

# Road to Industry Pharmacy

## The Fellowship Application Process

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## What is Industry Pharmacy?

Industry pharmacy is an area of pharmacy focused on the research, development, production, quality assurance, and distribution of pharmaceutical products within the pharmaceutical industry.

## Overview of Functional Areas

### Medical Affairs

- Medical Science Liaison
- Medical Information
- Medical Communications & Publications
- Health Economics and Outcomes Research

### Regulatory Affairs

- Regulatory Strategy
- Medical Writing
- Submissions
- Labeling
- Ad/Promo
- Policy
- Global Regulatory Affairs

### Commercial

- Marketing
- Market Access
- Business Development
- Business Intelligence
- Sales, Launch

### Clinical Development

- Clinical Operations
- Pharmacovigilance or Drug Safety
- Clinical Pharmacology

# Important Considerations

## Pros of Industry Pharmacy

- Global Impact
- Research and Innovation
- Travel Opportunities
- Career growth and diversity
- License and NAPLEX not required
- Work-Life Balance

## Cons of Industry Pharmacy

- High Barrier to Entry
- Poor job security compared to retail/hospital
- Work-Life Balance



# Fellowships

1-2 year training programs that partner with leading pharmaceutical and biopharmaceutical companies to prepare PharmD graduates in specific functional areas within the industry

