

**Keys to a Successful Career in Industry:
Establishing Yourself and Advancing within the
Company**

Christian H. Poehlein, MD
Senior Global Clinical Lead
Bayer Healthcare Oncology

SITC Annual Meeting
Sunday, November 09, 2014

Christian Poehlein, MD

The following relationships exist related to this presentation:

Bayer HCP Oncology, Employee

Possible Entry into the Industry

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- Start-up (Academia or VC)
- Small Biotech (< 100 Employees)
- Midsize Biotech (< 400 Employees)
- Fullsize Biotech (< 5000 Employees)
- Biopharma (>5000 - < 25000 Employees)
- Big Pharma (> 25000 Employees)

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Individual/Company Risk

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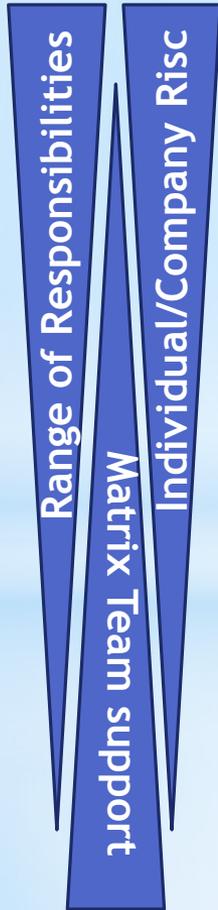
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Matrix Team support

Individual/Company Risk

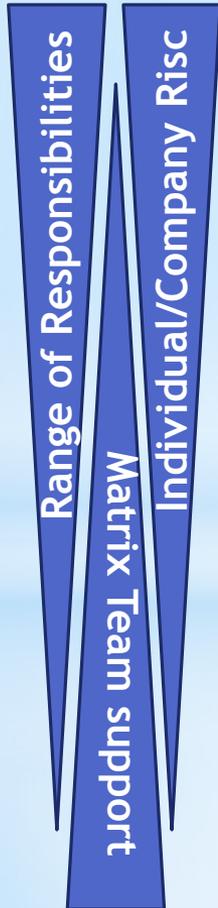
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Investment Firm, VC, Market Analysis, CRO, GA, Payers, CME Providers, Regulatory Agencies, Consulting Partners ...

Roles in Industry

Requirements:

- ✓ BS/MS - PharmD
- ✓ PhD, VMD
- ✓ MD

Roles in Industry

- **Discovery**
- **Pre-clinical POC**
- **Early Clinical Development**
- **Late Clinical Development**
- **Medical Affairs**
- **Publications**
- **Medical Writing**
- **Regulatory**
- **Safety (Pharmacovigilance)**
- **Project Management**

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- Biomarkers
 - Discovery ...
 - Assay Development ...
 - QC ...
- Data Management
- Biostatistics
- Manufacturing
- Supply - Logistics
- Surveillance Product Integrity
- HEOR

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Program Lead ...

A journey...

1990 - 2010

- Medical School of the Ludwig-Maximilians-Universität (LMU), Munich, Germany
- Doctoral Thesis, Institute for Surgical Research, Transplant Immunology, Xenotransplantation, University Clinic Großhadern, Munich, Germany
- Residency, Surgical Clinic and Policlinic, Technical University, Munich, Germany
- Postdoc Research Fellow, Lab of Molecular & Tumor Immunology, EACRI
- Senior Research Scientist, Faculty, Translational Tumor Immunotherapy, EACRI
- Certificate Human Investigations Program (HIP), Oregon Health & Science University

2010 - present

- Global Medical Director, Provenge (sipuleucel-T)
Clinical Development & Medical Affairs, Dendreon, Seattle, WA
- Global Medical Lead, Nivolumab (Anti-PD1) Melanoma and RCC
HQ Bristol-Myers Squibb Company, Princeton, NJ
- Senior Global Medical Lead, Head, Stivarga (regorafenib)
HQ Bayer HCP Oncology, Whippany, NJ
- Senior Global Clinical Leader, Xofigo (Ra223) LCM, Program Lead Multiple Myeloma
HQ Bayer ...

* Lessons and Take Home Messages

- Get a mentor as your first manager
- Teamwork is essential
- Be aware of your new environment
- Get a mentor, perhaps a coach
- Timelines and Quality are superior than quantity
- Flexibility for rapid change can not be an issue
- Did I mention to get a mentor...? Perhaps a coach

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- And don't forget:
 - At the end, curing a patient requires the understanding and utilization of the immune system
 - Ergo...
 - “Never give up, never surrender and never let anyone tell you to accept the status quo!” CHP 2014