



2023 – 2024 Azurity Pharmaceuticals Fellowship Program

In partnership with:



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Azurity's Purpose and Company Description

Serving overlooked patients

Azurity Pharmaceuticals is a privately held, specialty pharmaceutical company that focuses on innovative products that meet the needs of patients with underserved conditions. As an industry leader in providing unique, accessible, and high-quality medications, Azurity leverages its integrated capabilities and vast partner network to continually expand its broad commercial product portfolio and robust late-stage pipeline. The company's patient-centric products span the cardiovascular, neurology, endocrinology, gastro-intestinal, institutional, and orphan markets, and have benefited millions of patients.

Now Recruiting One Fellowship Position for the 2023 – 2024 Application Cycle

- ▶ 1-Year Business Development Fellowship
- || Medical Affairs Fellowship (*not recruiting*)

5

Therapeutic Areas

~350

Colleagues

10

Promoted products

5

Office/facility locations

10+

Pipeline products

~75

Patents

7

Dosage forms

5

Years of innovation
and patient care

Azurity Pharmaceuticals Company Overview

Pioneering a new pharmaceutical category
focused on differentiated products serving
overlooked patients

Diversified and broad portfolio and pipeline
across a range of therapeutic areas

“Optimally-integrated” capabilities spanning
R&D, BD, Commercial and Operations

Differentiated go-to-market commercial model
that is ecosystem-based, omnichannel-driven
and data enabled

Our Values: The Azurity Way

Clarity

We prize clarity because it enables action, eliminates confusion, promotes efficiency and frees us to do our best work. Clarity comes from solid data, deep understanding and purposeful choices. It helps us to be decisive.

Collaboration

We recognize the enormous gains that come from talented people working together, inspired by common purpose. We share information and plans to ensure collective understanding and commitment and to align our actions.

Empathy

We pay attention to the concerns of colleagues and external stakeholders. We seek to understand the diverse views of others before deciding. We take time to appreciate the needs of patients.

Reliability

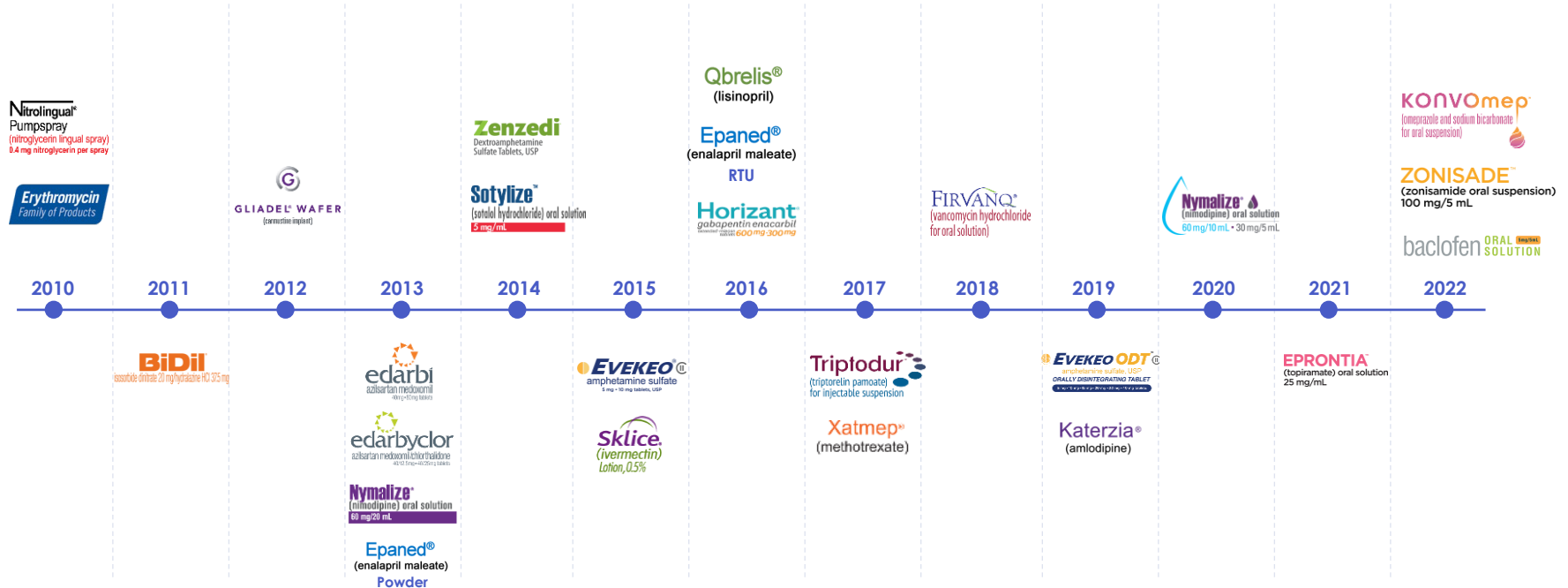
We understand our responsibilities to each other and to our external stakeholders. We do what we say we will. We make and keep promises and we count on each other.

Simplicity

We seek simplicity in everything. We cut through complexity to get to the heart of problems and opportunities. We make things as simple as we can, to promote understanding, ease of action and speed.

