ARBOR FELLOWSHIP PROGRAM 2022 – 2023

Apply Now
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Arbor Pharmaceuticals is an Atlanta, Georgia-based specialty pharmaceutical company that markets more than 20 FDA-approved products in multiple therapeutic areas, including:

- Neuroscience
- Cardiovascular
- Endocrinology
- Orphan / Institutional Markets

Arbor was co-founded by Mercer alumnus Ed Schutter, BSPHARM ’77, MBA, and two other investors in 2010.

Since founding, the company has grown from less than $2 million in annual sales to $262 million in 2020.

Arbor is led by a management team with extensive pharmaceutical industry experience in Clinical Development, Medical and Regulatory Affairs, Manufacturing, Quality Control and Commercialization.
Arbor’s Product Portfolio

Diversified and growing commercial business built via internally developed products, acquisitions, and licensing

Company growth from $2M to $262M
August 24th, 2021 Press Release: Azurity Pharmaceuticals to Acquire and Merge with Arbor Pharmaceuticals

“On behalf of the Azurity and Arbor teams, I am delighted to announce this agreement and the potential it brings to our combined company” - Amit Patel, Chairman and CEO of Azurity

New Organization

Over 30 Commercialized Products
Robust Pipeline of Mid- and Late-Stage Products

A Unique Opportunity to Accelerate Career Development

- Both Arbor and Azurity bring unique value and strengths to the merger creating a legacy enriched organization that will remain focused on bringing innovative products to the market serving patients in need.

- The combined company will provide a larger more diverse portfolio of marketed and pipeline products establishing a strong foundation for sustained growth.

- Each company has a history of targeting underserved patient segments, while reaching key specialty and institutional market channels within our central therapeutic areas.

- The new organization is an expanding nucleus of opportunity that is positioned to deliver unique value to stakeholders while ultimately improving patient lives.
Fellowship History and Mercer Partnership

**Fellowship History – A Proven Track Record with Continuous Growth**

- The Arbor Fellowship Program was established in 2018 by Fellowship Preceptor Dr. Evan Scullin with a Medical Affairs (MA) Fellowship in proud partnership with Mercer University College of Pharmacy.
- Due to its success, the Fellowship Program was expanded in 2020 to add a Business Development (BD) Fellowship.
- The Fellowship Program is designed to promote professional growth and provide the Fellow with practical insight into the roles and responsibilities of pharmacists within the pharmaceutical industry.

**Fellowship Alumni Spotlight**

- **Catherine Wang, PharmD**  
  Senior Specialist, Medical Affairs  
  Arbor Pharmaceuticals  
  ’20–’21 MA Fellow

- **Darin Mast, PharmD**  
  Senior Specialist, Regulatory Affairs Labeling  
  Arbor Pharmaceuticals  
  ’19–’20 MA Fellow

- **Jin Keum, PharmD**  
  Manager, Global Medical Communications Oncology  
  Pharmacycics, an AbbVie Company  
  ’18–’19 MA Fellow

- **Brandon Feil, PharmD**  
  Business Development Manager  
  Arbor Pharmaceuticals  
  ’20–’21 BD Fellow

**Mercer University College of Pharmacy**

Located in the vibrant Atlanta metropolitan area, the College of Pharmacy is one of the most diverse pharmacy schools in the nation. It offers students a robust educational experience through an expansive network of healthcare providers. With a legacy of caring for more than a century, it prepares students to lead the pharmacy profession and face the future challenges of a dynamic healthcare environment.

The College offers the Doctor of Pharmacy degree and the Doctor of Philosophy degree in pharmaceutical sciences, as well as six combined degree programs, including the Pharm.D./M.S. in Health Outcomes and the Pharm.D./M.S. in Pharmaceutical Sciences. The unique partnership with Mercer provides Fellows with invaluable experience through engagement with faculty and students across professional and didactic settings.

