**Drew Gary Arvary**

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**BUSINESS DEVELOPMENT EXECUTIVE**

***Business Development Executive*** *with ten years expertise in creative development and selling promotional marketing initiatives to pharmaceutical brand teams.*

**PROFESSIONAL EXPERIENCE**

­­**Vice President Business Development – Pharmaceutical**  2007-2009

Remedica Medical Education and Publishing

London, UK

My primary responsibilities included the creative development and sales of communication opportunities such a training platforms, quarterly review journals, pocket guides, mechanism of action animation, exhibit booths, games and animation, web site through content development, and e-Newsletters. Moreover, independently conducted market research, developed lexicon initiatives and corporate intelligence briefs. Duties also included generating new business opportunities through virtual advisory boards, consensus medical science liaison representative tools using live key opinion leader interaction and real-time virtual speaker training. Relationships have been well established amongst clients listed below.

­Total sales: $7.1m

* ­**Abbott-** Gastroenterology, rheumatology, dermatology, and their pain franchise
* **Amgen-** HIV, pre launch Osteo, Orthopedics, fungal
* **Cephalon-** Fibromyalgia
* **Cyberonics-** All global early phase oncology products, contractor status
* **Eisai Osteo-** All new product oncology, contractor status
* **GELunar-** Gastroenterology
* **Genzyme-** Short stature
* **Ipsen-**All 3 of their recently acquired oncology compounds and those up to phase III, one late phase III colorectal cancer compound
* **Merck West Point and Whitehouse-**Sleep and pain
* **Monogram-** Bio Pain
* **Novartis-** Epilepsy and depression
* **Pfizer-**Genetic disease
* **QRxPharma-** Genetic disease
* **ResMed-**Devices
* **Respironics-** Fungal, dementia, epilepsy, and blood
* **Sanofi-aventis-** Sleep and devices
* **Shire-** Sleep and devices
* **Shire Genetics-**Bone health and devices
* **The Medicines Company**- Cardiology

**Vice President – New Business Development- Pharmaceutical** 2004-2005

Cardinal Health

­Dublin, OH and Swedesboro, NJ

­*(Fortune 18 Company)*

Recruited by Cardinal Health to sell their branded Continuing Medical Education symposia and enduring materials (average price $600,000) to medical affair teams. In addition, independently sold to product brand teams when permitted. Independently gained clients' support for advisory boards, speaker trainings, e-Newsletters, dinner meetings (blocks of 50), round tables, promotional publication journals and pocket guides. Responsible for the development and sale of large consensus meetings where key opinion would update or in some cases create a treatment algorithm, findings were published; independent education provider status.

­Total sales: $5.2m

* ­**Abbott**- Rheumatology and gastroenterology
* **Amgen-** Hematology, oncology, nephrology, and rheumatology teams
* **Eisai-** Epilepsy and dementia
* **GELunar-** Bone health
* **Kyphon-** Fracture management
* **Merck-** Osteoporosis, HIV, vaccines, orthopedics
* **Roche-** HCV, HBV, Co-Infection, HIV, respiratory, transplant, and bone health
* **St. Jude-** Cardiology
* **The Medicines Company-** Cardiology
* **Wyeth-** Gastrology and vaccines

­**Vice President – New Business Development**  2002-2004

Jobson Publishing

­Denver, CO

During my first year as vice president of business development, I transitioned and secured business from many previous clients. Strategic selling approaches were implemented for the development of advisory boards, speakers' training, idea-generating round tables, and cutting-edge e-Newsletters. Foundation established for the selling of in-house specialty representative training for medical science, regional medical, and clinical science liaisons.

­Total sales: $3.8m

* ­**Astra Zeneca-** Gastroenterology and cardiology
* **Eisai-** Pain
* **Gilead**- ID
* **King-** Pain
* **Ortho-** Migraine and epilepsy
* **Roche-** HCV and HIV
* **Schering-** ID
* **Shire-** ADHD
* **UCB-** Epilepsy and ADHD
* **Wyeth-** Gastroenterology, psychiatry, and rheumatology

­**Senior Vice President, Sales** 1999-2002

Science Press Inc.

­London, UK

As vice president of business development, two paramount achievements were executed: 1) the complete start-up a U.S. sales office (including staffing) and, 2) securing a $3.5million dollar annual quota by selling promotional publications to pharmaceutical brand teams. Generated immediate capitalization on U.S. clients for exponential expansion. Closing of $7m was achieved by 2001 through the sales of journals, pocket guides, e-Newsletters, intricate research web programs, animation exhibits, publication platforms, and representative training initiatives.

­Total sales: $13.5m

* ­**Alza-** Urinary incontinence
* **Amgen-** Oncology, nephrology, and rheumatology
* **AZ-** Cardiology, gastroenterology, and contractor status
* **Eisai-** Epilepsy
* **GELunar-** Bone health
* **Gilead- HBV**
* **Novartis-** Hypertension and cardiology
* **Pharmacia-** Oncology
* **Roche-** HCV, HIV
* **Shire-** ADHD
* **Wyeth-** Gastroenterology, psychiatry, and rheumatology

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**EDUCATION**

**Master of Business Administration** (Executive) **–** Anticipated graduation 2012

**­**Florida Atlantic University, Boca Raton, FL

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­**Bachelor of Arts Degree** (Communications) – **Honors Graduate**

­Farleigh Dickinson University, Teaneck, NJ

**Professional Accomplishments**

**Harvard Medical School- Cambridge, MA 1999-Present** 1999-Present

Consultant – Scientific Research Investigator, Grant Development (all sectors)

Pope, H. G. & Arvary, D. G. (2000). “Anabolic-androgenic steroids as a gateway to opioid dependence". *New England Journal of Medicine*, *342(20)*, p. 1532. Grant development, all sectors (private, corporate, government/National Institute of Health); $3m government grant awarded to continue investigating the epidemiological predominance of the relationship between anabolic steroids and opioid dependence; Laboratory patient recruitment for Center for Disease Control, National Institute of Health research program initiatives

**International Game Fish Association – Dania, FL** 2008

Florida State largemouth bass state record holder

**VH-1- New York, NY** 2003-2004

Executive Producer, Creator

­“*TX: 28 Days in Treatment”* First reality medical series inside treatment center. Budget: $1.8million.

**Discovery Channel – Silver Springs, MD**

Executive Producer, Creator

*“Treatment”* Six-part reality series focusing on the 'clinical' side of recovery. Series aired on Discovery Health Channel (2006).

Budget: $600,000

**Showtime Networks Inc. – Los Angeles, CA** 2005-2010

Director, Producer

­*“Sexually Dangerous”* A feature-length documentary. Currently being edited for 2010-2011 Sundance and Berlin Film Festivals. Budget: $900,000.