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

American Regent is one of four divisions of Luitpold Pharmaceuticals, Inc. Currently, American Regent is concentrating on therapy areas related to the etiology of iron deficiency anemia. Other divisions of the company include Osteohealth, Animal Health, and PharmaForce, specializing in dental bone grafting products, disease modifying osteoarthritis agents, and manufacturing, respectively. Luitpold is a member of the multinational Daiichi Sankyo Group. The Group’s parent company, Daiichi Sankyo Co. Ltd., is one of Japan’s leading pharmaceutical companies.

OUR VALUES
At American Regent, we are committed to our core values. We continually deliver exceptional customer service to patients, healthcare providers, and manufacturers. Our growth efforts are directed towards the ever-changing world of healthcare. With a history of specialization in the nephrology market and a current focus on our branded and multisource injectable products, we are able to help treat patients with complicated histories and prevalent disease states. Our efforts to produce quality products reflect our dedication to the care and health of those we serve. Our partnerships with various organizations are able to give us direct insight into patient outcomes and provider satisfaction with our products.
“The American Regent Post-Doctoral Fellowships foster and encourage professional growth for highly motivated individuals seeking to enhance their careers through a challenging program. Our organization offers diverse project opportunities and the flexibility to train in different functional areas of interest. We are committed to the success of our fellows through our partnership with St. John’s University and seek to provide fellows with the means to establish skills necessary to excel within the pharmaceutical industry.”

Ken Keller, President
Daiichi Sankyo Administrative and Commercial for Daiichi Sankyo, Inc. and President & CEO
Luitpold Pharmaceuticals, Inc.
St. John’s University is located on a residential 105-acre campus in Queens, New York and was founded in 1870 by the Vincentian Community. Recognized for its outstanding academic programs, rich student life, vibrant diversity and Big East vitality, the university boasts a population of over 20,000 students and 140,000 alumni across five metropolitan campuses.

The nationally recognized St. John’s University College of Pharmacy and Health Sciences prepares students for rewarding careers as practitioners, researchers, and leaders in government and industry. Founded in 1929, the College offers numerous healthcare-related programs at the undergraduate and graduate levels including the entry-level Doctor of Pharmacy degree, Master of Science degrees in Pharmaceutical Sciences, Pharmacy Administration and Public Health and the Doctor of Philosophy in Pharmaceutical Sciences degree. St. John’s University College of Pharmacy and Health Sciences is committed to shaping compassionate health care professionals to serve humanity through excellence in health care and biomedical research. Faculty, students and alumni of the College are actively involved in basic sciences as well as clinical research, and provide pharmaceutical care to a diverse patient population. The College continually works in partnership with numerous healthcare organizations throughout the New York metropolitan area to ensure the promotion, practice and delivery of the highest-quality health care services and research. Building on a dedication to greatness, its metropolitan location and its strategic alliances with leading healthcare institutions, the College empowers effective leaders, good citizens, and moral and ethical individuals.

Russell J. DiGate, Ph.D. – Dean of the College of Pharmacy and Health Sciences
Joseph M. Brocavich, Pharm.D. – Senior Associate Dean for Pharmacy/Associate Clinical Professor
Opportunities for the Fellow at the College of Pharmacy and Health Sciences

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

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

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

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

**Bill earned a Master of Science in Organizational Management in 2011, a Master of Business Administration in 2010, and a Bachelor of Science in Pharmacy in 1987. He initiated and is the Director of the American Regent/St. John’s University Fellowship Program, and is the lead preceptor for both the St. John’s University and Long Island University pharmacy student industry rotation programs. In his 10 years with the company, Bill and the Medical Affairs team have been an integral part of American Regent’s educational and medical information efforts, overseeing speakers programs, educational grant requests, medical information responses to healthcare professionals, sales training, and processing of product quality complaints. Prior to joining American Regent, Bill was the Director of Pharmacy at a national home infusion company, and practiced in both hospital and retail pharmacy disciplines.**

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

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**FELLOWSHIP OBJECTIVES**

The two-year post-doctoral pharmaceutical industry fellowship is designed to provide the Doctor of Pharmacy graduate a profound and unique experience within a pharmaceutical corporation, American Regent. The fellow will have exposure to various departments within American Regent as well as research and teaching opportunities at St. John’s University College of Pharmacy and Health Sciences. It is the goal of the program to provide the fellow with the skills and tools necessary for a successful career in the pharmaceutical industry.
“American Regent’s fellowship program allows the fellow to work in close proximity with other disciplines while establishing understandings of the various complexities associated with drug development. Through focused experiences under experienced leaders, the fellow contributes meaningfully to ongoing projects. Moreover, the partnership with St. John’s University provides additional opportunities to network and engage in scholarly activities. Overall, this fellowship program delivers an invaluable experience.”

