as well as educational and promotional materials. The fellow will gain both personally and professionally in this role. Your fellows contributed to the exciting launch of a new drug.”

Mary Kay Begg, Pharm.D., MS.B.A., BPharm Clinical Pharmacist, Medical Affairs

“The Medical Affairs Department plays a vital role in the commercialization and success of pharmaceutical brands. At St. John’s, we offer a unique program whereby fellows can gain hands on experience in both the Pharmaceutical Affairs and Marketing. Everything we do in the pharmaceutical marketing arena is rooted in science. This fellowship program gives the post-doctoral fellow a perfect opportunity to combine their clinical background with creativity and analytical skills to solve critical business issues. We are extremely impressed with the fellows that have completed this program. They have taken on the major process management, developing digital strategies, providing clinical and scientific presentations, strategic brand planning, market research initiatives and the creation of science educational programs.”

Jennifer Manes, Pharm.D., BPharm
Associate Product Manager

“Our collaborative fellowship program with St. John’s University has enabled us to build and identify relationships with professionals of the present and future. We are truly glad to be able to work through our fellowship program with young professionals with whom we have an excellent cognitive growth. The fellowship with St. John’s has demonstrated the need to continue the program to ensure fellows develop business strategies and prepare educated professionals. ”

Paul Caras, Pharm.D., M.B.A.
Product Manager, Metabolism & Oncology Products
Clinical Research & Development Fellowship

Clinical Research & Development Overview

Clinical research & development is one of the pivotal components within a pharmaceutical company for the approval of drug products as well as post-marketing, research and regulatory compliance. Upon completion of the rotation within this department, the fellow will have a keen insight in:

- Understanding the drug development process from preclinical through Phase IV
- Comprehended the importance of study design and how it varies in specific phases of clinical research
- Comprehended the importance of different considerations in designing and conducting clinical investigations in various indications/populations
- Understanding the process in the conduct of clinical research through practical experiences in analyzing and presenting clinical data study results
- Understanding the regulatory aspects pertaining to clinical development and operations

Throughout the fellowship, the fellow may be able to participate in the following responsibilities:

- Advance the business franchise and other relevant business through clinical knowledge, medical insights, and innovation in clinical research
- Assist in the protocol design and conduct through scientific principles
- Support clinical research protocols by adherence to Good Clinical Practice (GCP) guidelines
- Develop case report forms to properly collect data for analysis in clinical trials
- Conduct study monitoring through onsite initiation of studies, routine-monitoring and closeout site visits
- Participate in review, cleaning and analysis of clinical trial data
- Support various areas in clinical trial during the study timing, research, and clinical
design, protocol development and procedures for protocol execution, quality control of
development through completion of the clinical study report and publication.

The two-year post doctoral pharmaceutical industry fellowship program will provide the fellow with an opportunity to better understand the inner workings of a multi-faceted company 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 expertise both personally and professionally on their way to becoming a competent and rounded professional in the pharmaceutical industry.

Mara Talar
Vice President of Clinical Operations

Clinical Research & Development Fellowship

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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 accredited College of Pharmacy with a PharmD degree from an American Council on Pharmaceutical 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

Interested candidates should send:

<table>
<thead>
<tr>
<th>REQUIRED ITEM</th>
<th>DEADLINE</th>
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<tbody>
<tr>
<td>Curriculum Vitae</td>
<td>December 17th</td>
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<tr>
<td>Letter of intent</td>
<td>December 17th</td>
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<tr>
<td>College transcript</td>
<td>December 22nd</td>
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<tr>
<td>Three letters of recommendation</td>
<td>December 22nd</td>
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</tbody>
</table>

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

*All candidates must request and schedule an interview by contacting Dr. Brocavich.

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