

Name

*Delivering billion-dollar business growth while accelerating access of breakthrough drugs to save and improve lives*

City, ST • phone number • email address

**Global Senior Executive and Experienced Board Member** who delivers multibillion-dollar business growth and breakthrough medicines and vaccines to patients for industry leader, enabling company's ranking among the top biopharmaceutical companies globally. Leverages 30+ year leadership across Global Market Access, Commercial Operations, Hospital and Specialty Products Marketing, and Pharmaceutical Sales, demonstrating an unwavering commitment to save and improve lives, work with healthcare providers, patients, and payers to support access and reimbursement. Strong track record of establishing strong capabilities within Global Market Access, and Policy, to develop industry leading affordability strategies, working with key stakeholders to support access to medicines in the US, EU, Japan, China and emerging regions – APAC, LatAm and EMEA, in a highly regulated environment. Inspirational, consensus-building leader with high level of integrity, discretion, trustworthiness and ethical conduct, exuded by nonpartisanship, with strong business and financial acumen.

- **Executive Leadership:** Supports a \$41B+ portfolio with enterprise wide influence as COMPANY's TITLE, contributing to 14% topline growth in Human Health in 2019.
- **Fiscal Prudence:** Led multi-billion-dollar businesses while delivering strong, leveraged \$8.1B P&L profiles and driving investment trade-offs across complex portfolio of 12+ products in diverse therapeutic areas.
- **Business Development:** Led enterprise wide Integration Team in support of COMPANY's \$9.5B acquisition of Cubist Pharmaceuticals – integrated all functions across 3 different divisions within 9 months reinforcing COMPANY's leadership, reputation and commitment to global public health.
- **Access & Reimbursement Leader:** Spearheaded the Value Demonstration & Affordability pillar of the commercial operating model, enabling company to obtain timely access/reimbursement of its products. Reshaped enterprise wide process to embed access/policy considerations throughout the product lifecycle.
- **Board Service:** Serve as an Executive Committee Board Member of COMPANY Health, a Nepal focused NGO that delivers high quality, affordable healthcare to rural, underserved communities. Provides strategy, financial oversight, succession planning guidance and risk management. Also served on the Board of the foundation of Managed Care Pharmacy and was Chair of COMPANY's Supervisory Board in the Netherlands.

### Executive Experience

**ABC Company** City, ST 1986 – Present

American biopharmaceutical company with \$46.8B+ in revenue (2019) with 69,000 employees.

**CURRENT TITLE**, 2018 – Present

Lead Global Pricing and Market Access organization in partnership with Center for Observational and Real-World Evidence. Drove policy related agenda, engaged externally with key stakeholders and ensured an integrated approach within the broader commercial strategy at the brand and enterprise level along with the Public Policy group (D.C and Brussels offices). Support \$41B Human Health portfolio of products with globally situated teams with enterprise wide influence.

- **Go-to-Market Models:** Supported efforts to drive patient centered approaches in GTM models, driving efficiency/effectiveness of operating model with each country having its own product specific metrics.
- **Performance Results:** Contributed as a Senior Leader to \$41B in sales for human health products in 2019, a +14% year on year gain; COMPANY (in total) grew 13% on the topline (sales) posting worldwide sales of \$11B+ for PRODUCT, the leading immuno-oncology product, which grew 58% ex-exchange.
- **Access & Reimbursement:** Sponsored the Value Demonstration & Affordability pillar of the commercial operating model, enabling COMPANY to obtain timely access and reimbursement for its medicines and vaccines.
  - Reshaped enterprise wide processes (within R&D, Commercial, Manufacturing, Public Policy) to embed access and policy related considerations throughout the product life-cycle.

**ABC Company, Continued...**

- Drove capability building efforts, launching the Access & Policy University within COMPANY to build relevant competencies across global and country level leadership teams.
- **Financial Leadership:** Forged new ground in developing innovative financing solutions and shaping affordability considerations to support successful product launches.
- **Industry Leader:** Recognized as industry leader in Oncology, Vaccines and Anti-infective spaces, garnering positive HTA assessments and timely access versus industry standards in key markets around the world.

**PREVIOUS TITLE**

2014 – 2017

Led dual executive leadership roles: directing the \$8B+ global business for Hospitals and Specialty Care (Anti-infectives, HIV, Hepatitis C, Immunology & Neuroscience) while also overseeing the Global Market Access organization for COMPANY's portfolio of global pharmaceuticals and vaccines portfolio. Led 150+ people and held enterprise-wide influence in large matrixed environment. Key leader of the Global Human Health executive leadership team and results driver/Executive Sponsor in the areas of Enterprise Capability Building, Customer Centricity, Diversity and Inclusion Councils and Corporate Social Responsibility.