John Jeffrey Jones, Pharm.D., R.Ph.
Second-Year Fellow
Clinical Research & Development
Regis University, Denver

“American Regent’s fellowship in the Clinical R&D department offers a unique experience for future fellows. The fellow will get the opportunity to work on designing and determining methods for various studies in development as well as creating and updating important documents, such as protocols and investigational brochures. In addition, the fellow will receive additional training in project management with Clinical Operations and may later rotate to other departments within the company. Because American Regent is a smaller company, the fellow will be exposed to many different tasks and opportunities. Importantly, preceptors will provide guidance to the fellow and take into consideration the fellow’s interests. She or he will work under the supervision of high quality experts on solutions for daily challenging issues. On the other hand, St. John’s University will introduce the fellow to various aspects of the academia as the fellow will obtain a teaching certificate and engage in other academic activities.”

Anna Krupa, Pharm.D., R.Ph.
First-Year Fellow
Clinical Research & Development
Temple University, Philadelphia
CURRENT FELLOWS
MEDICAL AFFAIRS & PHARMACEUTICAL MARKETING

“As the Medical Affairs and Pharmaceutical Marketing fellow at American Regent, I am afforded the unique opportunity to gain invaluable experience in the pharmaceutical industry. American Regent provides accomplished mentors who continuously allow you to develop skills by providing numerous opportunities for involvement. Being affiliated with this close-knit organization allows you to work cross-functionally throughout different departments and enables you to be exposed to every facet of a pharmaceutical company. The fellowship program is designed to allow the fellow to remain flexible in choosing their projects yet structured to ensure exposure to the different disciplines within the company. My experience at American Regent has been exceptional and I am confident that it will provide me with the skill set I need in order to be an effective and successful professional within the pharmaceutical industry.”

Arun Mathew, Pharm.D., M.B.A.
First-Year Fellow
Medical Affairs & Pharmaceutical Marketing
Mercer University, Atlanta

PAST FELLOWS

Kimberly Becker, Pharm.D., R.Ph.
Medical Science Liaison, Allergan, 2017-present
Medical Affairs & Pharmaceutical Marketing Fellow, 2015-2017

Jaclyn Viola, Pharm.D., R.Ph.
Product Manager, Marketing, Commercial Operations, 2016-present;
Associate Product Manager, Marketing, Commercial Operations, 2015-16;
Medical Affairs & Pharmaceutical Marketing Fellow, 2013-15

Jennifer Myers, Pharm.D., R.Ph.
Medical Science Liaison, AbbVie, 2015-present;
Associate Product Manager, Marketing, American Regent, 2014-15;
Medical Affairs & Pharmaceutical Marketing Fellow, 2012-14

Andy He, Pharm.D., R.Ph.
Senior Manager, Global Medical Affairs and Clinical Development - Analgesics, Bayer, 2015-present;
Manager, Medical Affairs, American Regent, 2013-15;
Medical Affairs & Pharmaceutical Marketing Fellow, 2011-13

Ryan Kuriakose, Pharm.D., M.S.
Vice President of Strategy and Business Development, Orphidia, 2016-present;
Product Manager, Analytics, Omnicell, 2013-16;
Product Manager, Marketing, American Regent, 2012-13;
Medical Affairs & Pharmaceutical Marketing Fellow, 2010-12
CLINICAL RESEARCH & DEVELOPMENT
NORRISTOWN, PENNSYLVANIA
- 20 miles outside of Philadelphia
- Minutes from the King of Prussia mall, the largest mall on the East coast

DAIICHI SANKYO, INC.
BASKING RIDGE, NEW JERSEY
- 2017 Daiichi Sankyo, Inc. location
- Partner company

ST. JOHN’S UNIVERSITY
QUEENS, NEW YORK
- Located between JFK and LaGuardia Airports
- Just off the Grand Central Parkway, which connects Nassau and Suffolk Counties to Queens, Manhattan, and upstate New York

MEDICAL AFFAIRS & PHARMACEUTICAL MARKETING
SHIRLEY, NEW YORK
- 60 miles east of New York City
- Minutes from critically-acclaimed beaches & Long Island Wine Region

HEADQUARTERS OF DAIICHI SANKYO INTERNATIONAL
TOKYO, JAPAN
The History of American Regent

1910
Founded in 1910 in Munich, Germany as Luitpold-Werk and entered the US market in 1978.

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

1991
Sankyo, a Japanese pharmaceutical company, acquires Luitpold and its subsidiary, American Regent Laboratories, Inc.

1996
American Regent Laboratories introduces Dexferrum® (iron dextran injection, USP).

2000
Venofer® (iron sucrose injection, USP) is approved for the treatment of iron deficiency anemia in patients suffering from chronic kidney disease. Since its inception in the United States, Venofer® has emerged as a brand leader and is now the #1 prescribed IV iron in the US.

