



# SANOFI



## 2022-2023 Pharmaceutical Industry Fellowship Program

in partnership with

**RUTGERS**

Institute for Pharmaceutical  
Industry Fellowships

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# STEERING COMMITTEE



Dear Candidates,

Thank you for your interest in our premier Pharmaceutical Industry Fellowship Program with Sanofi and Rutgers!

Our post-doctoral PharmD fellowship offers opportunities across diverse functional and therapeutic areas coupled with a seasoned Steering Committee and dedicated Preceptors. We have seen the program grow to one of the largest and most well-respected fellowship programs in the industry with over 24 fellows at Sanofi, part of the approximately 300 at Rutgers.

We are committed to our people, prioritizing inclusion while embracing diversity to better meet the needs of our patients.

Over the last two decades, we have had the honor of hosting and mentoring top talent and we look forward to growing the next generation of leaders in the pharmaceutical industry. We are excited for you to consider our organization.

On behalf of the Sanofi Steering Committee, we wish you great success on your career journey!

Best Regards,

**Juliette Muszka, PharmD, RPh**  
Rutgers Stakeholder



**Vince Cooper, PharmD**  
*Sr. Director, Trade Accounts  
US Market Access  
Shared Services  
Executive Sponsor*



**Juliette Muszka, PharmD, RPh**  
*Global Director,  
Patient Informed Development  
and Health Value Translation  
Rutgers Stakeholder*



**Eric Racine, PharmD, MBA**  
*VP & Head,  
US Public Affairs and  
Patient Advocacy*



**Priti Lad, PharmD**  
*Sr. Director,  
Global Regulatory Affairs  
Rare Disease/RBD,  
Sanofi Genzyme*



**Joe Tuazon, PharmD**  
*Head,  
Global Medical Information  
Content & North America*

All positions are located in Bridgewater, NJ unless otherwise noted.  
Live attendance will be determined in accordance with relevant COVID guidelines.



Together  
improving  
access to  
healthcare  
for the  
underserved

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## Contributing

to access to  
healthcare for the  
underserved

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## Developing

communities and  
employee  
engagement

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## Upholding

ethics & transparency

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## Addressing

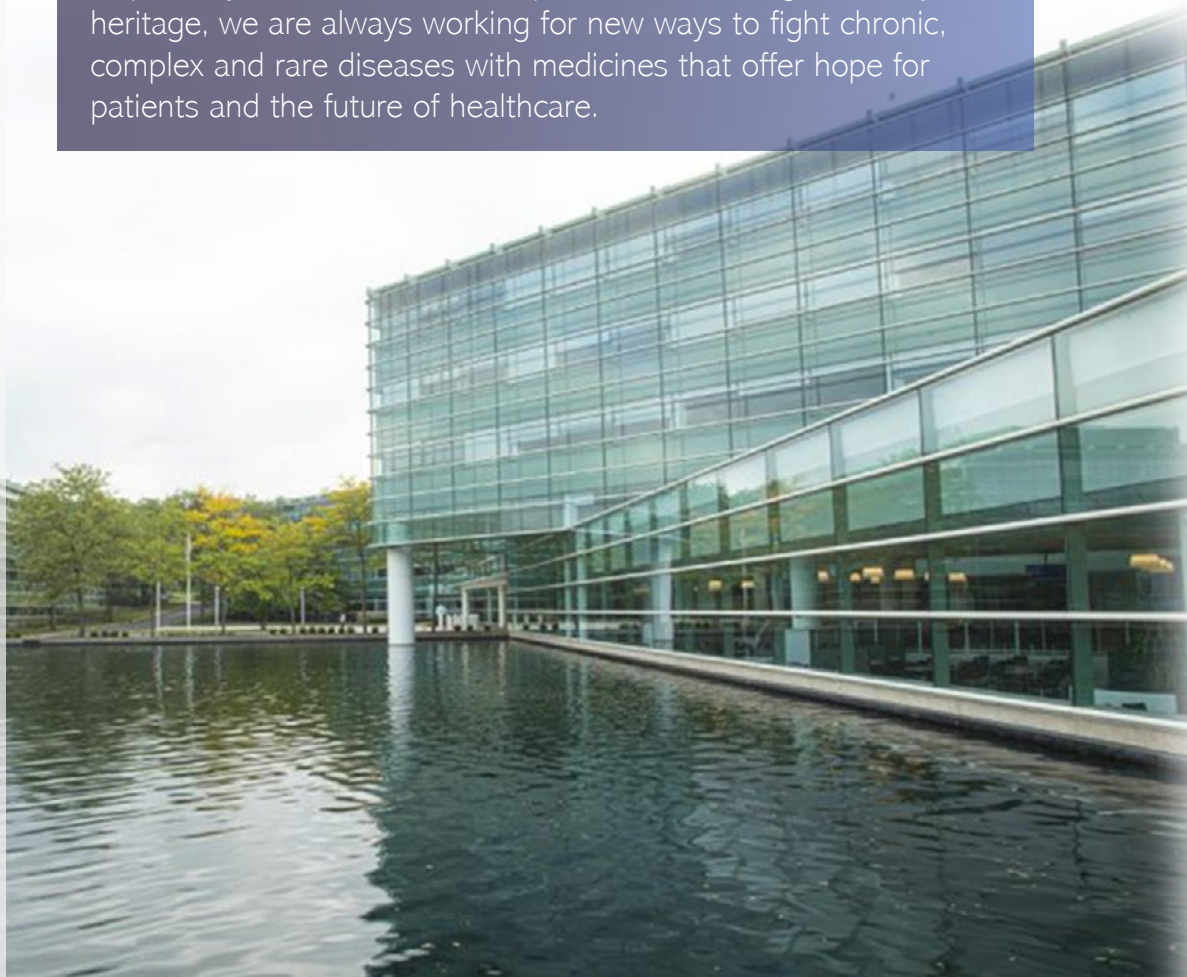
environmental  
challenges

## Our responsibility

Every day, Sanofi's 100,000 employees are committed to improve the lives of people around the world, with sustainable and responsible solutions and initiatives.

At Sanofi, our passion is to prevent, treat and cure illness and disease throughout life. We are driven to improve the health of communities and to find new solutions for patients by combining breakthrough science with advanced technology.

Inspired by the resilience of our patients and strengthened by our heritage, we are always working for new ways to fight chronic, complex and rare diseases with medicines that offer hope for patients and the future of healthcare.







Three core Global Business Units: Specialty Care, Vaccines, and General Medicines. Consumer Healthcare is becoming a standalone business unit.



*Photos may not reflect implementation of current COVID guidance.*

## R&D Portfolio

At the end of March 2021, the R&D pipeline contained **80** projects, including **36** new molecular entities in clinical development (or that have been submitted to the regulatory authorities). **37** projects are in phase 3 or have been submitted to the regulatory authorities for approval.

## Industrial network

We are committed to high standards of manufacturing excellence and our people produce healthcare solutions to prevent and manage a broad spectrum of medical conditions.

Around  
**33,000**  
people involved

**69**  
manufacturing sites  
in 30 countries

More than  
**4.8**  
billion units of pharmaceuticals,  
consumer healthcare and  
vaccines, including in-house  
and outsourced production,  
were sold in 2020