- **Winning Strategy:** Developed long-term portfolio shaping strategies that delivered \$3.1B in Acute Care revenue and \$1.1B in HIV franchises.
- **Catapulted Growth:** Led triple digit revenue growth as EFG grew by \$1.1B in Hepatitis C franchise, in 2017 vs. prior year – and captured leadership status within select EU markets and Japan despite being the third entrant in a fast-evolving market.
  - Led double digit growth for key brands: PRODUCT 2 grew by \$233M (+46%) and PRODUCT 3 by \$27M (+95%).
- **Delivered #1 Positioning:** Established company's #1 position in the Acute Care space, #1 in Antibacterials, Anti-fungal and branded surgical spaces, and secured company's spot as one of the top companies in the HIV field with the progression of YZ-1234, the first NRTTI (nucleoside reverse transcriptase inhibitor) in mid/late stage development.
- **Talent Leadership:** Actively shaped/established talent management as top priority through diverse talent acquisition strategies, leadership development driving growth mindset, and robust succession planning.
  - Sponsored/mentored many top talent with over a dozen mentees progressing to positions of Managing Director and/or Global Brand Leader. Sponsored Asia Pacific Employee Resource Business Group.
- **Fiscal Prudence:** Successfully led multi-billion-dollar businesses while delivering strong, leveraged \$8.1B P&L profiles and driving investment trade-offs across a complex portfolio of over a dozen products within a highly diverse set of therapeutic areas.
- **Change Management:** Improved financial performance by spearheading change management, shifting organization's mindset from one focused solely on regulatory approval to one ensuring profitable access.
- **Business Development:** Led enterprise wide Integration Team in support of the \$9.5B acquisition of ABC Pharmaceuticals and integrated all functions across 3 different divisions within 9 months.
- **Future Building Capacity:** Nurtured the commercial Oncology Unit in its early stage with high growth mindset– It later became a sustainable growth area of major innovation for COMPANY – with early development and clinical trials leading to the launch of PRODUCT, the largest oncology product in the industry and a foundational therapy in cancer.
- **Risk Management:** Maintain awareness of internal/external environment to support COMPANY's Risk Management Plan as Compliance Operating Committee member; plans are reviewed by COMPANY's Board annually.

**PREVIOUS TITLE**

2010 – 2013

Maximized access for our medicines/vaccines globally through compelling value propositions, supported by outcomes research, health economics and pricing excellence, and profitable, innovative market access strategies.

- **Built Global Organization:** Developed the Global Market Access organization comprised of Global Pricing, Global Health Outcomes, Health Technology Assessment (HTA) Strategy and Market Access Strategies).
- **Results Driver:** Saved \$200M+ in price maintenance annually, drove \$40M in price optimization in select regions globally and supported HTA assessments for COMPANY portfolio, leading to positive outcomes for XYZ/123 family of products – valued today at over \$5B.
- **Health Technology:** Provided enterprise wide HTA guidance, enabling positive evaluations of our products by co-leading the HTA Oversight Committee as a member of CER Steering Committee; developed the CER strategic plan for COMPANY that has been endorsed/approved by our Executive Committee.

**PREVIOUS TITLE**

2007 – 2010

Provided global commercial leadership for Oncology franchise with ~ \$2B annual sales and drove double-digit growth rates YoY for PRODUCT (key product within portfolio).

**Career Progress at COMPANY from 1986 - Present**

Held numerous roles across COMPANY, including President, Hospital & Specialty Customer Business; GM, Hospital and Specialty Business Unit: 2006-2007; VP, Commercial Operations & Innovations: 2005-2006; VP, Hospital & Specialty Sales, 2003-2005; VP, Oncology Sales & Marketing, 2004-2005; VP, Managed Care Sales, 2000-2002. e

**EXECUTIVE COMMITTEE BOARD MEMBER – Company Name, Location**

2013 – Present

A Nepal focused NGO that delivers high quality, affordable healthcare to rural, underserved communities.

- **Governance:** Provide strategic oversight, committee membership review and board/executive recruitment; guide CEO in matters of external partnerships and organizational leadership.
- **Reputation Management:** Enhance organization's reputation by exercising diligence to ensure legal/ethical integrity. Participate in defining mission/vision; selecting, supporting and evaluating CEO, strengthening programs and services, and ensuring adequate funding.
- **Leadership:** Function as consensus builder and catalyst, supporting board meeting agendas and implementation of plans.
- **Risk Mitigation:** Led Board's Succession Planning. Minimize organization's exposure to risk by being informed on all organization activities, board and committees; ensuring that there is no potential conflict of interest.

**MEMBER AND BOARD CHAIR, Company Name, Location**

2011-2012

Dutch entity for MSD's large manufacturing footprint. The Board held governance and general management oversight. Served first on Board as a Member and then chaired it.

**BOARD Member, Company Name, Location**

Provided general governance and direction related to areas of research and policy advocacy.

**Education & Programs**

**Master of Business Administration, Saint Joseph's University, Philadelphia, PA**

**Bachelor of Science in Pharmacy, Rutgers University, Piscataway, NJ**

**Harvard, Women on Boards Program Certificate, Numerous Harvard and other Leadership programs**

**Thought Leadership**

ISPOR 2019 | Eyeforpharma 2019 | **Panels:** Drug Pricing and Affordability related sessions

**Awards:** Internal COMPANY awards for excellence | Ambassador for PROGRAM NAME