



**GALT**  
PHARMACEUTICALS

**2023**

**GALT PHARMACEUTICALS**  
MEDICAL AFFAIRS FELLOWSHIP

[www.galtrx.com](http://www.galtrx.com)

in partnership with

**MERCER**  
UNIVERSITY  
COLLEGE OF PHARMACY

OUR COMPANY

# THE GALT WAY

## IMPROVING QUALITY OF LIFE AND LIFE-CHANGING OPPORTUNITIES

A unique pharmaceutical company, Galt has found a better way to enhance the quality of life of patients with products that meet unmet clinical needs, while creating life-changing opportunities for entrepreneurs, our employees and the individuals within the communities we serve.



### MODEL

#### A company of entrepreneurs

We believe there's a better way than traditional big pharma and are disrupting the traditional inefficient model that has resulted in higher pharmaceutical expenses that feed middle-men intermediaries and corporate bureaucracies.

At Galt Pharmaceuticals, owners build their own pharmaceutical business in their own market focusing on healthcare provider engagement and product representation, locally.



### PRODUCTS

#### Meeting needs

Developing transformative medications that meet currently unmet needs requires a full commitment and investment to understanding the healthcare and disease landscape. At Galt we are finding a better way to make a difference in the lives of patients, their caregivers and physicians through research of new product concepts as well as exploration of new applications for existing medicines.

# COMPANY PILLARS

## **Commitment to Patients**

### Meeting needs and minimizing costs

Galt serves patients by providing medications that answer unmet needs with little or no out-of-pocket expense. Galt leverages business intelligence to identify, develop, and bring high-value pharmaceutical products to market through a unique approach: Pharmaceutical Phranchising.

## **Dedication to Employees and Entrepreneurs**

### Providing business ownership

Galt serves employees by supporting them in building the dreams of entrepreneurs. The Galt Pharmaceuticals Phranchise model provides entrepreneurs and their families the life-changing opportunity to own a business in an industry with traditionally high barriers of entry.

## **Stewardship in the Community**

### Being a good neighbor

Galt enhances lives in the communities it serves through the support of hard-working individuals and deserving small businesses or non-profit organizations. Galt emphasizes Phranchisees to provide medications coupled with community relationships, trust, and exceptional personalized service.

## Founders of Galt Pharmaceuticals: Barry Patel and Wade Smith



**Barry Patel, Pharm.D.**

**CEO, Galt Pharmaceuticals**

“As proud Mercer graduates, we are excited to provide a unique pharmaceutical fellowship to a candidate that is looking to learn many different aspects of medical, clinical, marketing and sales operations. As a growing small-to-mid size pharmaceutical company with a very unique sales/distribution model, fellows are challenged to think out of the box and develop entrepreneurial skills that go beyond those developed at traditional pharmaceutical industry experiences. We not only prepare Fellows for careers in the Pharmaceutical Industry, but make them proficient in the Business of Healthcare.”



**Wade Smith, Ph.D., Pharm.D.**

**Chairman, Galt Pharmaceuticals**

“As a pharmacist, I’m able to work with providers all over the country to provide better care for their patients. This is our mission at Galt, to empower people to make better lives for others. We do this through our clinical programs, medical affairs, commercial operations, and corporate systems teams - our Fellows work with each of them. Fellowships can be deep or broad; one can spend an entire fellowship in one big corporate department – but we want our fellows to experience the gamut, touching each part of the pharma industry. If you want deep, go to Pfizer; if you want broad, come make a difference in people’s lives with Galt.”

## MEDICAL AFFAIRS FELLOWSHIP

# PROGRAM OVERVIEW



## ACCELERATE YOUR CAREER IN THE PHARMACEUTICAL INDUSTRY

In partnership with Mercer University College of Pharmacy, Galt's one year fellowship is an opportunity to gain first-hand knowledge and experience in multiple disciplines with a primary focus on Medical Affairs.

### OBJECTIVES

- Understand the functional roles, processes, and standards associated with medical information in an industry setting
- Strategically answer unsolicited requests for medical information and develop standard response letters
- Contribute to internal reviews of promotional and materials and scientific communications projects Lead training and scientific education efforts for internal personnel and external partners
- Partner with regulatory, marketing, sales, clinical development, and more to ensure the most up to date scientific information is available

### ELIGIBILITY

To be considered for the fellowship, applicants must:

- Be a graduate of an accredited Doctor of Pharmacy program prior to the start of the fellowship
- Possess a strong, genuine interest in pursuing a career in the industry
- Be a lawful, permanent resident of the U.S.

### APPLYING

- Applicants must email materials to Dr. Lorenzo Villa Zapata ([fellowships@mercer.edu](mailto:fellowships@mercer.edu)) by **Nov 14, 2022**.
- Letter of recommendations must be received by **Dec 1, 2022**.
- Applications must include: A letter of intent, curriculum vitae, unofficial transcript from degree program, and two letters of recommendation.

# A MESSAGE FROM OUR FELLOWSHIP PROGRAM



**Scott Chappell, Pharm.D.**

Director of Medical Affairs, GALT Pharmaceuticals

“ Opportunities for growth in understanding the pharmaceutical industry abound at Galt. Medical Affairs plays an integral role in medical information as well as in assisting sales, marketing, and regulatory in the clinical aspects of our product line. You will gain much from working within Medical Affairs and with our interdisciplinary team. Phranchise Pharmaceuticals is a unique experience offering a fellowship like no other in the industry.”



**Brian Cheng**

2018 - 2019 Fellow  
Med Information, Idorsia

“ One thing that was important to me during my fellowship was the opportunity to gain valuable experiences. As a Galt fellow, I was involved in the entire scope of Medical Affairs and even beyond (e.g., marketing, regulatory). Additionally, because it is a small company, I had the ability to lead projects/initiatives, work in cross-functional teams, and truly understand the business aspect of the industry.”



**James W.N. George**

2019 - 2020 Fellow  
MSL, Averitas

“ I wanted to partner with a company that allowed me to not only gain a deep understanding of Medical Affairs but also allow me to familiarize myself with the other departments that are so integral to any successful pharmaceutical venture. Galt has delivered on that in spades. I have no doubt I will be ready to enter the industry in earnest at the end of this fellowship.”



**Karan Somaiya**

2019-2020 Fellow  
MSL, Syneos Health

“ Galt has provided me a unique fellowship dedicated to my personal and professional growth. From the start of my fellowship, I have had numerous opportunities to work on meaningful projects and assist in programs essential to the goals of the organization. I have also had the ability to work cross-functionally with members of our company to better understand the various facets of the industry.”



**Anvi Shah**

2021 - 2022 Fellow  
MSL, Sandoz

“ I have always wanted to do my fellowship at a smaller company where I would be given the opportunity to not only excel in Medical Affairs but also gain insights in other departments, such as ad promo, regulatory and marketing. Galt has exceeded all my expectations and always helped focus on my personal and professional growth while also giving me a holistic understanding of the pharmaceutical industry.”



**Pavan Patel**

2022 - 2023 Fellow  
GALT Pharmaceuticals

“ For a Medical Affairs fellowship, I was searching for an opportunity that would not only expose me to various roles within Medical Affairs but also to invaluable experiences within other functional areas. Galt has exceeded my expectations. Galt has provided me with invaluable mentorship and opportunities for growth as a leader. The knowledge and hands-on experience from Galt will undoubtedly set me up for success in my future endeavors.”



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