# COMPANY INFORMATION



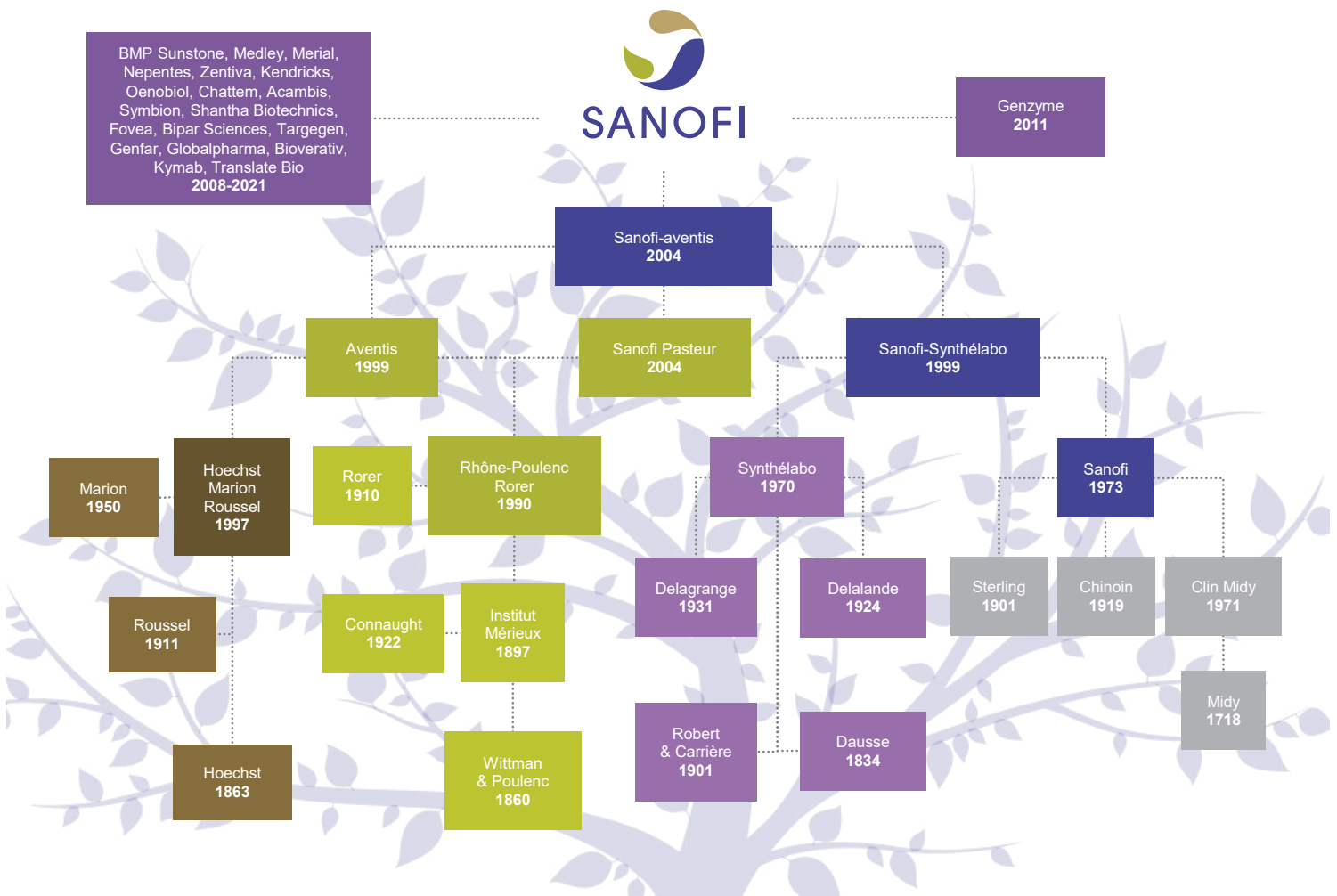
Sanofi is a diversified global healthcare leader focused on **PATIENTS' NEEDS**. We act with our partners to protect health, enhance life and respond to the potential healthcare needs of the 7 billion people **AROUND THE WORLD**. Sanofi also demonstrates leadership in both business achievements and in the communities in which we operate.

Sanofi is committed to a more open and productive Research & Development model, focused on patient needs and based on biotechnology. This model significantly accelerates the pace and enhances the productivity of research, driving the development of more effective health solutions in major therapeutic areas. This model significantly accelerates the pace and enhances the productivity of research, driving the development of potentially more effective health solutions in major therapeutic areas.



Photo may not reflect implementation of current COVID guidance.

## OUR HISTORY





# DIVERSITY, EQUITY & INCLUSION



At Sanofi, diversity, equity and inclusion (DEI) is foundational to how we operate. Our ambition is to reflect the diversity of our communities. We prioritize and embrace the benefits of DEI in our workforce so employees can grow, contribute to their fullest potential and unleash their best selves every day to transform the practice of medicine.

We depend on the diversity and talent of our employees to be more innovative, effective and competitive. By maximizing the power of difference, we create a culture where employees feel engaged, empowered and included.

We stand against racism, discrimination and inequality. We stand for diversity, equity, inclusion and equal opportunity for all.



*Photo may not reflect implementation of current COVID guidance.*





## OVERVIEW

The Global Medical Information department at Sanofi provides medical and drug information on Sanofi products and therapeutic areas to healthcare professionals, consumers, and associates. Global Medical Information Specialists offer expertise in specialty care, vaccines, general medicines, and consumer health care areas.

## GOAL

To provide the fellow with the necessary tools to become a proficient, ethical, and confident Global Medical Information Specialist.

## OBJECTIVES

During this one-year Global Medical Information Fellowship, the fellow will:

- Provide efficient and unbiased medical information on Sanofi products to healthcare professionals, consumers, and employees
- Develop strong literature searching and evaluation skills
- Optimize written and verbal communication skills
- Excel in teamwork and leadership skills
- Enhance professional growth in both the industry and academia

## SANOFI COMPONENT

**Author Scientific Response Letters.** The fellow creates and updates standard responses for the Global Medical Information letter database in multiple therapeutic areas.

**Respond to Medical Information Inquiries.** The fellow provides verbal and written responses to drug and medical information requests in a timely fashion.

**Literature Surveillance Using Internal and External Resources.** The fellow obtains and maintains knowledge of current literature pertaining to products in his or her assigned therapeutic areas by searching internal and external databases, including Medline and Embase, while understanding their scope and focus.

**Communication Skills.** The fellow enhances written and verbal communication skills through interactions with healthcare providers, consumers, and internal stakeholders.

**Teamwork/Leadership.** The fellow actively leads or contributes to projects within Global Medical Information. The fellow also serves as the student rotation coordinator for Doctor of Pharmacy candidates.

**Networking.** The fellow interacts with colleagues from other departments to learn about the contribution of medical information to their daily activities.

**Additional Components.** The fellow enhances his/her medical information experience through a rotation at a live call-center covering multiple products and a research project for presentation at a scientific meeting. The fellow will rotate within Global Medical Information to gain experience across multiple therapeutic areas.

## IDEAL CANDIDATE

- The ideal candidate for this fellowship would have a desire to gain experience in increasing communication skills, evaluating literature, and applying clinical knowledge.
- Candidates with an interest in Medical Information, demonstrated self-motivation, and the ability to work well on teams are encouraged to apply.

Recruiting **1 Fellow**



**Joe Tuazon, PharmD, MSc**

*Head of Global Content &  
North America  
Global Medical Information*



**Hamza Sarwar, PharmD**

*Manager  
Global Medical Information  
Rutgers Fellowship Alumnus*



**Vraj Patel, PharmD**

*Global Medical Information  
Fellow 2021-2022*



# US/GLOBAL MEDICAL AFFAIRS/ MEDICAL STRATEGY: DIABETES



## OVERVIEW

- The fellow will serve as a core member of the home office Medical team, working directly with Medical leadership to contribute to the development of Medical Strategy and its application to US and Global markets
- The fellow will work to align the Medical Strategy tactical plan across matrix teams (Marketing, Field Medical, Medical Information, Patient Advocacy, Clinical Development, Legal, and Regulatory)
- The fellow's primary responsibility is to support the needs of the Medical Team, while being offered the unique opportunity to expand experience with projects in additional areas of interest

## GOAL

To become an effective member of a cross-functional Medical Affairs Team by developing the transferrable skillset for future career success across various therapeutic areas.

## OBJECTIVES

During this two-year US and Global Medical Affairs Fellowship, the fellow will:

- Gain a thorough understanding of Medical Affairs while collaborating cross-functionally (eg, Commercial, Field Medical, Regulatory, etc.) to apply learnings to US and Global perspectives
- As a core team member, contribute to both US and Global projects that directly impact brand development and life cycle management
- Execute the development and planning of National and International Congresses and Advisory Board meetings with top-tier Key Opinion Leaders (KOLs)
- Assist in the development of Strategic and Tactical Plans
- Opportunity to engage thought leaders in scientific discussion during field-based activities with Medical Science Liaisons (MSLs)
- Ability to work with the Publications and Scientific Communications groups to support Sanofi Diabetes products
- Work in collaboration with Health Economics, Outcomes, and Real-World Evidence Groups to generate appropriate actionable data
- Opportunity to expand experiences to other therapeutic areas of General Medicines, such as Integrated Care or Transplant

## IDEAL CANDIDATE

The ideal candidate for the Medical Affairs Fellowship would have a desire to learn medical strategy, tactics, and scientific communication, as well as to participate in data generation and publication related activities that a medical affairs professional completes in a global pharmaceutical organization. Candidates with a passion for science, strong independent work ethic, interest in working collaboratively, ability to communicate scientific information, and skilled in time management are encouraged to apply.

Recruiting **1 Fellow**



**Terry Dex, PharmD**  
Senior Medical Director  
US/Global Diabetes  
Medical Affairs



**Jodie Zheng, PharmD**  
US/Global Diabetes  
Medical Affairs  
Fellow 2020-2022



**David Shelton, PharmD**  
US/Global Diabetes  
Medical Affairs  
Fellow 2021-2023

# US MEDICAL AFFAIRS/MEDICAL STRATEGY: TRANSPLANT



## OVERVIEW

- The Fellow will serve as a Core Member of the Home Office Medical team, working directly with Medical Leadership to contribute to the development of US Medical Strategy
- The Fellow will work to align the Medical Strategy tactical plan across matrix teams (Global Medical, Marketing, Field Medical, Medical Information, Advocacy, Clinical Development, Legal and Regulatory)
- The Fellow's primary responsibility is to support the needs of the Medical Team, while being offered the unique opportunity to expand experience with projects in additional areas of interest

## GOAL

To become an effective member of a cross-functional Medical Affairs Team by developing the transferrable skillset for future career success across various therapeutic areas.