## Benefits

**01** Varied experience and exposure

**02** High retention and great career trajectory

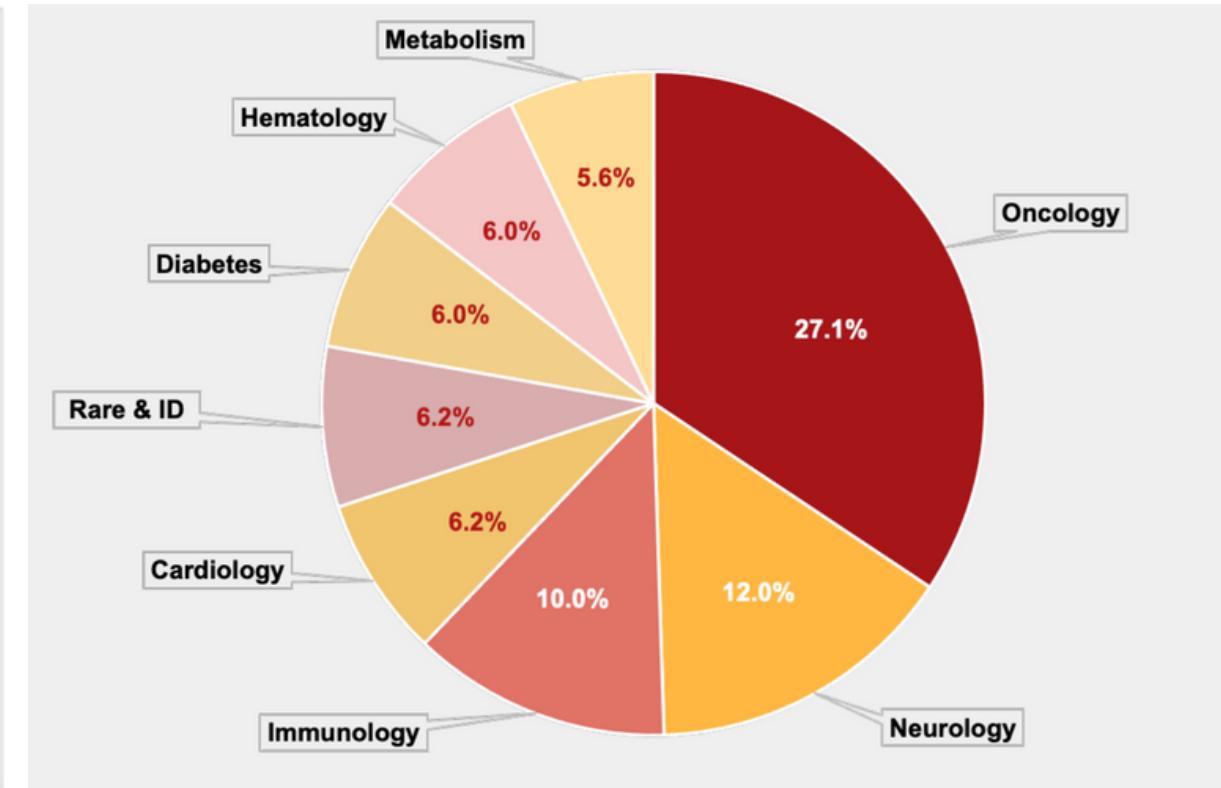
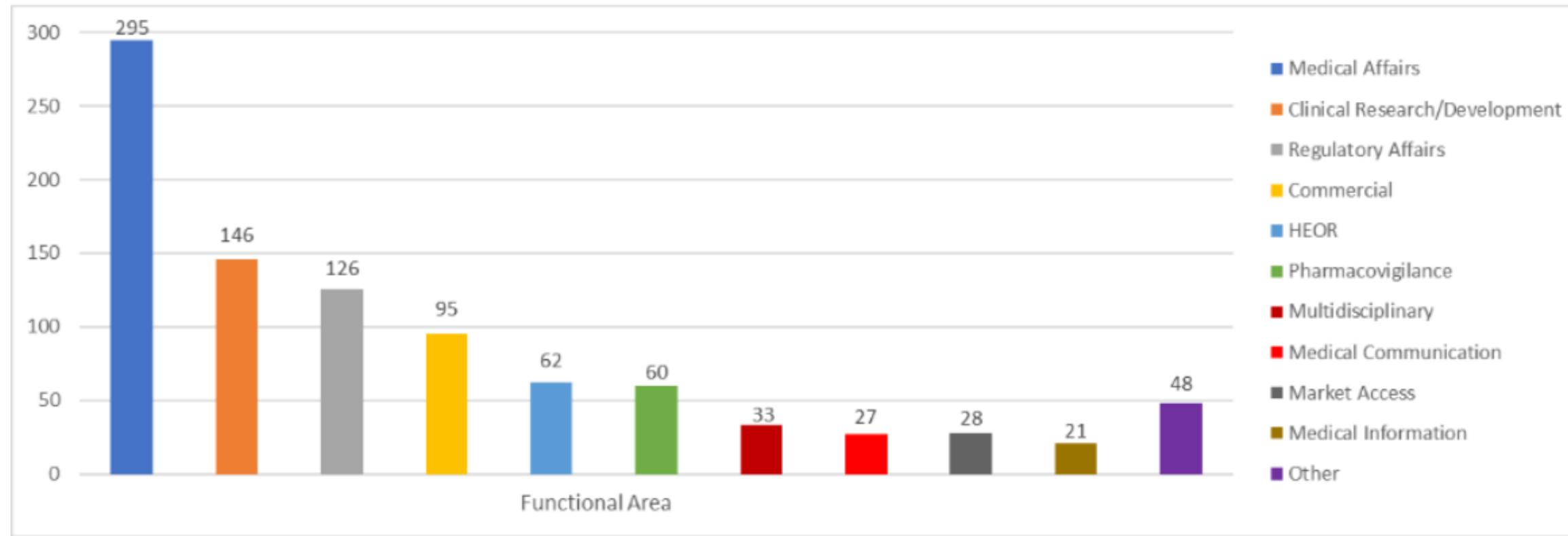
**03** Professional development opportunities

