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| **Charles Agius, PhD, MBA**2849 Tansey LnChester Springs, PA 19425-3902(203) 482-0082[c.agius@verizon.net](mailto:c.agius@verizon.net) | | | |
| objective | | | |
|  | To join a pharmaceutical/biotechnology company in the Mid-Atlantic/North East area as a Medical Science Liaison | | |
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| professional highlights | | | |
|  | * 13 years experience as a Medical Science Liaison * 4 years experience building and managing Medical Science Liaison teams * Therapeutic area experience includes Infectious Diseases (antimicrobial and antiviral, inc. HCV), Hematology (inc. coagulation), Endocrinology (3 yrs Diabetes), GI, CNS, Cardiovascular, Oncology |  | |
| education | | | |
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| *SUNY Downstate Medical Center, Brooklyn, NY* - **PhD, Pharmacology** | 1984 | |
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| *Rider University,* *Lawrenceville, NJ* – **MBA** | 1997 | |
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| Long Island University, Brooklyn, NY - B.S., Biology - summa cum laude | 1974 |
| MSL Experience | | |
|  | *ViroPharma*, *Inc., Exton, PA* **2007-2009**  **Director, Medical Sciences**   * Direct and manage job performance and administrative functions (e.g., expense reports, business plans, budget) of the field-based Regional Medical Scientist (RMS) team (currently 10 RMSs) supporting Cinryze™ and Vancocin® * Provide guidance, motivation, and training by coaching RMSs in the field and conducting regularly scheduled RMS meetings * Develop and implement RMS team strategic and tactical plans * Coordinate, edit, and distribute RMS field activity and medical conference reports * Participate in appropriate Medical Affairs and Clinical Operations teams relevant to RMS activities   *ViroPharma*, *Inc.,* *Exton, PA* **2005-2007**  Regional Medical Scientist - Infectious Diseases   * Provide appropriate scientific and clinical information (one-on-one discussions and group presentations) to Key Opinion Leaders (KOLs) and other healthcare providers regarding *ViroPharma’s* marketed products and pipeline compounds * Represent the Company at medical conferences to provide medical education and obtain business intelligence * Identify clinical trial sites for pipeline compounds   *Ventiv Commercial Services*, *Somerset, NJ* **2005**  **Medical Science Liaison** (contract with BMS supporting Tequin)   * Work in key accounts to identify and develop KOLs * Provide scientific/medical information on Tequin when requested * Present clinical data to healthcare professionals as required   *Progenics Pharmaceuticals, Inc., Tarrytown, NY* **2002-2005**  **Medical Science Liaison**  For methylnaltrexone, a peripheral opioid receptor antagonist in development for opioid-induced bowel dysfunction, my responsibilities were to:   * Develop relationships with national key opinion leaders (KOLs) and enlist as investigators/advisors to facilitate the development of methylnaltrexone * Attend professional meetings to raise awareness of Progenics Pharmaceuticals, present data, and obtain scientific and competitive intelligence * Interface with clinical trial sites to facilitate patient enrollment * Identify appropriate sites for phase 2-3 clinical trials   *Novo Nordisk Pharmaceuticals, Inc.,* *Princeton, NJ* **2000-2002**  **Senior Manager, Medical Liaisons** (NovoSeven)   * Direct and manage ML job performance and administrative functions (e.g., expense reports, business plans, itineraries, budgets) of up to 11 people * Develop and implement strategic plan to direct Medical Liaison (ML) activity based on feedback from medical, new product development, and product management groups * Motivate MLs by soliciting input into strategic and tactical plans at regularly scheduled meetings. Direct the group’s activities at these meetings by updating the MLs on key company developments and strategic objectives * Coordinate ML representation at key national and regional scientific meetings * Develop relationships with national key opinion leaders (KOLs) to enlist as advisors and to maximize appropriate utilization of Novo Nordisk products * Develop and effectively deliver advanced scientific and technical presentations consistent with Novo Nordisk promotional strategies/objectives * Act as a resource for internal and external customers through dissemination of technical information * Establish and maintain working relationships with appropriate marketing and medical divisions within Novo Nordisk (e.g., new product development, product management, product information, clinical research monitoring groups)   *SmithKline Beecham (SB) Pharmaceuticals,* *Philadelphia, PA* **1990-1996, 1999-2000**  **Senior Regional Medical Associate** (promoted to senior status July 1992)  As a