

DR. JAIME A. ARVIZU, MD, MPH

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Successful **Senior Executive Pharmaceutical Physician with 20+ years** of comprehensive medical affairs experience leading medical affairs teams, developing medical structures and systems, and laying the foundation for patient-centered medical affairs operational excellence. Successful advancement of pharmaceutical career ladder, moving from Sales Representative on the commercial side, to US Country Medical Department Head, to Medical Affairs Vice President at Regional and Global levels. Assertive, goal achiever, organized, creative and self-directed individual with a natural flair for relating to health care professionals and related personnel. Accustomed to 'aiming high' and for whom 'issues' are new opportunities. A strong leader with a natural fit for challenging role at the **Vice President/Senior Vice President of Medical Affairs, global or regional, level**. Professional areas of acquired tenure and demonstrated leadership include:

- ❖ Demonstrated experience in pharmaceutical **Drug development, Clinical research**, medical affairs functions, **Medical Operations**, supportive areas; and establishing successful **Partnerships with cross functional teams** including **Health Outcomes, Patient access, Corporate Compliance**, and commercial partnerships to further therapy area goals.
- ❖ Solid experience developing and managing medical activities and functions supportive of Medical Strategies that will meet scientific needs, including **Medical Communications, Medical Information, MSL operations, KOL Engagement, Health Outcomes, Advisory boards, Product launches, Clinical Trial Plans, IIS grant management**, Performance Metrics, participation in key medical association congresses, company symposiums, **Promotional and CME Educational Activities** including live events and webinars for healthcare providers, **Patient's education and Disease management**.
- ❖ Passionate about **transforming standards of medical care**, leaving a legacy of patient best care, and positioning companies served as leaders in the scientific medical community.
- ❖ Expert at building teams, directing, equipping, and managing medical affairs operations, and driving leadership to become industry gold standard of medical affairs performance at country, regional, and global level. Committed to developing the next generation of medical affairs leaders. Demonstrated experience with **US and International Region including Australia, Canada, LATAM, China, India, Russia, Turkey, and APAC's** pharmaceutical and healthcare environment.
- ❖ **US experience operating under local company compliance play book and regulations** such as the Anti Kick Back (Fraud abuse), False claim act, FDA labeling and promotion, Federal and state laws on patient privacy, PHRMA code of ethics, standards for healthcare professional education accreditation and state disclosure laws (Sunshine act).
- ❖ **Clinical Trial experience phase I, II, III, IIIb and IV**, from Protocol Concept development to full Trial Implementation, including site selection, principal investigators meetings and study medical monitoring. Developed and managed multiple regional and country **Data generation plans**, including **IIS and Sponsored Studies** resulting in relevant Medical Publications and educational activities to scientifically gain clinical leadership.
- ❖ Expertise in several therapy areas of care, including **Gastroenterology, Infectious disease, Neurology, Rheumatology, Endocrinology, Pulmonology, Oncology, CNS, Hematology, and Rare diseases such as Hemophilia, and Primary Immunodeficiency**. See section on product portfolio management experience.
- ❖ Successfully developed GSK Puerto Rico Medical Department infrastructure from one to 14 team members including MSL, medical information, clinical monitors, and medical managers. Baxter Health Care Latin America's Bioscience Division expanded from one to 24 country team members and Baxalta Intercontinental Regional departments from 52 to 76 medical staff in multiple countries and regions including APAC, China, India, Russia and Turkey medical departments.

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- ❖ As a VP of region, experience managing up to 76 direct and indirect medical staff in addition to all medical operations support areas including management of multimillion-dollar **Department budget** (\$25M).
- ❖ Experience raising medical standards of care, including **rare diseases**, by establishing scientific leadership and building close relationships and partnerships with local medical societies and patient organizations.
- ❖ Recipient of three prestigious **corporate performance and business impact awards** in 2014 and 2015 - the Hemophilia Presidents Award, LATAM ELITE Business Impact Award, and the Bleed Free World Health Care Provider Educational Award.
- ❖ Attained **“Exceeding” annual performance rating** the last three out of five years in Baxalta.
- ❖ Accomplished team builder, team leader and team player offering extensive experience in the medical and pharmaceutical field using advanced expertise in clinical operations and issues management to expand levels of productivity. Strong experience **leading through Ambiguity**.
- ❖ Established track record for identifying complex problems; resourceful and inventive in developing and implementing creative solutions resulting in increased team efficiency and on standards of patient’s medical care. Clear examples of **Innovation approach**: Glaxo Research Awards, MDTV, ALAS Hemostasis, Puerto Rico Headache Foundation, Glaxo Managed Care Development program, Asthma and Smoking cessation disease management programs, LAHUP and CEMI.