## OBJECTIVES

During this two-year US Medical Affairs Fellowship, the Fellow will:

- Gain a thorough understanding of Medical Affairs while collaborating cross-functionally (eg, Global, Commercial, Field Medical, Regulatory, etc.) to apply learnings to US and Global perspectives
- As a core team member, contribute to both US and Global projects that directly impact brand development and life cycle management
- Execute the development and planning of National and International Congresses and Advisory Board meetings with top-tier Key Opinion Leaders (KOLs)
- Facilitate discussion and identification of insights from the field and various matrix teams to determine unmet medical needs and competitive intelligence insights and inform medical strategy
- Lead impactful projects critical to business need and team success
- Participate in potential clinical development opportunities within the transplant therapeutic areas
- Opportunity to engage thought leaders in scientific discussion during field-based activities with Medical Science Liaisons (MSLs)
- Ability to work with the Publications and Scientific Communications groups to support Sanofi Transplant products and opportunity
- Work in collaboration with Health Economics Outcomes and Real World Evidence Groups to generate impactful data aimed to improve the utilization of our therapies

## IDEAL CANDIDATE

The ideal candidate for the Transplant Medical Affairs Fellowships would have a desire to learn medical strategy, tactics, and scientific communication, as well as to participate in data generation and publication related activities that serve as the foundation of a medical affairs role within a global pharmaceutical organization. Candidates with a passion for science, strong independent work ethic, ability to work collaboratively, and skills in time management are encouraged to apply.

Recruiting **1 Fellow**



**Kenneth 'Troy'**  
**Somerville, PharmD**  
*Head, Transplant US Medical*



# US MEDICAL STRATEGY/MEDICAL SCIENCE LIAISON: VACCINES

(Swiftwater, PA)



## OVERVIEW

- The fellow will serve as a core member of the North American Vaccines Medical team to support strategic planning and life cycle management of vaccines in the Sanofi Pasteur US portfolio
- The fellow's primary responsibility will be to help the Medical Team successfully complete key deliverables, while being offered the unique opportunity to expand experience with projects in additional areas of interest

## GOAL

To become a valuable member of a dynamic Medical Affairs team by developing a transferrable skillset (e.g., communicating & generating scientific evidence and building trusted relationships) for future career success.

## OBJECTIVES

During this two-year US Medical Strategy/Medical Science Liaison fellowship, the fellow will:

### VACCINES US MEDICAL STRATEGY

- Support the development and execution of medical strategic plans for multiple vaccine franchises by working on cross-functional teams, which include experts from R&D, Public Affairs, Regulatory Affairs, Market Access, Marketing and Commercial Operations
- Execute the development and planning of national congresses and advisory board meetings with top-tier Key Opinion Leaders (KOLs)
- Facilitate discussion & identification of insights from the field and various teams to determine unmet medical needs and competitive intelligence insights to inform medical strategy
- Lead impactful projects critical to business need and team success

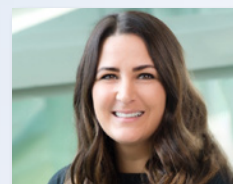
### VACCINES US MEDICAL SCIENCE LIAISON (MSL)

- Engage key external experts (e.g. pediatricians, internists, ID specialists) by conducting scientific exchanges to enhance the understanding of the scientific and medical value of our products
- Recognize, record and share insights that deepen our understanding of the needs of patients, consumers, regulators, payers, and healthcare providers
- Maintain effective and appropriate communication among internal stakeholders while maintaining full compliance with company policies
- Assess/identify gaps in MSL field resources and collaborate with medical strategy on the development of MSL materials and trainings aligned with medical strategy

## IDEAL CANDIDATE

The ideal candidate for the Vaccines Medical Affairs fellowship would have a desire to learn medical strategy, tactics, and scientific communication, as well as to participate in data generation and launch readiness related activities that a medical affairs professional completes in a global pharmaceutical company.

Recruiting **1 Fellow**



**Danielle Lerch, PharmD**

*Deputy Director,  
Influenza Marketing  
Rutgers Fellowship Alumna*



**Christina Tankersley, PharmD**

*Senior Director,  
US Medical Science Liaisons*



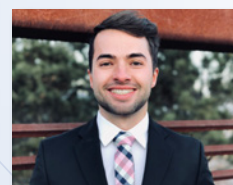
**Corey Robertson,  
MD, MPH, FACP**

*Senior Director,  
US Medical Affairs*



**Katherine Adams, PharmD,  
RPh, MBA, MSPH**

*US Medical Strategy/MSL: Vaccines  
Fellow 2020-2022*



**Peter Tonsits, PharmD**

*US Medical Strategy/MSL: Vaccines  
Fellow 2021-2023*

# GLOBAL REGULATORY AFFAIRS ADVERTISING AND PROMOTION



## OVERVIEW

As a part of Sanofi's Global Regulatory Affairs group, the Advertising and Promotion team strives to provide innovative, detailed, and effective regulatory expertise and strategic guidance to ensure optimal management of marketed and development products in addition to effective and compliant advertisement and promotion of marketed products.

## GOAL

The focus of this fellowship is to provide the Fellow with the necessary skills and tools to become a knowledgeable and confident Regulatory Affairs professional with the experiences and opportunities to interact with multi-disciplinary teams. The fellow will fulfill the responsibility of ensuring advertisement and promotion materials are compliant with FDA regulations and corporate policies and accurately reflect the unique characteristics of our products and company.

## OBJECTIVES

During this 2-year GRA Advertisement and Promotion Fellowship, the Fellow will, among other things:

- Become knowledgeable of current FDA regulations, guidances, enforcement actions and trends related to the promotion of prescription drugs and biologics
- Become knowledgeable in Sanofi's Review Committee (RC) processes and develop necessary skills for reviewing commercial materials intended for external and internal audiences, in accordance with federal regulations and Sanofi policies
- Develop the skills necessary to prepare required FDA reports and other submissions
- Analyze the impact of FDA Office of Prescription Drug Promotion (OPDP) enforcement actions and assess the regulatory implications
- Collaborate with multi-disciplinary teams on the development of marketing campaigns to ensure we meet regulatory requirements and commercial objectives

During the second year, upon discussion with the preceptor, the Fellow can choose to explore other areas of GRA. This includes but is not limited to; Strategy, Labeling, Science & Policy, or continue in Advertising and Promotion.

## SANOFI COMPONENT

- Awareness of Current FDA Regulations and Guidances
- Assist in preparing FDA correspondences, documents and submission packages
- Become an integrated part of relevant Sanofi RCs
- Involvement in cross-functional projects with global colleagues
- Teamwork/Leadership
- Networking

## IDEAL CANDIDATE

The ideal candidate for the Fellowship would have the desire to learn the skills needed in the Regulatory review of commercial materials with the ultimate goal to become a knowledgeable and confident Regulatory Affairs professional. Candidates with a passion for science, strong independent work ethic, interest in working collaboratively, and who are skilled in time management are encouraged to apply.

Recruiting **1 Fellow**



**Jesal Patel, PharmD**  
*Associate Director,  
Global Regulatory Affairs*



**Roshani Patel, PharmD**  
*Global Regulatory Affairs  
Fellow 2020-2022*





## OVERVIEW

Research, development, and approval of new drugs and drug delivery systems are essential for providing better treatment options to patients. Approval of these new drugs and devices requires rigorous testing, collection and analysis of data, and unbiased reporting of the efficacy and safety of the findings. The Clinical Documentation Department is responsible for translating clinical components into documentation that ensures timely delivery of unbiased clinical results to health authorities worldwide for marketing approval and life cycle maintenance.

## GOAL

To provide the fellow with exposure, training, and experiences with documents related to the development, registration, and maintenance of drug products in accordance with local and global Health Authority requirements.

## OBJECTIVES

During this two-year program, the fellow will:

**Life Cycle of Drug Development.** Understand processes involved in progression from study concept to completed clinical study report and from product development plan to marketed product

**Clinical Documentation Expertise.** Develop essential knowledge of the different skill requirements and dependencies of each field of expertise within Clinical Documentation: Medical Writing, Trial Transparency, Quality Control, Electronic Document Management, and Resourcing

**Critical Evaluation of Clinical Data.** Expand scientific and medical knowledge of products in various therapeutic areas and enhance skills to critically evaluate, interpret, synthesize, and present an unbiased interpretation of results for various audiences through close collaboration with multiple departments across the organization

**Understanding of Health Authority Regulations.** Develop a working knowledge and core understanding of the different regulatory requirements across regions based on projects assigned, and make hands-on contributions to the strategy, writing, and management of clinical documents in support of clinical trial teams and submission activities and the life-cycle of a product

## SANOFI COMPONENT

**Knowledge.** With a concentration in Medical Writing, the fellow will gain experience writing a variety of clinical and regulatory documents such as New Drug Applications, Common Technical Documents, Investigational New Drug Applications, Clinical Study Reports, and Investigator Brochures.

**Ethics.** The fellow will understand issues around compliance, confidentiality, transparency, and professional ethics that govern the activities of Clinical Documentation.

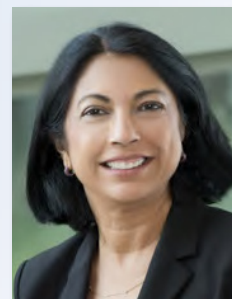
**Leadership/Teamwork.** Develop international work experience both within the department and as a member of global cross-functional clinical project teams including Biostatistics & Programming, Clinical, Trial Operations and Data Management, Pharmacovigilance, Regulatory, Pharmacokinetics, Clinical and Exploratory Pharmacology, and Evidence-Based Medicine, among others.