**Fellowship History & Mercer University Partnership**

**Now Recruiting Two Positions for the 2022 – 2023 Application Cycle:**

- 1-Year Medical Affairs Fellowship
- 1-Year Business Development Fellowship
OBJECTIVE: To further develop each product’s scientific platform through new discovery and scientific exchange.
Meet Arbor’s Medical Affairs Team

We believe that our strongest asset is our people and have hired industry veterans with pharmaceutical knowledge and experience across most therapeutic areas in all stages of development, manufacturing and commercialization.

Evan Scullin, MD
Vice President, Medical Affairs
Dr. Scullin is the Fellowship Preceptor and has over 20 years combined clinical, research and industry experience in the life sciences field.

Evan earned his M.D. at the Royal College of Surgeons in Ireland and has obtained an Executive Certificate in Business Strategy from the Michael J. Coles College of Business, Kennesaw State University. Evan has served on the Mercer University College of Pharmacy Board of Visitors.

Catherine Wang, PharmD
Sr. Specialist, Medical Affairs
University of Maryland School of Pharmacy, Class of 2018.

Catherine was a graduate of Arbor’s Medical Affairs Fellowship in 2020-2021, conducted in collaboration with Mercer University.

Philisha Mack, APRN, FNP, CSSBB
Manager, Drug Safety
Dr. Philisha Mack has over 10 years of Pharmacovigilance and leadership experience across multiple therapeutic areas.

Philisha is a Family Nurse Practitioner and is certified Six Sigma Black Belt. As Drug Safety Manager she is responsible for oversight of drug safety across the Arbor marketed product portfolio.

Kristi Totten, PhD
Sr. Medical Science Liaison
Dr. Totten graduated University of Florida with a Ph.D. in Biomedical Science specializing in Cell and Microbiology.

Kristi joined Arbor’s Medical Affairs Team in 2016, after a successful five years as an Executive Territory Manager where she was a four-time Presidents Club winner.
Position Description

The one-year Fellowship Program will provide a broad understanding of the various roles and responsibilities within Medical Affairs. The Fellow will be involved in activities that support company goals and will develop and strengthen their knowledge in Medical Affairs. These initiatives include:

- **Medical Information**: Develop scientifically fair and balanced medical response letters to address unsolicited medical inquiries.
- **Publication Strategy**: Train within cross-functional teams to assist with the execution of initiatives throughout a product's lifecycle.
- **Medical Review**: Recognize the roles of Regulatory, Legal, and Medical in Scientific and Promotional Review Committees.
- **Pharmacovigilance**: Familiarize with all aspects of drug safety including reporting adverse events, the MedWatch 3500 form, and aggregate regulatory reports.
- **Collaboration Across Functional Areas and Vendors**: Advise Clinical Development, Regulatory Affairs, Marketing, Sales, Business Development.

The Fellow will work closely with members of the Medical Affairs Team. Efforts will be made to account for the interests of the Fellow in developing an individualized program.

The Fellow will divide their time between Arbor Pharmaceuticals and Mercer University College of Pharmacy. The Fellow will be expected to participate in the teaching certificate program, in addition to supporting the Mercer University Pharm.D. didactic program.

**1-Year Medical Affairs Fellowship**

**Detailed Description**

**Recruiting 1 Fellow**
OBJECTIVE: Build a sustainable portfolio of opportunities for the organization with a focus on fulfilling unmet medical needs and improving patient lives.
Business Development Leadership

Meet Arbor’s Business Development Team

Ashley Prange
Head of Business Development

Ashley began her career with Arbor more than eight years ago as a Sales Representative.

As a three-time President’s Club winner, Ashley has excelled in and been promoted through various Sales and Marketing roles; leading to her current role heading up Arbor's Business Development efforts for more than two years.

Brandon Feil, PharmD
Business Development Manager

Mercer University College of Pharmacy class of 2018 alumnus.