PROFESSIONAL EXPERIENCE

HEAD OF MEDICAL AFFAIRS, INTERCONTINENTAL (ITC) REGION

Senior Medical Affairs Director (*), Deerfield, IL Baxalta US Inc.

2014- 2016

(*) Senior medical director is the highest Medical affairs role in Baxalta, as there was only one VP who is the global Med Aff. head. This Sr. Director role is equivalent to a VP role in the industry and has now been leveled up within Shire.

Key role objective was to accelerate emerging markets hemophilia growth and establish company medical leadership. Directed and managed medical affairs operation and strategic plans for 34 emerging market countries, including Australia, New Zealand, LATAM region, China, India, Russia, Turkey, China, and APAC region.

BIOSCIENCE REGIONAL MEDICAL DIRECTOR, Latin America, and Canada

Baxter Export Corporation, Miami, FL

2010 – 2014

Built the medical department function across LATAM and achieved regional therapy area medical leadership by establishing clinical development and medical affairs strategies to achieve Baxter’s Hemophilia (f VIII, IX and Bypassing agent portfolio) and Immunology (Immunoglobulin, Alpha1 deficiency and albumin portfolio) business objectives in Latin America and Canada.

REGIONAL VICE PRESIDENT MEDICAL AFFAIRS, LATAM

Wyeth Pharmaceuticals, Collegeville, PA

2008- 2010

The key role objective was to strengthen the medical affairs role across the region. As a member of the Latin America Management Executive Committee, responsible for the management of all Medical Affairs activities in the Latin America region (36 countries grouped in zones) and a staff of 52 direct and indirect reports.

CHIEF MEDICAL OFFICER (CMO)

RxER Communications, Miramar, FL

2006- 2008

US MEDICAL DIRECTOR & RESPIRATORY CLINICAL RESEARCH PHYSICIAN

IVAX Research, Inc., Miami, FL – Pulmonary Clinical Research physician

IVAX Laboratories, Inc., Miami - Medical Affairs

2004- 2006

Managed and implemented clinical development research project to achieve US product registration and direct all medical affairs activities for the respiratory franchise.

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MEDICAL DIRECTOR AND COMPLIANCE REPRESENTATIVE

GlaxoSmithKline Puerto Rico – Medical Department

1997–2004

Created and developed the medical affairs function and capabilities by establishing the medical affairs team, including medical managers, MSL, study monitors and medical information; provided scientific strategic and operational input into core medical affairs activities to support company medical objectives. Provided support for all aspects of a Compliance Program, including development and launch of training, participation in monitoring and remediation of issues identified, assisted in compliance auditing

ADDITIONAL EXPERIENCE

MEDICAL LIAISON/MEDICAL COORDINATOR

Glaxo Wellcome Puerto Rico

ASSOCIATE MANAGER – MEDICAL MARKETING

Glaxo Caribbean, San Juan, Puerto Rico

SALES REPRESENTATIVE

Glaxo Caribbean, San Juan, Puerto Rico

EDUCATION & TRAINING

Education

M.D. - Doctor in Medicine and Surgery

Universidad Autónoma de Honduras – Tegucigalpa, Honduras

Master in Public Health Program

School of Public Health, Medical Science Campus – San Juan, Puerto Rico

University of Puerto Rico

Concentration: Epidemiology

AWARDS, RECOGNITIONS, AND PERFORMANCE ASSESMENTS

- Recipient of three corporate awards based on high performance, business impact and innovation in 2014 and 2015:
 - *Hemophilia President Award*
 - *LATAM ELITE Business Impact Award,*
 - *Bleed Free World Health Care Provider Educational Award.*
 - During GSK tenure received public recognition by the local **government Senate Chamber** for increasing Puerto Rico's scientific image through research and in addition I received another public recognition from **Puerto Rico Secretary of Health** recognizing me as a key industry partner for my contribution and support to strategies to control the advancement of HIV epidemics in Puerto Rico.
 - **Three consecutive EXCEEDING** annual performance rating out of the five years in Baxalta.

ADDITIONAL SKILLS

Fully Bilingual in English and Spanish

Computer Savvy