## IDEAL CANDIDATE

The ideal candidate should have:

- Effective communication skills to facilitate cross-functional teamwork across various departments.
- An interest in clinical documentation and the desire to learn the different component that goes into submissions.
- Strong independent work ethic and skills in time management

Recruiting **1 Fellow**



**Madhavi Gidh-Jain, PhD**

*Senior Director  
Medical Writing*



**Polly Luo, PharmD**

*Regulatory Medical Writing  
Fellow 2020-2022*



## OVERVIEW

The Clinical Science and Operations (CSO) platform is responsible for the planning, execution and reporting of clinical trials at Sanofi. The cross-functional teams within CSO are responsible for running trials to specific timelines, within budget and to rigorous quality standards. Teams of dedicated associates playing a plethora of functional roles include medical writers, trial managers, medical advisors, and feasibility managers/specialists. The 2-year CSO fellowship is designed to provide the fellow with multiple rotations during the first year before selecting their area of focus for the second year.

## GOAL

Provide the fellow with insight into potential career paths in CSO while providing opportunity to contribute to one or more clinical study teams.

## OBJECTIVES

During the two-year program the fellow will:

- Develop an understanding of how the various functions contribute to a clinical study team
- Develop working relationship with diverse internal and external stakeholders in a highly matrixed organization
- Become familiar with clinical study documentation (e.g. protocols, investigator brochure, informed consent form); how they are designed, written, and distributed during the course of a study
- Learn logistics of planning a clinical study including protocol development, feasibility plan, recruitment plan, clinical data management, risk mitigation plan, study budget, site/investigators selection, etc.
- Leverage various digital platforms to perform study feasibility and competitive intelligence analysis taking into account the country, site, and patient perspective
- Contribute to special workstreams such as digital innovation to drive the implementation of digital tools across clinical studies and diversity and inclusion to increase patient diversity in clinical studies
- Build an extensive network internally with opportunities to meet and work with senior managers, and there will be opportunities to interact with patients, research sites, vendors, and key opinion leaders

## IDEAL CANDIDATE

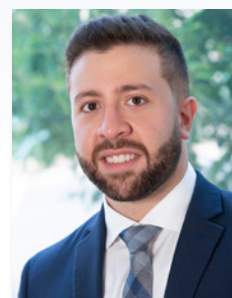
The ideal candidate for Clinical Science and Operations should have:

- Effective written and verbal communication skills to facilitate cross-functional teamwork
- Leadership and independent thinking skills to optimize efficiency and execute tasks
- Flexibility to adapt to changes in a dynamic working environment

Recruiting **1 Fellow**



**Paul Cox, PhD**  
*Head of Clinical Study Unit USA*



**Michael Saoud, PharmD, MBA**  
*Clinical Science and Operations  
Fellow 2020-2022*



**Bridget Scheinert, PharmD**  
*Clinical Science and Operations  
Fellow 2021-2023*



# US HEALTH ECONOMICS & OUTCOMES RESEARCH (HEOR) - VACCINES

(Swiftwater, PA)



## OVERVIEW

At Sanofi Pasteur (SP), Sanofi's global vaccines business unit, we work to realize our vision: a world in which no one suffers or dies from a vaccine-preventable disease. This 2-year fellowship places the fellow within SP's North American Medical organization, where they will become a core member of the Medical Evidence Generation (MEG) team. The team's mission is to develop, communicate, and translate evidence to demonstrate the value of SP's vaccines/products, reinforce optimal US market access and improve patient outcomes.

## GOAL

This fellowship will provide a balanced exposure to best practices related to developing and communicating evidence for use by health care providers, payers, policy makers, and other stakeholders. The fellow will grow professionally and develop a transferrable skillset for future career success in the pharmaceutical industry.

## OBJECTIVES

During this two-year US HEOR-Vaccines fellowship, the fellow will:

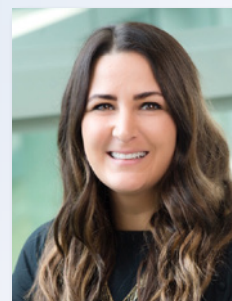
- Gain a thorough understanding of US Medical Evidence Generation (MEG), Global Health Economics & Value Assessment (HEVA), and Global Modeling, Epidemiology & Data Science (MEDS)
- Learn core skills related to epidemiological and economic research to address data gaps including: systematic literature reviews, meta-analysis, real world data/evidence, retrospective and prospective research studies, modeling activities, etc.
- Become a core member of the MEG strategic planning team, in coordination with the Global/Local Medical and Franchise/Brand teams, with responsibility for project management, including: vendor supervision, contract development, budget planning, and setting milestones
- Identify unmet medical needs to drive research and communication/publication planning
- Contribute to the development of Strategic and Tactical plans involving integrated Evidence Generation, Scientific Communication and External Engagement
- Actively lead or contribute to projects within NA Medical pertaining to evidence generation studies, evidence synthesis (Dossier development), scientific communications (conference presentations/manuscripts) and external engagement (Advisory Boards)
- Work on cross-functional business initiatives and thus gain exposure to and cultivate professional relationships with members of other departments including: Market Access, Public Affairs & Patient Advocacy, Commercial Operations, Publications & Scientific Communications
- Sharpen scientific and strategic communication skills internally in a corporate professional environment, and externally at scientific & medical meetings

The fellow will have the opportunity to build their vaccines knowledge by participating in the Field Based Medical onboarding training. Other specialized training opportunities will be made available (professional meetings, internal/external short courses), and the fellow may pursue coursework in the areas of Health Outcomes, Policy and Economics through Rutgers.

## IDEAL CANDIDATE

Candidates must have a passion for science and research along with a drive to make a positive impact. We are looking for candidates that excel in their ability to lead, think strategically, solve complex problems, manage multiple ongoing projects, communicate effectively and work as a member of high performing teams.

Recruiting **1 Fellow**



**Danielle Lerch, PharmD**

*Deputy Director  
Influenza Marketing  
Rutgers Fellowship Alumna*



**Chris Nelson, PhD, MPH**

*Medical Evidence  
Generation Lead, North America*



**Meghan White, PharmD**

*US HEOR-Vaccines  
Fellow 2020-2022*

# US/GLOBAL HEALTH ECONOMICS & VALUE ASSESSMENT (HEVA)



## OVERVIEW

This 2-year fellowship places the fellow in Sanofi's US/Global Health Economics and Value Assessment (HEVA) organization. HEVA has the mission of developing, translating, and communicating scientific evidence for use by health care providers, payers, and other customers to facilitate access and use of the best treatments for patients. A principal objective of HEVA is to demonstrate the value that Sanofi products bring to payers and other healthcare providers. HEVA accomplishes this goal by generating and publishing research studies, conducting collaborative projects with various stakeholders, and partnering with other functions of the broader Sanofi organization to develop solutions that address unmet medical needs and product value propositions.

## FELLOWSHIP DESCRIPTION

The HEVA Fellow will rotate through various US and Global HEVA functions, learning core skills related to conducting prospective and retrospective research studies, publishing data in scientific journals, developing customer support tools, and interacting with payers and stakeholders. This fellowship will provide a balanced exposure to best practices related to developing and communicating evidence, as well as a solid working knowledge of regulatory and legal guidelines inherent to these capabilities. The fellow can take advantage of the opportunity, as part of the Sanofi HEVA Rutgers Pharmaceutical Industry Fellowship program, to take coursework in the areas of Health Outcomes, Policy, and Economics. The fellow is expected to grow professionally throughout their experience, engaging in projects of varying complexity and ultimately managing selected responsibilities with greater levels of independence.

## SKILLS DEVELOPED

Upon completion of the experience, the HEVA Fellow will be prepared to contribute within pharmaceutical organizations in numerous ways by drawing upon the following sample of skills developed:

- Design of outcomes research studies; use of descriptive and inferential statistics
- Publication within scientific/medical journals
- Resource development for use in patient treatment decisions
- Identification of unmet medical needs to drive research and communication planning
- Project management, including vendor supervision and common metrics reporting
- Working knowledge of relevant regulatory and compliance requirements
- In depth understanding of the US and Global healthcare environment, and the influence of payers on patient access to medicines

## IDEAL CANDIDATE

The ideal candidate for the fellowship would like to learn a wide variety of skills as part of a challenging group within a global pharmaceutical organization. Candidates with interest in health economics, outcomes research, communication/publications, health care reform, and collaborating with various health care stakeholders in the development of products, solutions, and technologies for optimal patient care are particularly encouraged to apply.

Recruiting **1 Fellow**



**Ron Preblich, PharmD, MPH**

*Business Partner  
Health Economics &  
Value Assessment  
Rutgers Fellowship Alumna*



**Sarette T. Tilton, PharmD**

*US/Global Health Economics  
& Value Assessment  
Fellow 2020-2022*



**Tiffanie T. Tran, PharmD**

*US/Global Health Economics  
& Value Assessment  
Fellow 2021-2023*



# US PUBLIC AFFAIRS & PATIENT ADVOCACY



## OVERVIEW

The US Public Affairs and Patient Advocacy (US PA&PA) team partners with US patient advocacy groups and professional societies to champion issues critical to patients. Coordinating the company's approach with external advocates requires active engagement and extensive collaboration with various internal, cross-functional teams across all parts of the company.