Brandon was the first graduate of Arbor’s Business Development Fellowship in 2020-2021, conducted in collaboration with Mercer University. During Brandon's fellowship he became an integral part of the team, earning him a full-time position in Business Development at Arbor.

Entrepreneurial Mindset Toward Business Development

Business Development at Arbor has a strong international and national footprint engaging with Senior Leadership both internally and externally on a regular basis.

Inter-Department Collaboration
BD interacts and actively collaborates across all functional areas creating strategic unity

Global Partnering Conferences
International and domestic business development conferences to review and discuss new product opportunities
Why Business Development Fellowship at Arbor?

Arbor’s Program is the Only Non-Big Pharma BD Fellowship in the United States

Exposure

Cross-Functional Collaboration

On a regular basis, BD at Arbor interfaces with nearly every functional area within the pharmaceutical industry, in addition to frequent engagement with internal senior leadership and external potential partners.

Experience

Intersection of Business and Science

Clinical knowledge is pivotal for evaluation of treatment landscapes and new products, which uniquely positions PharmD’s with an entrepreneurial spirit to analyze the market and build business cases.

Opportunity

Professional Growth

BD provides PharmDs with a distinct opportunity to be on the cutting edge of novel therapeutic advances while fostering the Fellow’s growth in finance and business strategy.

A unique Fellowship formulated to cultivate personal and professional growth
Role of the PharmD in BD

PharmDs are uniquely qualified to implement BD strategy by providing market insights through evaluation of current treatment paradigms, in addition to critical analysis of market data and clinical information.

Corporate / Portfolio Strategy
Proactively identify BD opportunities that add long-term value to Arbor’s product portfolio.

Market Analytics
Research competitive intelligence, scientific data evaluation, market data analysis, market research, follow market trends.

BD Strategy
Assist with search and evaluation efforts for in-licensing opportunities that align with Arbor’s BD strategy.

Tracking
Utilize global product databases and use monitoring tools to effectively engage with the opportunity pipeline.

Cross-Functional Diligence Assessments

The BD Fellow will support and help drive Arbor BD’s strategic initiatives.
The Business Development Fellow will support and drive Arbor’s BD strategic initiatives, gaining exposure to the full spectrum of activities involved in BD deals. The Fellow will also play a critical role in supporting the BD team by providing insights and analysis into current market conditions and trends for companies and products of strategic interest to Arbor. This includes assisting with:

- **Corporate / Portfolio Strategy**: Competitive analysis and primary and secondary market research to define commercial opportunities for Arbor and its portfolio of products.

- **IP and R&D Strategy**: Collaboration with internal and external leadership, IP counsel, and clinical and regulatory experts to inform key questions related to patentability and FTO, regulatory matters, and preclinical and clinical development plans, timelines, and costs.

- **BD Strategy**: Identification of potential strategic partners; facilitation of relationships with current and potential partner companies; assistance with BD conference activities.

- **Opportunity Tracking**: Prioritization, organization, and maintenance of records pertinent to efficient flow of the BD opportunity pipeline.

- **Diligence Assessments**: Project management and collaboration with Arbor’s internal departments to facilitate diligence.

The Fellow will engage cross-functionally with other teams including but not limited to Medical, Clinical, Regulatory, Manufacturing, Legal, and Commercial in various capacities. The Fellow will divide their time between Arbor Pharmaceuticals and Mercer University College of Pharmacy. Also, the Fellow will be expected to participate in the teaching certificate program, in addition to supporting the Mercer University PharmD didactic program.
Fellow Perspectives – Meet Our Current and Past Fellows

"The Arbor Medical Affairs Fellowship program gives me the opportunity to develop my interests in Medical Affairs and exposure to a broad range of therapeutic areas. Here I have the flexibility to customize my learning experience within Medical Affairs and cross-functionally. With the support of my mentors, I'm able to make meaningful contributions to the team and explore unique opportunities as the fellowship progresses."

