

Rx&D INDUSTRIAL PHARMACY STUDENTSHIP PROGRAM

<u>Program Objective:</u>	To provide the student with exposure to various areas of operations within an ethical pharmaceutical company
<u>Program Location:</u>	Burlington, Ontario
<u>Program Duration:</u>	16 weeks
<u>Language/Computer Skills Required:</u>	English Microsoft Word, Excel, PowerPoint
<u>Preceptor:</u>	Stephanie Browne, B.Sc.Pharm., M.B.A.; licensed in Ontario
<u>Format:</u>	Department rotations

Human Resources - orientation

- An overview of the company, its corporate objectives, and its personnel policies

Operations

- Quality Assurance – sampling, physical testing, finished goods, components lines audits, label inspections
- Materials Management – inventory control
- Distribution

Medical

- Drug Development - field visit/clinical monitoring, clinical trial protocols
- Scientific Affairs – adverse drug reactions, product monograph reviews, new drug submissions

National Medicine

- Medical Services - medical information inquiries, literature searches
- Continuing Health Education – CHE needs assessment, meeting planning

Market Access

- Health Economics – budget impact analysis, submissions
- External Affairs - provincial formularies, third party payers

Business Intelligence and Development

- Market Research – primary research projects
- Business Analysis – forecasting
- Sales Analysis – call reporting

Marketing

- Product Management - marketing plans, direct mail, representative literature, patient education
- Business Services - production of promotional materials, agency and printer tours, PAAB

Sales

- Sales Services - key accounts, tenders, contracts, account management
- Sales Training - Phase I/II training courses, training manual
- Time in field with medical and/or hospital representatives

Student Exposure and Responsibility

1. The student will play an active role during this work term, participating in projects/ assignments within each department.
2. Meetings between the student and the Preceptor will be held at regular intervals to ensure that the Program requirements, and the student's expectations are being met.
3. The student will be required to prepare written reports on their experiences and impressions within each department to which they are assigned for submission to management.
4. Candidate attributes – highly motivated, strong communication skills, flexible & adaptable to wide range of tasks