As an active member of the healthcare ecosystem, Sanofi is dedicated to the needs of patients and finding collaborative solutions. Our goal is to be a partner who listens, acts, and leads to improve patient health, accelerate medical innovation, and facilitate access to medicines and vaccines. US PA&PA bridges the insights, knowledge, and resources of both the external advocacy community and within Sanofi to support advocacy initiatives that matter most to patients.

## GOAL

To provide the US Public Affairs and Patient Advocacy Fellow with necessary hands-on experience, knowledge, and skills to make a positive impact on patient health outcomes.

## OBJECTIVES

During this two-year program, the Fellow will:

- Build and maintain external advocacy relationships by liaising with US patient groups, medical and professional societies, health foundations, and other stakeholders in the advocacy community to inform internal decision-making and patient-centric initiatives
- Enhance their understanding of the US healthcare system through leadership on cross-functional projects that aim to develop timely, evidence-based, patient-centric solutions
- Develop and enhance critical skills while working with colleagues across Corporate Affairs, R&D, medical, and commercial teams to manage partnerships and projects in a global, diversified healthcare solutions company
- Strategically network and build meaningful relationships with internal leadership and external advocacy leaders across the healthcare ecosystem

## SANOFI COMPONENT

The Fellow's core experience will be within the Sanofi General Medicines therapeutic areas (Diabetes, Cardiovascular, and Transplant). There will be additional opportunities to gain experience within the Sanofi Genzyme (Rare Blood Disorders, Rare Diseases, Immunology, Neurology, and Oncology) and Sanofi Pasteur (Vaccines) therapeutic areas, if desired.

Outside of their experiences in US PA&PA, the Fellow may also have rotational or project experience(s) in other areas of the company to further enhance their professional development, including Global Public Affairs & Patient Advocacy, Reimbursement & Public Policy, Science Policy, Federal and State Government Relations, Communications and Corporate Social Responsibility, and Market Access.

## IDEAL CANDIDATE

The ideal candidate for the Public Affairs and Patient Advocacy Fellowship would have a desire to learn and understand the US healthcare landscape via internal and external collaboration with key leaders. Candidates with a passion for patient advocacy, robust interpersonal communication skills, interest in working cross-functionally, and ability to think strategically are encouraged to apply.

Recruiting **1 Fellow**



**Eric Racine, PharmD, MBA**  
*Vice President of US Public Affairs and Patient Advocacy*



**Bernadette Wang, PharmD**  
*Head, US Public Affairs and Patient Advocacy, Neurology*



**Andrew Vilcinskis, PharmD**  
*US Public Affairs & Patient Advocacy, General Medicine Fellow 2020-2022*



## OVERVIEW

The biopharmaceutical industry provides innovative solutions to meet the evolving demands of health authorities while garnering patient, provider, pharmacist, policymaker and payer (5P) insights. Our Sanofi Global Patient Informed Development and Health Value Translation (PID&HVT) team is committed to driving patient-centered drug development to improve health outcomes.

## GOAL

This two-year program offers the tools for the fellow to develop their core competencies and succeed as an industry professional who can confidently formulate patient stakeholder value.

## OBJECTIVES

- Optimize the value of R&D assets across the specialty care portfolio
- Define evidence-based value propositions that address unmet needs of the 5P's
  - Support and expand digital strategies to capture patient perspectives
  - Prepare and participate in advisory panels
  - Research regulatory and payer requirements for policy and reimbursement trends
- Develop the ability to think strategically and collaborate within a global matrix team

## SANOFI COMPONENT

**Integration.** The fellow will work with members of numerous departments including: Global Research & Development, Medical, Public Affairs and Patient Advocacy, Regulatory Affairs, Health Economics & Value Access, Real-World Evidence, New Product Planning, Competitive Intelligence, Market Research and Commercial Strategy cultivating professional relationships.

**Knowledge.** The fellow will develop presentations across multiple therapeutic areas and learn the essential elements of a disease value assessment with a deep understanding of patient care.

**Communication.** The fellow will participate in team meetings and webinars where they will employ industry nomenclature and improve both written and verbal communication skills.

**Networking.** The fellow will network with Sanofi professionals across the organization as well as the extensive fellowship community.

**Professional Development.** The fellow will attend Professional Development Days (PDD) at Rutgers and broaden their skills in time management, leadership, and communication.

## IDEAL CANDIDATE

Innovative self-starter with a growth mindset who has a:

- Strong background in clinical pharmacy and **PATIENT CARE**
- Desire to excel in patient centric **PRODUCT DEVELOPMENT**

"The Patient Value and Strategy fellowship will allow you to launch your career with seasoned professionals who are dedicated to innovative product development for our patients, while staying close to your pharmacy roots."

**Juliette Muszka, PharmD, RPh**

*Global Director, Patient Informed Development & Health Value Translation*

Recruiting **1 Fellow**



**Juliette Muszka, PharmD, RPh**

*Global Director*

*Patient Informed Development  
& Health Value Translation*

*ASHP Pharmacy Residency Alumna*



**Patricia Roselle**

*Head*

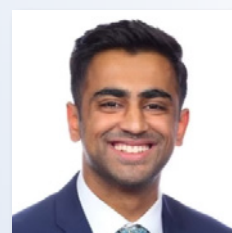
*Patient Stakeholder Engagement,  
Patient Informed Development &  
Health Value Translation*



**Sheila Thomas, PharmD, RPh**

*Lead*

*Global Patient Insights & Innovation,  
Patient Informed Development &  
Health Value Translation*



**Shivan Patel, PharmD**

*Patient Informed Development  
& Health Value Translation,  
Fellow 2021-2023*



## OVERVIEW

At Sanofi, Marketing serves a central role in understanding customer needs and creating valued brands. The Marketing Fellow will be provided with marketing excellence training to help further develop the following competencies of a successful product manager according to the marketing model.

## GOAL

The primary focus of this fellowship is Market Development, commercialization of the life cycle management plan, as well as the process of creating brand awareness and integrated communications strategies, which may encompass the functions of advertising and promotion, public and professional relations, and patient education.

## OBJECTIVES

During this two-year Strategic Marketing Fellowship, the fellow will:

- Assist in the development of Strategic and Tactical Plans
- Gain experience in execution of marketing strategies, programs and tactics to attain strategic objectives
- Contribute to brand success by working effectively with multiple agency partners, as well as cross-functional colleagues
- Oversee programs aimed at creating product awareness at major national medical congresses and symposia
- Utilize competitive analysis to develop or adjust key product strategies that will create competitive advantage
- Manage programs within budget ensuring a cost-effective allocation of resources

As a Strategic Marketing Fellow, one may elect to pursue additional related experiences such as: Consumer Marketing, HCP Marketing, Market Research, Business Intelligence, Sales Training, and Managed Markets.

## SANOFI COMPONENT

**Strategic Planning.** Exhibits strong strategic thinking and an ability to apply core marketing, financial, and business skills when solving problems and making decisions. Demonstrates an aptitude for translating strategic goals into clear action plans and tactical implementation.

**Analytical Thinking.** Identifies, gathers and rigorously analyzes relevant information, as well as the sources and methods used to obtain the information, as a framework for identifying trends and opportunities, exploring alternatives, and adapting brand strategies.

**Leading & Teamwork.** Interacts effectively with other people, including working effectively in different roles and levels among various functional teams, to achieve a shared goal.

**Creativity and Innovation.** Displays creativity in both thought process and solution design and demonstrates the ability to develop and champion new ideas or processes within the organization.

## IDEAL CANDIDATE

The Ideal Candidate for the Strategic Marketing Fellowship has:

- Strong written and verbal communication skills
- Comfort with executing tasks with minimal oversight
- Exemplary leadership skills
- Ability to work collaboratively within a team

Recruiting **2 Fellows**



**Dhanushya Raja, PharmD**

*Director  
Cardiovascular Director  
Thought Leader Liaison  
Rutgers Fellowship Alumna*



**Aniket Patel, PharmD**

*Strategic Marketing  
Fellow 2020-2022*





## OVERVIEW

The US Market Access Shared Services team supports the Market Access organization (e.g., payer and Value & Access teams) across the Specialty Care and General Medicines portfolio at Sanofi. The Shared Services functions (US Wholesale Trade & Channel Management, Horizon Scanning, Contract Development and Pricing) ensure Sanofi has an organized approach to its customers (payers, distribution partners, and other channel vendors) while aligning with commercial brand team objectives to improve patient access to life-saving medicines.

## GOAL

The fellow will gain experience in market access and channel management, across the following business units: General Medicines (Diabetes, Cardiovascular) and Specialty Care (Immunology, MS, Oncology, Rare Diseases and Rare Blood Disorders). The fellow will complete Core and Elective rotations in the following areas: US Trade, US Value & Access, Patient Support Services, Pricing & Contracting, Specialty Channel Management, and Horizon Scanning & Payer Innovation.

