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SUMMARY

- Senior Medical Director with a PharmD and MBA possessing vast experience in medical communications, content creation, and strategy
- Goal-oriented with strong project management, negotiation, and business analytical skills
- Exemplary interpersonal skills utilized to establish positive relationships with clients, healthcare professionals, colleagues, and patients
- Former pharmacy manager with over 7 years of experience at a premier retail pharmacy
- Respected leader with proven record of training and managing diverse teams and delivering peak performance
- Relevant experience: scientific platforms, consensus statements, scientific response letters, symposia, launches, advisory boards, promotional, medical, and market access presentations, speaker trainings, podcasts, videos, roundtables, backgrounders, and patient cases

WORK EXPERIENCE

ClinicalMind

Senior Medical Director

January 2022 - Present

Medical Director

January 2020 – January 2022

Associate Medical Director

October 2018 – January 2020

- Lead 3 commercial, medical, and market access teams to develop innovative, compelling medical content and provide strategic direction on a range of projects including advisory boards, consensus statements, scientific response letters, key opinion leader (KOL)/patient videos, surveys, scientific platforms, promotional, medical, and market access presentations, and roundtable programs
- Supervise and mentor 3 senior medical writers, medical associates, and interns
- Support pharmaceutical company as a medical reviewer for Medical Legal Review (MLR) meetings
- Successfully launched 1 new product
- Assist in developing timelines, draft budgets, scopes of work, and needs assessments
- Attend and assist in planning meetings at pharmaceutical conferences
- Lead annual brand planning
- Pitch business to potential new clients and respond strategically to requests for proposals for new business
- Lead calls with clients, other agencies, and key medical experts
- Effectively pivoted over 40 advisory boards and roundtable programs to a virtual setting
- Develop a rotational program for Doctor of Pharmacy students
- Head the knowledge sharing and training taskforces, and develop training documents for new and current employees
- Manage Veeva submissions and attend/lead all PRC meetings
- Specialized experience in immune thrombocytopenia, warm autoimmune hemolytic anemia, sickle cell disease, Type 1 diabetes mellitus, COVID-19, irritable bowel syndrome, and primary and secondary immunodeficiencies

BGB Group

December 2016 – October 2018

Medical Writer

- Developed medical content and provide strategic directions on a range of projects including speaker and sales force materials

- Collaborated with pharmaceutical companies and an internal team to streamline processes and develop business strategies
- Performed literature searches and reviews to obtain background information and training for document development
- Synthesized, collected, edited, and wrote clinical content for educational offerings
- Ensured assigned projects are delivered on time and under budget through effective project management skills
- Managed Doctor of Pharmacy candidates
- Specialized experience in oncology, multiple sclerosis, psoriatic arthritis, and rare and immune-mediated diseases

Mt. Vernon Pharmacy, Clinical Pharmacist

April 2015 – December 2016

Duane Reade Pharmacy, Pharmacy Manager

October 2011 – April 2015

CVS Pharmacy, Pharmacist

July 2010 – October 2011

- Converted pharmacy to HIV Center of Excellence
- Spearheaded a Hepatitis C adherence and patient monitoring program that was adopted by Maryland Medicaid
- Managed ancillary staff of 12 people in fulfilling more than 3000 prescriptions weekly
- Piloted a quality control program and trained upper management and pharmacy managers
- Responsible for scheduling doctor detailing visits and identifying target offices and locations
- Supported 2 successful pharmacy buyouts
- Planned and executed Influenza, Pneumococcal, and Zoster vaccine clinics
- Hired, coached, and mentored new employees
- Responsible for all MTM claims
- Mentored Doctor of Pharmacy candidates
- Cultivated strong relationships with patients and physicians resulting in an increased number of return customers and customer savings initiatives

EDUCATION

University of Florida College of Pharmacy

In Progress

Graduate Certificate – Applied Pharmacoeconomics

University of Maryland School of Pharmacy – Baltimore

Doctor of Pharmacy

The Merrick School of Business, University of Baltimore

Master of Business Administration

R.H. Smith School of Business, University of Maryland, College Park

Bachelor of Science, Marketing

PROFESSIONAL CERTIFICATIONS

- American Red Cross CPR/AED certified (active)
- Pharmacist Based Immunization Training (active)
- Registered Pharmacist (active)