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

2005
Sankyo merges with Daiichi Pharmaceutical Company, Ltd. to become Daiichi-Sankyo Company, Ltd.

2009
Luitpold acquires PharmaForce, Inc. broadening its line of generic, multisource injectables.

2010
St. John’s University and American Regent collaborated for fellowship.

2013
Injectafer® (ferric carboxymaltose injection) becomes the 1st high-dose, non-dextran IV iron indicated to treat a broad, adult patient population with iron deficiency anemia.

MID 1980s
Luitpold Pharmaceuticals, Inc. acquires American Quinine and transforms the name to American Regent Laboratories, Inc.
Medical Affairs & Pharmaceutical Marketing Fellowship

Medical Affairs Overview

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

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

- Address the medical needs of the company by utilizing strong analytical skills to evaluate medical literature
- Apply clinical expertise to interpret scientific data
- Identify and report adverse events
- Provide enhanced verbal communication
- Utilize comprehensive medical writing skills in response to medical inquiries from customers
- Utilize clinical knowledge in the development of healthcare-related publications, meetings, and digital media for an array of audiences, including healthcare professionals and consumers
- Critically analyze and evaluate evidence-based medicine
- Aid in the planning and implementation of Speakers Bureau programs and materials that adhere to PhRMA and FDA guidelines
- Manage company expectations while effectively integrating key clinical messages into programs for healthcare professionals
- Provide scientific support at meetings

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

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

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

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

Clinical research & development is one of the pivotal components within a pharmaceutical company for the approval of drug products as well as post-marketing, research and regulatory compliance.

Upon completion of the rotation within this department, the fellow will have a keen insight in:

- Understanding the drug development process from pre-clinical through Phase IV
- Comprehending the importance of study design tailored to specific phases of clinical research
- Comprehending the importance of different considerations in designing and conducting clinical investigations in various indications/populations
- Understanding the process in the conduction of clinical research through practical experience in analyzing and presenting clinical data study results
- Understanding the regulatory aspects pertaining to clinical development and operations

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

- Advance the anemia franchise and other relevant business through clinical knowledge, medical insights, and innovations in clinical research
- Assist in the protocol design and conduct through scientific principles
- Support clinical research protocols by adherence to Good Clinical Practice (GCP) guidelines
- Develop case report forms to properly collect data for analysis in clinical trials
- Conduct study monitoring through on-site initiation of studies, routine monitoring and closeout site visits
- Participate in review, cleaning and analysis of clinical trial data
- Support various areas in clinical trial during the study startup, execution, and closeout
- Report clinical trial results (i.e., preparation of clinical study reports) and publications (i.e., preparation of abstracts and manuscripts)
- Coordinate with internal and external stakeholders to ensure feasibility and proper implementation of clinical trials
- Assist in development of program level activities, such as Investigators’ Brochures, safety updates, IND and NDA submissions documents, and responses to Health Authority questions
- Manage external vendors for clinical trials
- Assist in development of budget projections and timelines of clinical trials
- Assist in contracting with investigators, budget negotiations, and payment processes
- Interact with global partners and regulatory agencies
CLINICAL RESEARCH & DEVELOPMENT ACTIVITIES DURING YEAR ONE

Pre-clinical Experience
Establish understanding of preclinical R&D in the context of the development process and review applicable IND enabling studies.

Study Design Experience
Establish understanding of current and anticipated trials and learn fundamental concepts of protocol design.

Pharmacovigilance Experience
Comprehend the design, execution and analysis of trial data from a safety perspective and assist in the preparation of safety documents for regulatory submissions.

Study Execution & Analysis Experience
Selection of a trial based on a specific population and indication for a focused experience and support of operational procedures and quality standards.

DURING YEAR TWO, THE FELLOW WILL ROTATE IN AREAS OF INTEREST
HOW TO APPLY

Application Process

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<thead>
<tr>
<th>REQUIRED ITEM</th>
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<tr>
<td>Curriculum Vitae</td>
<td>December 14th</td>
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<tr>
<td>Letter of intent</td>
<td>December 14th</td>
</tr>
<tr>
<td>College transcript</td>
<td>December 14th</td>
</tr>
<tr>
<td>Three letters of recommendation</td>
<td>December 18th</td>
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</tbody>
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Please send all correspondence to:

- Joseph Brocavich, Pharm.D.
  Senior Associate Dean for Pharmacy Programs
  Associate Clinical Professor
  College of Pharmacy and Health Sciences
  St. John’s University, 8000 Utopia Parkway
  Queens, NY 11439
  Email: brocavij@stjohns.edu
  (electronic and hard copy)

- American Regent Fellowship Program
  fellowship@americanregent.com
  (electronic only)

Certificate of Completion

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

Eligibility for Fellowship

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

Salary and Benefits

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

All candidates must request and schedule an interview by contacting Dr. Brocavich after October 23, 2017.

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