direct report to the Regional Vice President, provide technical support on the company’s products to regional sales force, staff, management, and SB’s customers   1. Serve as a medical liaison between SB and influential/key healthcare providers 2. Design, develop, and implement technical presentations on SB’s products for medical professionals and regional personnel – approximately 5 yrs CNS experience with Paxil, Risperdal, and Requip 3. Cultivate and maintain relationships with regional Key Opinion Leaders 4. Coordinate symposia and educational seminars for healthcare providers 5. Manage and provide scientific information to regional SB personnel by reviewing technical literature and attending scientific meetings 6. Act as a liaison between the regional sales force and corporate medical affairs 7. Train sales personnel on technical aspects of new products  |  | | --- | | other professional Experience |   *SmithKline Beecham Pharmaceuticals, Philadelphia, PA* **1996-1998**  **Associate Product Manager**, *Hycamtin*™   1. Coordinated unsolicited post marketing clinical trials program and aligned placement of these studies with strategic need 2. Managed review of study concepts between Clinical R&D and Marketing 3. Supervised field technical personnel activities related to clinical trials program 4. Managed publications and other marketing tactics derived from clinical studies to achieve marketing objectives 5. Identified and developed product advocates through unsolicited clinical trials program and other scientific channels 6. Enhanced product/corporate image through scientific interaction with key accounts and customers 7. Developed strategic and tactical marketing plans 8. Interacted with Sales Training to maintain scientific proficiency of Oncology Medical Associates and Oncology Account Managers   *Ortho Diagnostic Systems Inc.* *(A J&J Company), Raritan, NJ*  **1988-1990**  **Senior Scientist**   1. Responsible for development of new generation and confirmatory hepatitis C assays 2. Coordinated research between Ortho and outside scientists 3. Troubleshooting consultant on first generation hepatitis C test 4. Provided R&D input to Marketing and trained sales reps. on technical issues 5. Supervised work of Assoc. Scientist 6. Instrumental in development of first immunoassay detecting hepatitis C antibodies 7. Optimized assay solid phase and directed scale up to production level 8. Prepared and presented lectures and posters on hepatitis C to healthcare professionals in the USA and Europe   *Carter-Wallace, Inc., Cranbury, NJ*  **1984-1987**  **Research Scientist**   1. Conducted research and coordinated development of diagnostic immunoassays for hCG, AFP, LH, and mononucleosis 2. Developed conventional and HPLC monoclonal antibody purification procedures 3. Developed stable antibody-enzyme/dye conjugates, solid phases, and substrate systems 4. Identified and incorporated new technologies into diagnostic tests 5. Supervised integration of OEM products for sale by Carter-Wallace   *Academic Press*, *San Diego, CA, and Orlando, FL*  **1976-1978**  **Production/Project Editor**   1. Coordinated all aspects of book production (scientific treatises and textbooks) from manuscript to bound book, and edited technical material   *American Institute of Physics*, *New York, NY* **1974-1976**  **Copy/Production Editor**   1. Controlled all aspects of production of *Review of Scientific Instruments*, a monthly journal and edited technical manuscripts | |
| Publications | | |
|  | *ARTICLES*  1. Charles Agius and Anthony S. Gidari, Effect of streptozotocin on the glutathione *S*-transferases of mouse liver cytosol. *Biochemical Pharmacology* **34** (6): 811-819, 1985.  2. Charles Agius and Anthony S. Gidari, Identification of a glucocorticoid receptor in the human leukemia cell line K562. *The Journal of Laboratory and Clinical Medicine* **100** (2): pp. 178-185, 1982.  *ABSTRACTS*  1. C. Agius *et al*., The effect of interfering substances on specificity and sensitivity of Ortho HCV ELISA Test System. *Second International Symposium on HCV*, Los Angeles, CA, November 8-9, 1990, p. 60.  2. B. Francis, C. Agius *et al*., Detection of antibody to hepatitis C virus in seroconverters by ELISA screening and supplemental testing. *Second International Symposium on HCV*, Los Angeles, CA, November 8-9, 1990, p. 102.  3. C.L. Mendenhall, L. Seeff, A.M. Diehl, M. Nelles, C. Agius *et al*., Hepatitis B and C serologic markers: Relationship to alcoholic hepatitis and cirrhosis. *International Symposium on Viral Hepatitis and Liver Disease*, Houston, TX, Apr 4-8, 1990, p. 144.  4. C. Agius *et al*., Ortho HCV Antibody ELISA Test System for the detection of antibodies to hepatitis C (non-A, non-B hepatitis) virus: USA clinical trials data. *First International Symposium on Hepatitis C Virus*, Rome, Italy, September 1989. | |