Alisa Nguyen, PharmD
‘21-’22 Medical Affairs Fellow | Arbor Pharmaceuticals, Mercer University College of Pharmacy

"As a Arbor Medical Affairs Fellow, you are fully integrated into the team and engaged in all product life-cycles. Unlike other programs, this program will give you the opportunity to not only learn medical strategy but also medical information and pharmacovigilance. Arbor's goal is to fully prepare the fellow and nurture their career in the pharmaceutical industry. I am glad to have been retained after my fellowship to continue to support and develop unique and patient-centric products."

Catherine Wang, PharmD
‘20-’21 Medical Affairs Fellow | Arbor Pharmaceuticals, Mercer University College of Pharmacy

"The one-year BD Fellowship at Arbor Pharmaceuticals offers the perfect environment for a PharmD to become fully immersed in all elements of the pharmaceutical industry. I believe the inclusive culture at Arbor allowed me to work on a wide array of initiatives to develop a unique skill set that merges clinical and business perspectives. While working alongside senior leadership, I made meaningful contributions to team projects that will have a positive impact on patient lives while preparing me for a career in the pharmaceutical industry."

Brandon Feil, PharmD
‘20-’21 Business Development Fellow | Arbor Pharmaceuticals, Mercer University College of Pharmacy

"The Arbor Medical Affairs Fellowship provided me with the necessary tools to transition from a fellow to a working professional. This program is tailored to meet the fellow’s interests and expose them to all areas of a pharmaceutical company. During my time as a fellow, I was able to work alongside different leadership teams to accomplish a cross-functional environment."

Darin Mast, PharmD
‘19-’20 Medical Affairs Fellow | Arbor Pharmaceuticals, Mercer University College of Pharmacy
1-Year Fellowships – Now Recruiting

Fellowship Candidate Qualifications
• Excellent written and verbal communication skills, ethics, professionalism, leadership
• Ability to work in a fast-paced, diverse team environment and proactively build collaborative partnerships
• Strong, genuine interest in pursuing a career in the pharmaceutical industry

Additional Qualifications for Business Development Candidates
• Driven entrepreneurial mindset
• One year of post-graduate work experience is a plus
• Master of Business Administration degree is a plus
• Strong quantitative analytical skills
• Skilled with Microsoft Excel and PowerPoint

Eligibility Requirements for All Applicants
◆ U.S. citizen or lawful permanent resident
◆ Doctor of Pharmacy degree from an ACPE-accredited college of pharmacy
◆ Must be willing to relocate to Atlanta, GA
◆ Must pass a background check

The Fellow will be selected on a national competitive basis, and candidates must have a Doctor of Pharmacy degree from an ACPE-accredited college of pharmacy by the start of the Fellowship term. The Fellowship offers a competitive salary and benefits package.
Application Timeline and Process

Currently Recruiting 1 Medical Affairs Fellow and 1 Business Development Fellow

Timeline

• Applications are considered on a rolling basis – APPLY NOW
• Application Deadline: December 3rd, 2021, by 11:59 PM ET
• Arbor and Mercer will participate in PPS at ASHP Midyear
  • Your participation in PPS is not required to apply to the Fellowship Program

Required Materials

• Submit your:
  ✓ Curriculum Vitae
  ✓ Letter of Intent (LOI)
  ✓ Unofficial Doctor of Pharmacy Transcript
  ✓ Two Letters of Recommendation (LOR) (may be submitted after the initial interview or upon request)
• Applications MUST BE SUBMITTED here:
  🌐 Online Application Form

Contact Information

• Your LOI and LOR may be addressed to:
  Lorenzo Villa Zapata, PharmD, PhD
  Fellowship Program Director
  Mercer University College of Pharmacy
  3001 Mercer University Drive
  Atlanta, GA 30341
• LOR and any questions you have should be sent directly to:
  Fellowships@mercer.edu
• Additional information is available at:
  https://pharmacy.mercer.edu/academic-programs/pharma-industry-fellowships/
WE LOOK FORWARD TO MEETING YOU!