
DRIVING DELIVERY OF THE PHARMACEUTICAL R&D PORTFOLIO

Physician Scientist Leader offering **14 years of expertise in driving clinical research and development (R&D) programs, pre-launch, and commercialization** for global pharmaceutical industry giants. Steer scientific execution of global clinical studies for treatment of neurodegenerative conditions and immunotherapy. Savvy in translating findings into clinical development opportunities and advising on future design of studies.

SYNERGIZING EFFORTS FOR DRUGS THAT RESTORE PATIENT VITALITY

- Forge robust networks of renowned thought leaders and investigators as the medium for symbiotic stakeholder and collaborator endeavors.
- Spearhead clinical development strategy, clinical trial and study design, and quality therapeutic programs.
- Drive marketing and communications strategies that captivate and inform key opinion leaders, generating buzz.

KEY PROFICIENCIES: Medical Affairs, Study Protocols, Regulatory Affairs, Quality Improvement, Presentations

SPECIALTIES: Neurology, Central Nervous System (CNS) Disorders, Immunology, Geriatrics

CLINICAL RESEARCH & MEDICAL AFFAIRS EXPERTISE

Medical Director | Medical Affairs • Eisai Inc. • 2012 – 2019

Defined scientific strategies to fuel development, awareness, and education around ongoing and future products. Managed a team of five medical science liaisons (MSLs). As a medical lead expert, advised cross-functional teams on medical and technical insights through all phases of product lifecycle. Planned and optimized U.S. continuing medical education (CME) and professional development (non-CME) program strategies and implementation.

- **Key role in launching and optimizing Baxter-sponsored phase IV studies in the U.S.** by establishing clinical trial synopses and protocols and advising investigators on investigator-initiated studies as primary liaison.
- **Maximized awareness of immunology studies**, partnering with U.S. medical advisory boards and scientific focus groups to formulate communication and publication strategy.
- **Advanced scientific understanding and discovery of key clinical gaps in immunology** by building expansive network of medical leaders and investigators.
- **Strengthened medical science liaisons' expertise in dementia 50%** by shaping and leading training for all MSLs through an educational clinical series, including key opinion leaders and medical academic experts.

Medical Director | Medical Affairs • Baxter International • 2010 – 2012

Served as medical lead for pre-launch activities and communications for perampanel antiepileptic drug in partnership with scientific leaders. Coached and led two medical directors. Oversaw presentations and distribution of clinical data to key opinion leaders (KOLs), advisory boards, and formulary and advocacy groups. Guided manuscript and abstract preparation.

- **Pivotal role in launching Aricept 23mg as Medical Lead**, training the sales team, planning marketing, and heading regulatory activities.
 - **Attracted scientific interest and built commercial value** by spearheading manuscript planning as co-chair of medical sub-team and publication sub-team committees.
 - **Instrumental in ensuring compelling, suitable, and accurate promotional materials**, furnishing input on medical aspects in review committee in tandem with legal and regulatory colleagues.
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Jim Perez, MD, MBA • Senior Director, Clinical Research

Medical Director, Clinical Development • Janssen Alzheimer Immunotherapy (JAI) R&D • 2006 – 2010

Directed Alzheimer's research for global phase II and phase III Bapineuzumab clinical trial for passive-immunization-Beta Amyloid immunotherapy. Oversaw two medical directors serving as medical monitors on global Phase III trials. Shaped targeted clinical protocols and contributed expertise for presentations to clinical advisory and data safety monitoring boards.

- **Triggered 50% increase in clinical trial enrollment**, stimulating investigator interest, by partnering with steering committees to strategize and launch a sequence of investigator meetings and a web series.
- **Intensified investigator awareness and documentation of adverse events and serious adverse events (SAE)** in clinical trials by teaming with a neuroradiologist to design an educational pamphlet for investigators.

Medical Director • Pfizer, Inc. • 2005 – 2006

Commandeered global phase III trial, steering committee, and U.S. and global marketing and regulatory support. Trial evaluated impact of adding atorvastatin to donepezil (LEADe) in treating Alzheimer's.

- **Contributed to devise a strategic medical risk management plan**, participating in Protocol Review and Monitoring Committee to discuss and address medical risk-benefit issues.

Director, Clinical Research • Scios, Inc. • 2005 – 2006

Spearheaded global phase IIb trial, including 200+ sites across 11 countries and provided medical monitoring support.

CLINICAL PRACTICE & TEACHING

Assistant Professor, Geriatrics & Palliative Medicine and Neurology • Mount Sinai Hospital, New York, NY 2017 – Present

- **Data and Safety Monitoring Board member** for Parkinson's drug under development.
- **Boosted pneumonia vaccination rate 25%** by guiding geriatric fellows in strategy to remove patient barriers.
- **Cut hospitalization rate** of patients with dementia-related conditions by launching dementia consulting team.

Physician | Instructor, Geriatrics & Dementia • Massachusetts General Hospital, Boston, MA 2016 –2017

- **Pioneered development of Dementia Consulting Service** for hospital's primary care physicians.

Physician • UCSF San Francisco General Hospital; Kaiser Permanente Medical Center, San Francisco, CA 2000 – 2005

BOARD CERTIFICATIONS & EDUCATION

Board Certification in Geriatrics and Family Medicine

Doctor of Medicine (MD) • Universidad Central del Caribe School of Medicine, Puerto Rico

Master of Business Administration (MBA) • Golden Gate University, San Francisco, CA

PROFESSIONAL ASSOCIATIONS

American Geriatrics Society | American Academy of Neurology | American Academy of Family Physicians

Alzheimer's Association | American Academy of Family Medicine

American Board of Family Medicine | National Hispanic Medical Association

KEY DRUG CONTRIBUTIONS



Perampanel	•Medical Lead for pre-launch.
Aricept 23mg	•Positioned for launch success.
Bapineuzumab	•Led global phase II and III trials.
Lipitor	•Directed global phase III trial.

Jim is a client who wants to leverage his experience in drug clinical trials, advisory expertise as a medical affairs leader, and background in clinical practice as a physician to move to a similar position focused on research for drug discovery and building awareness and support for new drugs.

The branding title, “Senior Director, Clinical Research,” along with the branding tagline, “Driving Delivery of the Pharmaceutical R&D Portfolio,” tells the reader up front who he is and what he does. The summary paragraph that follows provides an overview of the expanse of his experience (14 years), breadth of his expertise (R&D programs, pre-launch, and commercialization) specialty medical areas, the caliber/size of pharma companies where he has worked (global pharmaceutical industry giants), and what he does with the results (translating findings into clinical development opportunities and advising on future design of studies).

The box below the profile summary begins with an additional branding statement that demonstrates how he contributes to the patient world through his work (Synergizing Efforts for Drugs that Restore Patient Vitality) and contains supporting bullet points that illustrate how he does it. The box concludes with a list of his key skills and medical specialties.

Because Jim needs to demonstrate both his clinical research skills and his background in clinical practice and teaching, I created two separate experience sections, leading with the more relevant clinical research and medical advisory roles. The roles contain a summary of his duties, followed by bullet points that demonstrate his effectiveness in the key areas mentioned in the box – building networks, planning and leading clinical trials, and driving awareness of new drugs, as well as any added value, such as growing internal teams.

The graphic illustration at the top of page two brings together into a chart some of the specific drugs for which Jim played a major role over the course of his career.

The second experience section provides a brief overview of his teaching and clinical practice experience, punctuated by a few key achievements.

The resume concludes with a listing of Jim’s board certifications, education, and professional associations.