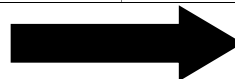


Professional Talent Profiles

Industry(ies)	Years of Experience	Skills	Therapeutic Area(s)	Functional Area(s)	WIT Member ID
Pharma	25+	Reimbursement, Healthcare Policy, Market Access	Medicare, Medicaid, Managed Care	Managed Markets, Marketing	1638
Pharma	28	Marketing, Strategic Planning, Marketing Communications, Launch planning/execution, Consumer & Multi-channel Marketing	Respiratory, Cardiovascular, Specialty (HIV, vaccines)		1157
Pharma	20	Commercial Operations, Project Management, Technology Solutions, Team Building	Oncology, Neurology, Pulmonary		1760
Pharma	20	Lobbying, Public Policy Analysis, Advocacy, Relationship Management, Government affairs	Vaccines, Health Policy, Consumer, Chronic Disease	Government Affairs, Advocacy, Public Policy, Alliance Management	1759
Pharma	20	Commercialization, Product launch, Life Cycle planning, Market Development- prelaunch, Key Opinion Leader Management	Metabolic, Dermatology, Analgesic, Pain, Auto-Immune	Marketing	1470
Pharma	17	Process Improvement, Employee Relations, Policy & Process Design, Issue Management, Change Management		Human Resources, Sales & Operations	1414
Pharma	15	Account Management, Project Management, Business Development, Strategic Planning	Gastroenterology, Respiratory, Rheumatology		1651
Pharma	15	Client Service, Project Management, Program Execution, Digital Solutions, Business Development	Experience In Many Therapies	Multi-Channel Marketing, HCP Marketing, Consumer Marketing, CRM Marketing	1893
Pharma	7	Infectious Diseases, Vaccine Development, Early stage product discovery, Pre-clinical product evaluation, Project Management	Vaccine, Infectious Diseases	Discovery, Product Development, Clinical Development	1295
Pharma, Biotech	28	Leadership & Team Building, Program implementation, Real world research, Market Research, Training	Oncology, CNS	Global Marketing & Communications, Commercial Strategy, Strategic Planning, Business Development, Corporate Development	1139
Pharma, Biotech	25	Strategy Development, Commercial Operations, Marketing, Sales Effectiveness, Large Organization Management, Product Launches	Vaccines, Oncology, Biosimilars, Primary Care Brands, Specialty Care Brands, Hospital, Institutional Brands	Commercial Excellence, Brand Marketing, Customer Marketing, Market Access, Commercial Operations	1594
Pharma, Biotech	20	Developing & Leading High-Performing Teams, Strategic & Operational Planning & Execution, Project Management, Six Sigma Black Belt Certified	Cardiovascular, Immunology, Oncology, Virology, Orphan Drugs	Commercial Excellence, Brand Marketing, Customer Marketing, Market Access, Commercial Operations	1775
Pharma, Biotech	20	KOL Engagement, Medical Education, Healthcare Compliance	Rare Diseases, Immunology, Cardiovascular, Pediatric Nutrition	Marketing, Compliance, KOL Engagement, Professional Relations	1384

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Professional Talent Profiles

Industry(ies)	Years of Experience	Skills	Therapeutic Area(s)	Functional Area(s)	WIT Member ID
Pharma, Biotech, Consulting	20	Project Management Consulting: Life Sciences, Regulatory, Marketing & Launch, Medical Education, Clinical Operations	Immunology, Biosimilars, Infectious Diseases, CNS/ Pain Management, Medication Adherence, Health Literacy	Marketing Communications, Clinical Operations, Medical Science, Business Development, KOL Engagement	1880
Pharma, Biotech, Non-Profit Healthcare	20	Clinical Supply Chain Planning, Project Management, Process optimization, Strategy Development	All therapeutic areas	Clinical Supplies, Research & Development	1380
BioPharma, Device, CRO, Healthcare/Clinical	20	Consultative Sales, Account Management, Project & Budget Management, Global Clinical Trials Management, New Segment, Channel Penetration, Market Share Growth	Endocrinology, Oncology, CNS, Cardiology, Medication Adherence	Business Development-, Sales, Management, Global Clinical Trials Management, Data Analytics-EMR-- SAAS Software Sales	1597
Biotech, Medical Devices	22	General Management, Logistic & Supply Chain Management, Sales Management, Contracts	Diagnostic Kits	Operations, Sales, Contracts	1782
Government, Pharma, Healthcare	10	Program Implementation, IT & Business Collaboration, Service Engagement Solutions, User Experience Management & Research, Strategy & Planning		Marketing & Communications, Account Management, Customer Relationship Management, Change Management	1289
Healthcare/Consulting, Healthcare/Physician Practices	25	Transformational Population Health Redesign Initiatives, Design of Physician Compensation & Incentives, Comprehensive Physician Practice Operational Redesign & Management, Project Management	Primary Care	Clinical Operations & Management, Management Consulting, Managed Care, Accountable Care Solutions	1847
Life Sciences	25	Client relationship management, Strategic thinking, Leadership, Brand management, Revenue growth	Mental Health, Diabetes, Cardiovascular, Neuro, GI	Sales, Marketing, Business Development, Program Management, Executive Management	1387
Medical Devices, Pharma, Healthcare	18	Corporate communications management, Reputation management, public relations advocacy, Marketing communications management, Event & meeting management	Critical Care, Oncology, Nephrology, Renal, Neuroradiology, Respiratory	Strategic Communications, Corporate Communications, Marketing, Training & Development, Sales	1262
Pharma, Biotech, Life Sciences, Healthcare/ Clinical, Consulting	15	Strengthen Client Relations Resulting in Increased Revenue Opportunities, Business Development, Account Management, Strategic Solutions Provider, Consulting	Cardiovascular	Business Development, Account Management, Marketing, Specialty Sales, Account Management	1749
Pharma, Medical Devices	18	Strategic Planning, Program, Project Management, Change Management, Process Optimization, Business Transformation, Cost & Budget Management		Information Technology	1253
Career Coaching	5	Resumes, Job Search Strategy, Mock Interviewing, Career Assessments, Situational Coaching			1058
Professional Association	10	Marketing strategy, Content marketing, Marketing research, Data analysis	Oncology	Marketing & Communications	1309

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