## OBJECTIVES

- Understand the evolving US drug reimbursement landscape and development of payer strategy for products in various therapeutic areas
- Acquire an in-depth understanding of the overall pharmacy channel during product launch and support throughout its lifecycle
- Learn and interact with a broad range of activities and teams including: Sales, Marketing, Commercial Excellence, Medical, Regulatory, Legal, and Public Affairs
- Gain experience in project management and vendor management by managing and leading multiple projects and cross-functional workstream
- Gain significant exposure to Trade customers and commensurate Professional Conference Engagement

## SANOFI COMPONENT

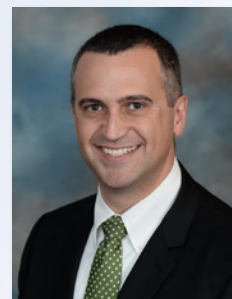
**Knowledge.** The Fellow will develop an extensive knowledge and fluency across multiple therapeutic areas. Specialized training opportunities are available, such as attendance at professional meetings, key thought leader lectures, and internal sessions.

**Leadership/Communication.** The Fellow will develop leadership and communication skills, while working in collaboration with internal and external customers.

## IDEAL CANDIDATE

- Outstanding business acumen; understands the healthcare industry and other marketplace factors/dynamics
- Ability to work with highly integrated accounts in payer, wholesale, retail and specialty pharmacy space; looking to develop business capabilities and innovative solutions that benefit patients across the Sanofi portfolio
- Self-starter, learning attitude, open to become an expert across customer types and multiple therapeutic areas

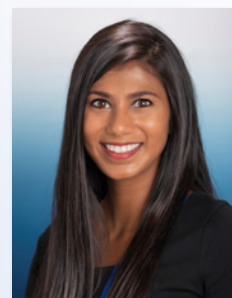
Recruiting **2 Fellows**



**Vince Cooper, PharmD**  
Senior Director  
Trade Accounts



**Shivani Sampathkumar PharmD**  
US Trade/Market Access  
Fellow 2020-2022



**Henna Shah, PharmD**  
US Trade/Market Access  
Fellow 2020-2022

# US/GLOBAL MEDICAL AFFAIRS/MEDICAL STRATEGY: CARDIOVASCULAR



## OVERVIEW

- The fellow will serve as a core member of the Home Office Medical team, working directly with Medical Leadership to contribute to the development of Medical Strategy and its application to US and Global markets.
- The fellow will work to align the Medical Strategy tactical plan across matrix teams (Marketing, Field Medical, Medical Information, Advocacy, Clinical Development, Legal, and Regulatory).
- The fellow's primary responsibility is to support the needs of the Medical Team, while being offered the unique opportunity to expand experience with projects in additional areas of interest.

## GOAL

To become an effective member of a cross-functional Medical Affairs Team by developing the transferrable skillset for future career success across various therapeutic areas.

## OBJECTIVES

During this two-year US and Global Medical Affairs Fellowship, the fellow will:

- Gain a thorough understanding of Medical Affairs while collaborating cross-functionally (eg, Commercial, Field Medical, Regulatory, etc.) to apply learnings to US and Global perspectives
- As a core team member, contribute to both US and Global projects that directly impact brand development and life cycle management
- Execute the development and planning of national and international congresses and advisory board meetings with top-tier Key Opinion Leaders (KOLs)
- Facilitate discussion and identification of insights from the field and various matrix teams to determine unmet medical needs and competitive intelligence insights and inform medical strategy
- Lead impactful projects critical to business need and team success
- Engage thought leaders in scientific discussion during field-based activities with Medical Science Liaisons (MSLs)
- Work with the Publications and Scientific Communications groups to support Sanofi CV products
- Collaborate with Health Economics Outcomes and Real World Evidence Groups to generate impactful data aimed to improve the utilization of our therapies

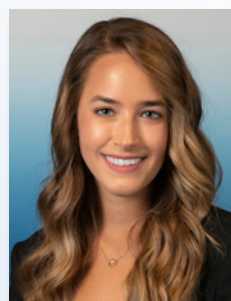
Not Recruiting



**Megan Loy, CMD**  
*Global Medical Director  
Cardiovascular*



**Reena Ketkar, PharmD**  
*US/Global Medical Strategy/  
Medical Affairs: Cardiovascular  
Fellow 2020-2022*



**Carolina Guerreiro, PharmD**  
*US/Global Medical Strategy/  
Medical Affairs: Cardiovascular  
Fellow 2021-2023*



## OVERVIEW

At Sanofi, the Global Regulatory Affairs team strives to provide innovative, effective, and prompt regulatory strategies to ensure optimal management of development products in addition to effective life cycle management of marketed products.

## GOAL

To provide the fellow with the experiences and opportunities to interact with multi-disciplinary teams in fulfilling broad regulatory responsibilities for marketed products and investigational compounds in development, all in accordance with applicable laws, FDA regulations, and company policies.

## OBJECTIVES

During the first year of this 2-year Global Regulatory Affairs (GRA) Fellowship, the fellow will focus on US Strategy, and depending on the project assigned, will have the opportunity to:

- Develop the skills necessary to prepare various FDA submissions
- Obtain experience in preparing for and attending FDA meetings and rehearsals
- Obtain insight on how to develop US regulatory strategy for pipeline and marketed programs
- Develop proficient communication skills when interacting with internal and external stakeholders
- Become knowledgeable of current ICH and US regulations, FDA guidance documents, and applicable policies

During the second year, upon discussion with the preceptor, the fellow could opt to explore other areas of GRA, including but not limited to, Advertising and Promotion or Labeling, or continue in US Strategy

## SANOFI COMPONENT

**Assist in the Preparation of Regulatory Submissions:** The fellow will assist in the preparation of various FDA submissions for Sanofi's products. This may include Investigational New Drug (IND) applications, New Drug Applications (NDA), Biologics License Applications (BLA), Orphan Drug Designation requests, Fast Track Designation requests, Breakthrough Therapy request, pre-Breakthrough Therapy Designation requests, IND and NDA/BLA amendments and supplements, Labeling Supplements, Annual and Periodic Reports, Information Amendments, and General Correspondence.

**Support in the Execution of FDA Meetings:** The fellow will have the opportunity to assist in the preparation and execution of FDA meetings including developing meeting requests and briefing packages, organizing internal FDA rehearsal meetings, and taking minutes for FDA meetings.

**Awareness of Current FDA Regulations and Guidance Documents:** The fellow will become proficient in the application of FDA regulations and guidance documents relevant to his or her work with assigned projects and product teams.

**Become an Integrated Part of Relevant Sanofi Development Team:** The fellow will learn how to apply and implement regulatory strategy for products in development working crossfunctionally within the project team.

**Teamwork/Leadership:** The fellow will actively lead or contribute to projects and/or activities within GRA. In addition, the fellow will support multi-disciplinary teams that may include Marketing, Legal, Medical, Global Labeling, Drug Safety, Evidence-Based Medicine, Industrial Affairs, and Quality and Compliance.

**Networking:** The fellow will enhance negotiation and leadership skills.

Not Recruiting



**Priti Lad, PharmD**

Senior Director  
Global Regulatory Affairs Rare  
Disease and Rare Blood Disorders  
Rutgers Fellowship Alumna



**Thomas Schönberg**

Director  
US Lead, Global Regulatory Affairs  
Rare Disease and Rare Blood  
Disorders



**Pankti Kothari, PharmD**

Global Regulatory Affairs Strategy  
Fellow 2021-2023





## OVERVIEW

At Sanofi, Global Regulatory Affairs (GRA) Labeling strives to enable healthcare providers, caregivers, and patients to make the best-informed decisions for patients and themselves by delivering the most relevant, useful, scientifically accurate, and current information about Sanofi products' benefits and risks. GRA Labeling develops global labeling strategy and incorporates the operating principle of "Label as Driver" into the project team's way of working and decision making.

## GOAL

To provide the fellow with the necessary tools to become a knowledgeable and confident Regulatory Labeling professional. The fellow will be provided with the opportunity to fulfill broad regulatory labeling responsibilities for marketed products and investigational compounds in development, in accordance with applicable laws, global health authority regulations, and company policies.

## OBJECTIVES

During this 2-year GRA Labeling Fellowship, the fellow will, among other things:

- Develop necessary skills for authoring and facilitating development of corporate, US and EU labeling for products in development and marketed products in Sanofi's portfolio
- Gain knowledge and understanding of the drug development process and the role of labeling in the lifecycle of a product ("cradle to grave")
- Become knowledgeable of current FDA, EMA, and other health authority regulations, guidances, and current industry standards impacting product labeling and beyond
- Develop the skills necessary to lead cross-functional matrix teams to deliver optimal label content (Labeling Working Group) and gain approval through governance processes
- Understand the importance of labeling strategy related to the development and negotiation of labeling for investigational compounds and marketed products with health authorities
- Support local affiliates with implementation of core labeling information into local labels
- Develop submission ready labeling documents which are in line with applicable laws, regulations, and guidances
- Gain experience and understanding through a 3-6 month rotation in another area in GRA

## SANOFI COMPONENT

- Awareness and Understanding Current FDA Regulations and Guidances
- Become an Integrated Part of Relevant Sanofi Development Team
- Involvement in SOP Development, Update, and Implementation
- Communication
- Teamwork/Leadership
- Networking

## IDEAL CANDIDATE

The ideal candidate for this fellowship would have a desire to learn regulatory labeling strategy, to become knowledgeable in global labeling regulations and guidances, as well as to develop the skill of thinking globally while working in a culturally diverse environment. Candidates with a passion for science, strong independent work ethic, strong verbal and written communication skills, interest in working collaboratively, and skilled in time management are encouraged to apply.

