

Project Management in Pharma Industry

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Where experience...is the difference.



My Background

- NIH Post-doc and Research Fellow
- Technology Transfer professional
- Clinical trial specialist
- Regulatory Affairs (FDA, EMEA, etc) Specialist
- Quality Assurance professional
- Business development professional

Google me!

Project Management Career

- High-demand for project managers
 - Widely accepted as a key element
 - Lack of trained professionals
- Diverse talents required
 - Scientific and technical
 - Legal and business
 - Human resources and Administrative
- Many options to prepare for transition

How did I do it?

Decide, Plan, Execute

- Its not for everyone, know your strengths
 - Risk in changing careers
 - Non-traditional training
 - Long-term commitment
- Plan, plan, and plan
 - Training pathways
 - Education, certifications, etc
 - Workshops, conferences, meetings
 - Internship, part-time jobs
 - Network

NIH, an Ideal Starting Place

- Running a lab teaches you the first steps
 - Time management
 - Cost Management
 - Human resources
 - Presentation
- Many Resources
 - Large and diverse talent pool
 - Many interest groups
 - Alumni

Core Areas to Develop Skills in

- **Wide knowledge base**
 - Need to wear multiple hats
 - Science and business are different mind-sets
 - Critical thinking
- **Ability to manage time and priorities**
- **Cost management**
 - Not just because of economic trends
 - Justifiable and unavoidable
- **Quality management**
 - Attention to Detail
 - Good documentation (records)

Additional Knowledge Areas

■ People skills

- Your PhD and NIH connections could be intimidating
- Respect opinion of others: listen
- Learn to present yourselves (dress, tone, body language)
- Conflict resolution

■ Communication skills

- Technical writing skills
- Speaking skills (e.g., Toastmasters)
- Presentation skills

■ Other skills

- Ethics, integrity, trustworthy
- Leadership and Resourcefulness

Training Pathways

- **Start by planning your work projects**
- **Identify field of interest**
 - Attend meetings and conferences
 - Read, Google
 - Match strengths to interest
- **Train yourselves**
 - Courses: short term and degrees
 - Projects and internships
 - Certification(s)
 - Find mentors
- **Network**
 - Meetings, Mixers and conferences: organize and participate
 - Mentors

Do's and Don'ts of Networking

- Not a blatant job search
- Network in the field of interest
 - Casting a wider net philosophy could be counterproductive
 - Resource management: you have limited time use it wisely
- Network both above and below your level
 - Help others while you help yourselves
 - Build your own networks

Networking is a two-way street

Everybody Needs a Mentor

Mentors are critical for professional development

- They are
 - Advisors
 - Partners
 - Role models
 - Links and connections
- But **Not**
 - Recruiters
 - Parents
 - Boss
 - Sole source of information

Mentoring is a two-way street

Qualities to look for in a Mentor

- Credible: Reputation and Experience
- Accessible
- Responsible
- Enthusiastic
- Feedback and critique
- Help in career goals
 - Introductions and references
- Increased network

Expectations from a Mentee

- Clear goals
- Take initiative
- Commitment to work
- Honest and open discussions
- Respect space
- Appreciate

Working in Industry Vs Academia

1. Different challenges
2. Different priorities
3. Different measures of success
4. Different rewards
5. Different long-term goals

Thank You!
&
All the Best!

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