**Chronological summary of career in Pharma**

I am listing out my career, but also trying to include experiences and ides of themes that may be able to be woven into an interesting talk????

One theme out of the “clump” of positions below is: **take advantage of being geographically mobile** –

* Lived in San Diego and got my first Sales Rep position in San Francisco (Searle)
  + Worked on MBA at SFSU
* Was selected by my District Sales Manager to go to DSM Assessment and subsequently selected to be promoted
* Moved to Chicago and became a National Sales Trainer
* Got promoted into Marketing **(worked on Celebrex which was a collaboration with Pfizer)**
  + Completed MBA at DePaul
* Made a Company change for a promotion in Marketing to San Diego (Women First Healthcare) – **(worked on several products that were collaborations with Ortho McNeil and with Feirring)**
* Made a Company change in Marketing (Novartis) – this was actually a title reduction, but pay increase, working on Zelnorm (which was high profile and meant to be a blockbuster) **(this was originally a partnership with BMS)**
* Considered doing an I.a. in Basel, but that opportunity fell through as the drug that I was working on didn’t get approved –

Point below – **lessons learned the hard way** (or something like that)

* In the Marketing position that I took at Novartis, I later regretted having taking the demotion in title to come to Novartis. I felt like I had been talked into it by the hiring manager, though I ended up doing the work of the level above me, and it took me a couple of years to get back to the level that I had been at previous to joining Novartis
* Additionally, I ended up having “personality” conflict issues with that hiring boss. Another male team member said he thought that the guy didn’t like me because I was taller than he was (this was sarcastic, but it kind of demonstrated that from other people’s perspective, I didn’t do anything to be treated that way). I ended up complaining to HR about some of his behavior within our team, and I regretted doing that. This guy was an “up and comer” who was buddy/buddy with the Chief Marketing Officer. My learning was that in hindsight, I would not have gone to HR; it kind of came back to bite me – he also was involved in blocking me from being able to go to Basel
* Subsequently, he got promoted and hired someone to fill his position; this person seemed to hold a grudge against me from the beginning; at my end of year review, he “dinged” me for something that was very minor that happened right when he started – I am certain that this came from the first guy giving the second guy a negative impression of me
* The following manager in that group that was hired was someone that I knew from my previous job at Searle. He actually recommended that I leave Novartis, because somehow my name had been “tarnished” with influential people and he thought this this would have a negative impact on my career (and it probably did for a time)
* Instead of leaving the company, I opted to get out of that group,
* Got a promotion in Marketing /Commercial from Associate Director to Director in New Products **(worked on collaboration with Sankyo and Sam Amer)**

Lateral move – but broadened my functional knowledge as well as my network within Novartis

* I was identified while in the above role as someone who had good skill sets for a different roll in another department – Project Leader in Development
* I started as a Project Leader in Ophthalmology – loved the job, but really could not stand the leader of the group **(worked on collaborations with Otsuka and Senju)**

**Another lesson learned**

* I was in a training session and said that I didn’t like my boss, it ended up that his wife was in the training – that got back to him, and made working with him more difficult than it already was. Up to that point, although I didn’t care for him, he still liked me – subsequently, it make the relationship more difficult to manage! Now, I really make an effort not to talk about other people especially those that I work with and/or report to!

**Stuck it out with that boss until there was a re-org (this was 2008 Step Up)**

* I was selected immediately by a GPH in Resp to work at GPTD for him, but then the Franchise decided to have me work on TOBI/TIP as it was further in Development and no GPH was assigned (at that time “brands” only had Brand Directors, not GPHs)
* Picked up more responsibility helping on Xolair because it was doing several more submissions and that GPTD had too much on his plate
* The Xolair GPTD left to go to Sandoz and they asked me to take over Xolair as I had already established relationships with **Genentech**
* Got promoted to Executive GPTD, submitted and launch new indication
* Secured a new position at Executive GPTD working on FCRx **(partnership with Regenerex)** to some extent based on my experience with collaborations in the past. This project ended up moving to newly formed Cell and Gene Therarpy Unit and I also because responsible for HSC835.

Some themes that I think can be woven into the later stages of my career – making sure to have a good network and work the network.

This helped me to get myself new positions when I was in situations that were not very positive.

Also, the points about making sure that you really master your position when you are new at a position, before you spread yourself too thin working on special projects or volunteering.

Once you have really mastered a role and have the time capacity, network effectively, so that you get benefit out of what you do.

1. Meet people that you wouldn’t have otherwise met - e.g. volunteer for Executive Women’s Outreach subcommittee of the HBA – at that time, my title wasn’t high enough to be a member, so I volunteered for the group, so I still had the opportunity to interact with the speakers, panel members etc, who were senior executives in the industry
2. Learn skills that are different from those that you learn in your day to day job – e.g. I was already working in Development, but volunteered for the Marketing subcommittee of HBA, to kind of keep myself in the Marketing loop, keep up with new trends in social medial, etc
3. Volunteer on several Novartis ERGs – again allowing for interaction with people that I didn’t meet through my regular job
4. Have and maintain an updated presence on Linked In – keep in touch with people, congratulate them on anniversaries or job changes, etc.