Not Recruiting



**Yaroslav Ivanov, PharmD**  
*Director*  
*Global Regulatory Affairs Labeling*  
*Rutgers Fellowship Alumnus*



**Paragi Patel, PharmD**  
*Associate Director*  
*Global Regulatory Affairs Labeling*



**Pooja Panchal, PharmD**  
*Global Regulatory Affairs Labeling*  
*Fellow 2021-2023*

# GLOBAL REGULATORY AFFAIRS: STRATEGY AND ADVERTISING/PROMOTION



## OVERVIEW

The Global Regulatory Affairs Strategy team at Sanofi works to provide regulatory expertise using innovative and prompt guidance for product development and life cycle management of marketed products. The Advertising and Promotion team ensures effective and compliant promotion of marketed and development products.

## GOAL

This fellowship is focused on providing the fellow with the necessary skills and tools to become a knowledgeable and confident Regulatory Affairs professional. During the first year in Strategy the fellow will work in accordance with applicable laws, FDA regulations, and company policies for marketed products and investigational compounds in development. The next year in Advertising and Promotion, the fellow will ensure promotional materials are compliant with FDA regulations and corporate policies to accurately reflect the unique characteristics of our products and company.

## OBJECTIVES

**The first year of this fellowship will focus on GRA Strategy and the second year will focus on GRA Advertising and Promotion.**

- Obtain experience in preparing for and attending FDA meetings and rehearsals, along with insight on developing US regulatory strategy for pipeline and marketed programs
- Become knowledgeable of current ICH and US regulations, FDA guidance documents, and applicable policies to prepare for various FDA submissions
- Become knowledgeable of current FDA regulations, guidances, enforcement actions and trends related to the promotion of prescription drugs and biologics
- Become knowledgeable in Sanofi's Review Committee (RC) processes and develop necessary skills for reviewing commercial materials intended for external and internal audiences, in accordance with federal regulations and Sanofi policies
- Collaborate with multi-disciplinary teams on the development of marketing campaigns to ensure we meet regulatory requirements and commercial objectives

## SANOFI COMPONENT

- Awareness of Current FDA Regulations and Guidances
- Support in the Execution of FDA Meetings
- Assist in preparing FDA correspondences, documents and submission packages
- Become an integrated part of relevant Sanofi RCs
- Involvement in cross-functional projects with global colleagues
- Teamwork/Leadership
- Networking

## IDEAL CANDIDATE

The ideal candidate for this fellowship has the desire to learn the skills needed for developing regulatory strategy for products in development and preparing for FDA meetings and rehearsals. Candidates must also be motivated to foster the skills needed for regulatory review of commercial materials and collaboration with multi-disciplinary teams to meet commercial objectives. Candidate should be open to learning regulations, how to interpret them, and developing an effective and strategic plan. Candidates with a passion for science, strong independent work ethic, interest in working collaboratively, and who are skilled in time management are encouraged to apply.

Not Recruiting



**Patricia Johnson**

Senior Director  
US Regulatory Affairs  
Therapeutic Lead – Oncology



**Jesal Patel, PharmD**

Associate Director  
Global Regulatory Affairs



**Aisha Choudhry, PharmD**

Global Regulatory Affairs  
Fellow 2021-2023

# US CONSUMER HEALTHCARE RESEARCH & DEVELOPMENT

(Bridgewater, NJ & Chattanooga, TN)



## OVERVIEW

Sanofi Consumer Healthcare provides new product innovation to better respond to the consumers' needs, empowering them to live healthier, fuller lives. The US Consumer Healthcare Research & Development department is responsible for driving this vital innovation forward through researching new technologies and ingredients, then turning these ideas into tangible products that serve our consumers in the categories of topical pain relief, allergy, sleep, gastrointestinal, and vitamin & mineral supplements. The fellowship will be based out of the Bridgewater, NJ campus with rotational opportunities at the R&D and production sites in Chattanooga, TN.

## GOAL

To provide the fellow with a broad range of experience within the research and development process from concept generation to launch of the product to market.

## OBJECTIVES

During this two-year program, the fellow will be trained in the following areas:

### **Innovation and Product Development** (Bridgewater, NJ)

- **Research-Driven Front-End Innovation:** Research of existing scientific literature, including new functional ingredients, uncovering strategic opportunities through clinical data, and strengthening consumer claim language.
- **Consumer Claims Innovation and Development:** Collaborate with the Marketing and Consumer Market Insights teams to develop unique claims.
- **Consumer Claims Substantiation:** Work with internal and external partners to create scientifically sound substantiation for target claims and supporting sensory based claims.
- **Project Management, Development, and Support:** Assist in managing the cross functional team from project conception to marketed product launch.

### **Formulation Science and Product Design** (Chattanooga, TN)

- **Therapeutic Category Expertise:** Provide scientific insight on physiological understanding of therapeutic ingredients and formulations in healthcare categories
- **Product Formulation, Including Sensory Optimization:** Formulation of technically feasible, consumer-centric healthcare products that join scientific technology with unique consumer benefits for an improved consumer experience.
- **Manufacturing Scale-Up:** Partnering with validation and manufacturing teams to optimize the process of transitioning the product from small lab-scale to a large manufacturing scale environment.
- **IP (Intellectual Property) Identification and Development:** Creation and/or identification of unique patentable opportunities to create a strategic business advantage in the marketplace.

## IDEAL CANDIDATE

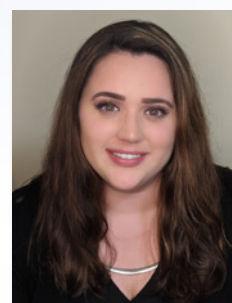
The ideal candidate would have a desire to develop a scientific and innovational understanding of the healthcare categories within Sanofi Consumer Healthcare. Candidates that have scientific curiosity, are self-driven, and can work collaboratively within a cross-functional team would be an ideal fit for this fellowship. Additionally, the ability to effectively communicate with a diverse team is crucial for success

Not Recruiting



**Sarah Bunger**

*Research and Development Lead  
Global Category*



**Natalie Stanzione, PharmD**

*US Consumer Healthcare  
Research and Development  
Fellow 2021-2023*



# US CONSUMER HEALTHCARE RESEARCH & DEVELOPMENT: PERSONAL CARE

(Bridgewater, NJ & Chattanooga, TN)



## OVERVIEW

Sanofi Consumer Healthcare Personal Care provides new product innovation to better respond to the consumers' needs, empowering them to live healthier, fuller lives. The US Consumer Healthcare Personal Care Research & Development department is responsible for evaluating the consumer market needs as well as investigating new personal care ingredients and product forms to drive research and development within the categories of skincare and oral care. The fellowship will be based out of the Bridgewater, NJ campus with rotational opportunities at R&D and production sites in Chattanooga, TN.

## GOAL

To provide the fellow with a broad range of experience within the research and development process from concept generation to launch of the product to market.

## OBJECTIVES

During this two-year program, the fellow will be trained in the following areas:

### **Innovation and Product Development** (Bridgewater, NJ)

- **Research-Driven Front-End Innovation:** Research existing scientific literature, including new functional ingredients, uncover strategic opportunities through clinical data, and strengthen consumer claim language.
- **Consumer Claims Innovation and Development:** Partner with marketing and consumer research departments to develop consumer-based claims on specific project concepts and brand strategy.
- **Consumer Claims Substantiation:** Work with internal and external partners to create scientifically sound substantiation for target claims and supporting sensory-based claims.
- **Project Management, Development, and Support:** Assist the R&D project management team in developing timelines to drive product innovation through development to marketed product launch.

### **Formulation Science and Product Design** (Chattanooga, TN)

- **Therapeutic Category Expertise:** Provide scientific insight on physiological understanding of therapeutic ingredients and formulations in personal care categories to drive formulation research and development.
- **Product Formulation, Including Sensory Optimization:** Formulation of consumer centric, personal care products that align with consumer insights, brand strategy, and technical requirements to deliver leading personal care products to the consumer.
- **Manufacturing Scale-Up:** Partnering with validation and manufacturing team to optimize the process of the product in a large manufacturing scale environment.
- **IP (Intellectual Property) Identification and Development:** Creation and/or identification of unique patentable opportunities to create a unique business advantage in the marketplace.

## IDEAL CANDIDATE

The ideal candidate would have a desire to develop a scientific and innovational understanding of the personal care categories, including skincare and oral care. Candidates that have scientific curiosity, are self-driven, and can work collaboratively within a cross-functional team would be an ideal fit for this fellowship. Additionally, the ability to effectively communicate with a diverse team is crucial for success in this position. The Consumer Healthcare Personal Care industry is fast-paced and responsive to changing consumer trends, so the ideal candidate must be able to adapt quickly to changes of scope while still maintaining the scientific integrity of the project.