Azurity's Product Portfolio

Year after year, across therapeutic areas, we deliver sought-after medicines that serve overlooked patients



Fellowship History and Mercer Partnership

Fellowship History – A Proven Track Record with Continuous Growth

- ▶ The Azurity 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



Darin Mast, PharmD
Senior Specialist, Regulatory
Affairs Labeling
Azurity Pharmaceuticals
'19-'20 MA Fellow



Catherine Wang, PharmD
Manager, Medical Information
and Communications
Oyster Point Pharma
'20-'21 MA Fellow



Jin Keum, PharmD
Associate Director, Global
Medical Information
AbbVie
'18-'19 MA Fellow



Brandon Feil, PharmD
Business Development
Manager
Azurity Pharmaceuticals
'20-'21 BD Fellow



Alisa Nguyen, PharmD
Senior Specialist, Medical
Affairs
Azurity Pharmaceuticals
'21-'22 MA 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.



Azurity Business Development

OBJECTIVE: Build a sustainable portfolio of opportunities for the organization with a focus on fulfilling unmet medical needs and serving overlooked patients

Business Development Leadership

Meet Azurity's Business Development Team



Ashley Prange

Director of Business Development

Ashley began her career in pharmaceuticals more than 9 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 Azurity's Business Development efforts for more than three years.



Brandon Feil, PharmD

Business Development Manager

Mercer University College of Pharmacy class of 2018 alumnus.

Brandon was the first graduate of Azurity'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 Azurity.

Entrepreneurial Mindset Toward Business Development

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



Inter-Department Collaboration

Business Development 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 at Azurity?

A unique Fellowship formulated to cultivate personal and professional growth



Exposure

Cross-Functional Collaboration

On a regular basis, BD at Azurity 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 Life 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.

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 Azurity'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 Azurity's BD strategy



Tracking

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



Diligence Assessments

Collaborate with Medical Affairs, Regulatory Affairs, Marketing, Clinical Development, Legal/Intellectual Property in due diligence assessments

The BD Fellow will support and help drive Azurity BD's strategic initiatives

Position Description: 1-Year Business Development Fellowship

Recruiting 1 Fellow

The Business Development Fellow will support and drive Azurity'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 Azurity. This includes assisting with:

- **Corporate / Portfolio Strategy:** Competitive analysis and primary and secondary market research to define commercial opportunities for Azurity 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 Azurity'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 Azurity 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.



Azurity Medical Affairs

OBJECTIVE: To further develop each product's scientific platform through new discovery and scientific exchange

Advance the Scientific Platform!

Azurity Medical Affairs

Not Recruiting

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
Chief Medical Officer

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.

1-Year Medical Affairs Fellowship 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 Azurity 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.

Fellow Perspectives – Meet Our Current and Past Fellows

“The one-year BD Fellowship at Azurity Pharmaceuticals provides a robust learning environment for a PharmD to leverage their business acumen and clinical skills to have a positive effect on the company’s bottom-line. I have been exposed to all areas within the pharmaceutical industry and work within cross-functional teams.”

Melanie Hendricks, PharmD, MBA | ‘22-’23 Business Development Fellow



“The Azurity Medical Affairs Fellowship experience yields a broad overview of key functions within pharmaceutical industry. The fellow develops a thorough understanding of medical information, medical review, pharmacovigilance, and drug development through direct involvement in a matrix of cross functional teams. Under the mentorship of the Medical Affairs team, the fellow participates in scientific communications, attend conferences, and partakes in medical evidence planning. The fellow contributes meaningfully, engaging in discussions relating to internal review and risk mitigation while applying clinical knowledge for product development of a robust pipeline of therapeutics. This fellowship builds foundational capabilities and expands expertise for professional development and a successful career as a valued medical expert in pharmaceutical industry.”

Mandeep Rajpal, PharmD | ‘22-’23 Medical Affairs Fellow

“The Azurity Medical Affairs Fellowship program gave me the opportunity to develop my interests in Medical Affairs and gain exposure to a broad range of therapeutic areas. Here I have the flexibility to customize my 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 within Medical Affairs.”

Alisa Nguyen, PharmD | ‘21-’22 Medical Affairs Fellow



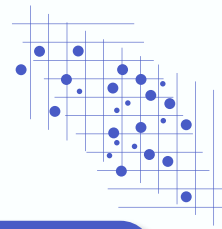
“The one-year BD Fellowship at Azurity Pharmaceuticals offers the perfect environment for a PharmD to become fully immersed in all elements of the pharmaceutical industry. I believe the inclusive culture at Azurity allowed me to work on a wide array of initiatives to develop a unique skill set that merges 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

Qualifications and Eligibility



1-Year Business Development Fellowship – *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
- Driven entrepreneurial mindset
- Strong quantitative analytical skills
- Skilled with Microsoft Excel and PowerPoint
- One year of post-graduate work experience is a plus
- Master of Business Administration degree is a plus

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 Submission Requirements

Currently Recruiting 1 Business Development Fellow

Information

- Azurity and Mercer will participate in PPS at ASHP Midyear
- Your participation in PPS is not required to apply to the Fellowship Program
- Applications are considered on a rolling basis – APPLY NOW
- Application Deadline:
**December 3rd, 2022
by 11:59 PM EST**

Required Application Materials

Submit your:

1. Curriculum Vitae
2. Letter of Intent (LOI)
3. Unofficial Doctor of Pharmacy Transcript
4. Two Letters of Recommendation (LOR) (may be submitted after the initial interview or upon request)

Applications MUST BE SUBMITTED here:

- **Online Application Form:**
<https://forms.gle/iVzefBzTjsjsuJf7>

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 here:
<https://pharmacy.mercer.edu/academic-programs/pharma-industry-fellowships/>

Application Timeline

In Person & Virtual Interviews for the 2023 – 2024 Application Cycle



We Look Forward to Meeting You!



Apply Now



2023 – 2024 Azurity Pharmaceuticals Fellowship Program

In partnership with:

MERCER
UNIVERSITY
COLLEGE OF PHARMACY

Serving Overlooked Patients