Keys to a Successful Career in Industry:

Establishing Yourself and Advancing within the Company

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The following relationships exist related to this presentation:

Bayer HCP Oncology, Employee
Possible Entry into the Industry
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- Start-up (Academia or VC)
- Small Biotech (< 100 Employees)
- Midsize Biotech (< 400 Employees)
- Fullsize Biotech (< 5000 Employees)
- Biopharma (>5000 - < 25000 Employees)
- Big Pharma (> 25000 Employees)
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Investment Firm, VC, Market Analysis, CRO, GA, Payers, CME Providers, Regulatory Agencies, Consulting Partners ...
Roles in Industry

Requirements:
✓ BS/MS - PharmD
✓ PhD, VMD
✓ MD
Roles in Industry

- Discovery
- Pre-clinical POC
- Early Clinical Development
- Late Clinical Development
- Medical Affairs
- Publications
- Medical Writing
- Regulatory
- Safety (Pharmacovigilance)
- Project Management

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- Clinical Science Pharmacodynamics/kinetics
- Biomarkers
  - Discovery ...
  - Assay Development ...
  - QC ...
- Data Management
- Biostatistics
- Manufacturing
- Supply - Logistics
- Surveillance Product Integrity
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A journey...

1990 - 2010

- Medical School of the Ludwig-Maximilians-Universität (LMU), Munich, Germany
- Doctoral Thesis, Institute for Surgical Research, Transplant Immunology,
- Xenotransplantation, University Clinic Großhadern, Munich, Germany
- Residency, Surgical Clinic and Policlinic, Technical University, Munich, Germany
- Postdoc Research Fellow, Lab of Molecular & Tumor Immunology, EACRI
- Senior Research Scientist, Faculty, Translational Tumor Immunotherapy, EACRI
- Certificate Human Investigations Program (HIP), Oregon Health & Science University

2010 - present

- Global Medical Director, Provenge (sipuleucel-T)
  Clinical Development & Medical Affairs, Dendreon, Seattle, WA
- Global Medical Lead, Nivolumab (Anti-PD1) Melanoma and RCC
  HQ Bristol-Myers Squibb Company, Princeton, NJ
- Senior Global Medical Lead, Head, Stivarga (regorafenib)
  HQ Bayer HCP Oncology, Whippany, NJ
- Senior Global Clinical Leader, Xofigo (Ra223) LCM, Program Lead Multiple Myeloma
  HQ Bayer ...
• Get a mentor as your first manager
• Teamwork is essential
• Be aware of your new environment
• Get a mentor, perhaps a coach
• Timelines and Quality are superior than quantity
• Flexibility for rapid change can not be an issue
• Did I mention to get a mentor...? Perhaps a coach
• Get a mentor as your first manager
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• And don’t forget:
  At the end, curing a patient requires the understanding and utilization of the immune system
  Ergo...
  “Never give up, never surrender and never let anyone tell you to accept the status quo!” CHP 2014