Not Recruiting



**Remona Gopaul**  
*Research and Development Lead  
Local Category*



**Jingzhi Yang, PharmD**  
*US Consumer Healthcare  
Research & Development:  
Personal Care  
Fellow 2021-2023*

# LEADERSHIP TEAM



## Co-Chiefs

Katherine Adams  
Roshani Patel  
Shivan Patel  
David Shelton

## Speaker Liaison

Natalie Stanzione  
Peter Tonsits  
Andrew Vilcinskas

## FIND Co-Leads

Pankti Kothari  
Bridget Scheinert

## Sanofi Reception Co-Leads

Shivani Sampathkumar  
Jingzhi Yang

## Brochure Committee Co-Leads

Carolina Guerreiro  
Vraj Patel  
Henna Shah  
Jodie Zheng

## Humor Captains

Aisha Choudhry  
Tiffanie Tran



*Photos may not reflect implementation of current COVID guidance.*



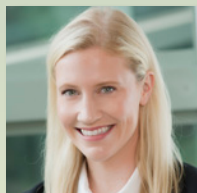
# FELLOWSHIP ALUMNI



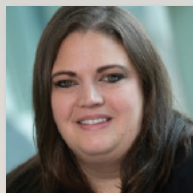
**Alex Cockerham, PharmD, MS(c)**  
Health Economics & Value Assessment  
Associate Director, Rare Disease & Rare Blood  
Portfolio  
*Health Economics & Value Assessment  
Research Fellow  
2016-2018*



**Joseph Eckart, PharmD**  
Senior Medical Writer  
*Clinical Documentation Fellow  
2016-2018*



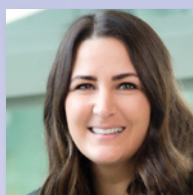
**Cori Gray, PharmD**  
Health Economics & Value Assessment Business  
Partner - MS I&I  
*US/Global Health Economics &  
Value Assessment Fellow  
2019-2021*



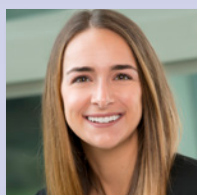
**Sally Habusta, PharmD, MHSA**  
Medical Writer  
*Regulatory Medical Writing Fellow  
2018-2020*



**Patrick LaFontaine, PharmD, MS**  
Global Health Economics & Value Assessment  
Business Partner – Oncology  
*US/Global Health Economics &  
Value Assessment Fellow  
2018-2020*



**Danielle Lerch, PharmD**  
Influenza Product Manager  
*US Global CV Medical Affairs Fellow  
2016-2018*



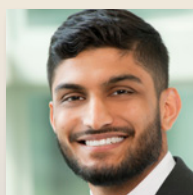
**Amanda Meisel, PharmD**  
US Regulatory Affairs Lead  
*Global Regulatory Affairs Fellow  
2019-2021*



**Dhanushya Raja**  
Cardiovascular Director  
Thought Leader Liaison  
*Global Pharmacovigilance & Epidemiology Fellow  
2015-2017*



**Dharmi Shah, PharmD**  
Labeling Manager  
*Global Regulatory Affairs Labeling Fellow  
2019-2021*



**Hamza Sarwar, PharmD**  
Global Medical Information  
Content Manager, General Medicines  
*Global Medical Information Fellow  
2018-2019*



**Loura Said**  
Director, Value & Access - Oncology  
*Strategic Marketing Fellow  
2015-2017*



**Sagar Shah, PharmD**  
Medical Science Liaison - Vaccines  
*Global Medical Information Fellow  
2017-2018*



**Sarah Soliman, PharmD**  
Global Medical Information  
Content Manager, Vaccines  
*Global Medical Information Fellow  
2020-2021*



**Heather Winter, PharmD**  
Regulatory Labeling Manager  
*US Consumer Healthcare Research  
and Development Fellow  
2019-2021*



# SANOFI ADAPTS TO THE VIRTUAL WORKSPACE



## FELLOW PERSPECTIVE

"Starting my fellowship virtually came with its own challenges. I thought I would have less exposure to projects and fewer chances to network, however to my surprise it ended up being the opposite. My preceptors and team continued to support me and provide me with resources and guidance to succeed and adapt to the virtual environment. One year later it feels as if nothing has changed and our projects and meetings have continued as if we were in the office. I have enjoyed meeting my colleagues and team virtually and am excited to see them in person soon!"

**Roshani Patel**

*Global Regulatory Affairs 2020-2022*

## FELLOW PERSPECTIVE

"My team and preceptors have been able to onboard and train me seamlessly even though we are working virtually. I have been able to learn and interact with my team as if I was in the office. The support from my team has enabled me to thrive and put forth my best work. Our team has rapidly adapted to the virtual environment without any delays in our projects or initiatives. Sanofi has done a remarkable job of continuing to push their vision forward even in this virtual work environment"

**Shivan Patel**

*Patient Informed Development & Health Value Translation 2021-2023*

## RUTGERS STAKEHOLDER PERSPECTIVE

"At Sanofi we offer robust digital resources and meeting options. Our team enjoyed many virtual team builders. We look forward to seeing you on camera with your favorite cup of coffee."

**Juliette Muszka, PharmD, RPh**

*Global Director, Patient Informed Development & Health Value Translation*

## Rutgers Pharmaceutical Industry Fellowship Program Ernest Mario School of Pharmacy Rutgers, The State University of New Jersey



**Joseph A. Barone, Pharm.D., F.C.C.P.**  
Dean and Professor II  
Ernest Mario School of Pharmacy  
Rutgers University



**Carolyn Seyss, Pharm.D.**  
Fellowship Director  
Institute for Pharmaceutical  
Industry Fellowships  
Ernest Mario School of Pharmacy  
RPIF Alumna



**Michael Toscani, Pharm.D.**  
Research Professor,  
Fellowship Director Emeritus  
Institute for Pharmaceutical  
Industry Fellowships  
Ernest Mario School of Pharmacy



### 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 21 companies within the pharmaceutical and biopharmaceutical industry and approximately 300 Fellows.

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 industry.

In 2018, our Program expanded to offer interdisciplinary Fellows' training by adding select physician fellowship opportunities to our well-established program.

The RPIF Program has thrived under the leadership of the founder, Dr. Joseph A. Barone, Dean and Professor II of the Ernest Mario School of Pharmacy, Dr. Carolyn Seyss, the Director for the Institute for Pharmaceutical Industry Fellowships, and Dr. Michael Toscani as Director Emeritus.

More than 1,300 Post-Doctoral Fellows have completed the RPIF Program, most of whom are experiencing influential and rewarding careers in the pharmaceutical and biopharmaceutical industry throughout the US and abroad. The RPIF Program has Preceptors and 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 industry and the Fellow's functional area(s). Our goal is to provide the environment for Fellows to build the foundations for their careers as future leaders in the industry.

### PROFESSIONAL DEVELOPMENT SERIES

All Fellows gather once 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' leadership skills such as emotional intelligence, communication, critical decision making, and presentation skills. Fellows develop skill sets under the





guidance of external trainers. PDDs also provide general knowledge about various aspects of drug development/commercialization and issues facing the pharmaceutical and biopharmaceutical industry, and promote connectivity and a sense of community among Fellows and alumni from different companies and disciplines.

The Fellows can learn from each other through individual and group presentations and debates on topics and issues related to the pharmaceutical and biopharmaceutical industry. The dynamic forum of PDD 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 and leaders through the following key program features:

**Family of Leading Companies** – Partners include several of the top global pharmaceutical and biopharmaceutical companies.

**Outstanding Alumni Track Record** – Over 1,300 alumni hold prominent positions at many leading companies.

**Strong Network** — Fellows develop valuable, lasting connections with each other, alumni, Preceptors, and faculty.

**Trusted and Proven Since 1984** — the Rutgers Fellowship Program is nationally recognized, trusted, and proven as the key pathway to industry for pharmacists as future leaders.

**Enhanced Career Development** – Breadth of experiences informs career path choices and increasingly challenging assignments build depth of experience, enhancing the potential for accelerated career paths.

**Rigorous Academic Component** – Rutgers affiliation provides academic and professional development opportunities.

Rutgers, The State University of New Jersey, with over 71,000 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 part of Rutgers Biomedical and Health Sciences, the only state school of pharmacy in New Jersey, with approximately 1,350 students in its Doctor of Pharmacy degree 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 relationship with and, for most, 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 advanced training in the pharmaceutical and biopharmaceutical industry.

## APPLICATION PROCESS AND ELIGIBILITY REQUIREMENTS:

Pharmacy 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.

## HOW TO APPLY:

Interviewing is conducted on a rolling basis. Interested candidates may submit their application and supporting materials (letter of intent, curriculum vitae, and three letters of recommendation) during October 2021 by visiting our website at: [pharmafellows.rutgers.edu](http://pharmafellows.rutgers.edu)

All application materials **must be submitted electronically to the RPIF Website.**

Required Items	Deadline*
<b>Letter of Intent (LOI)</b>	<b>November 1<sup>st</sup></b>
<b>Curriculum Vitae (CV)</b>	<b>November 1<sup>st</sup></b>
<b>3 Letters of Recommendation (LORs)</b>	<b>December 5<sup>th</sup></b>

**\*Candidates are considered on a rolling basis. Submission of materials prior to deadline is strongly encouraged.**

**Your Letter of Intent & Letters of Recommendation should be addressed 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**