**04** Networking and Mentorship

## Fellowship vs Residency

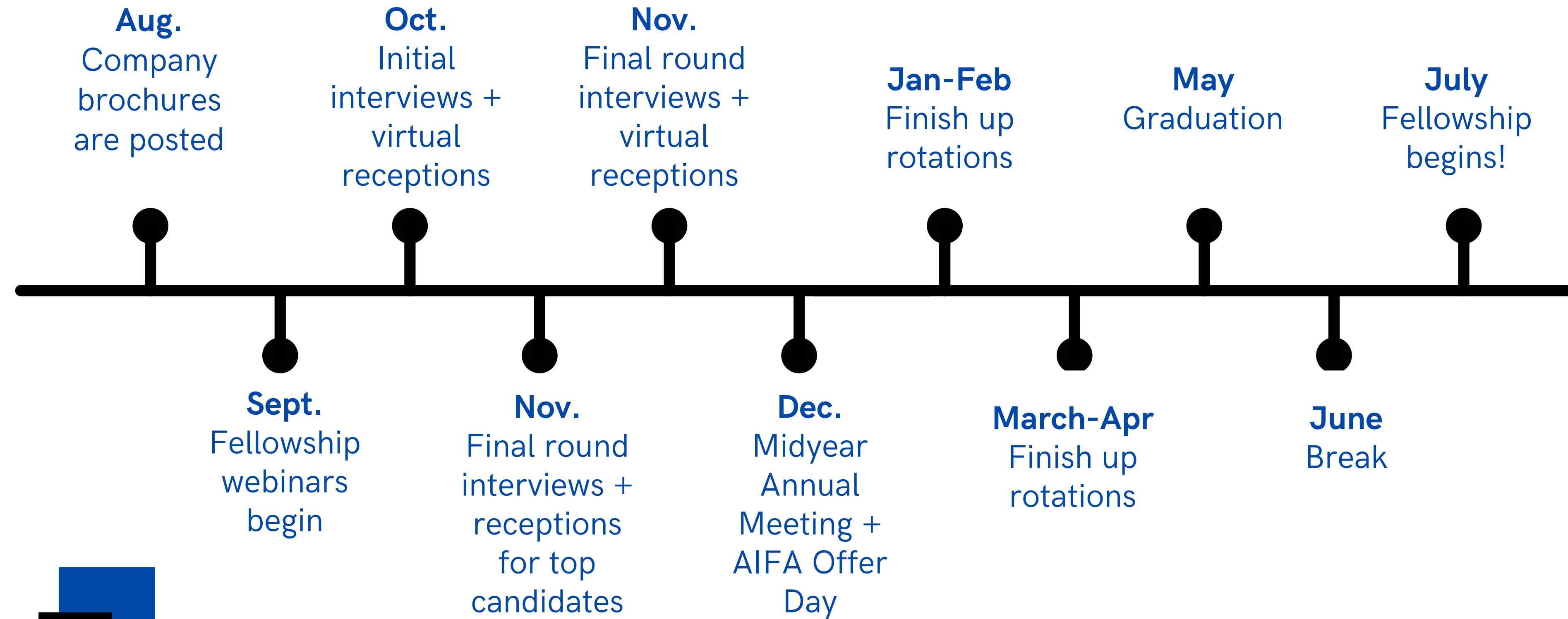
- Fellowship programs <<< residency programs
- Fellowships are affiliated with school or organization
- Fellows select FA prior to applying
- No re-application needed for 2nd year of fellowship
- No application fees for fellowships
- Multiple rounds of short interviews per company
- Fellowship season is ~3 months earlier than residency application season
- No rank list
- Multiple offers can be extended

# Fellowship Statistics 2023-2024



- 20% of the ~20,000 pharmacists currently employed in the industry have completed a Fellowship
- The total number of fellows has more than tripled since 2014-15 (941 including first- and second-year fellows)
  - 539 fellowships offered this year!
- Among 1st-year fellows, 82% are in two-year programs vs. 18% in one-year programs
- The companies sponsoring the greatest number of fellows were: Sanofi (n=97), Johnson & Johnson (n=88), Genentech (n=44), Novartis (n=43), and Daiichi-Sankyo (n=40)
- The affiliations sponsoring the greatest number of fellows were: Rutgers University (n=350), MCPHS University (n=118), Howard University (n=65), and Northeastern University (n=65).
- 62% of fellows are retained by the company they completed their fellowship at.

# Fellowship Application Timeline (General)



# Advice and Words of Encouragement



01

Industry experience is not required for a fellowship. **Translatable skills are key.**

02

Be involved! Attend conferences, academic competitions, round tables. Go for leadership roles and get involved with research.

03

Your network MATTERS - polish up your LinkedIn and ask for 1:1s to build relations prior to fellowship season.

04

Have a fellowship buddy for moral support through the application process. Celebrate the small wins.

05

Be friendly to your competition - you never know who may end up being your co-fellow one day!

06

Try not to compare yourself to your competition or dwell on the statistics. Focus on YOU and what's in your control.

07

Over 80% of pharmacists in industry have never completed a fellowship - there are several ways to make it in without one.

08

At the end of the day, **you are the prize that is to be won.** You are interviewing the companies just as much as they are interviewing you.

# Helpful Industry and Fellowship Resources

- [ADP's Guide to the Pharmaceutical Industry](#)
- [Industry Pharmacists Organization \(IPhO\)](#)
- [IPhO Fellowship Program Catalog](#)
- [Fellowship Application Tracker](#)
- [FocusRx Fellowship Interview Prep Questions](#)

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Presentation



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### Contact Information

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Reach out for 1:1's, LOI/CV reviews, interview  
prep, encouragement, etc!

A blue-tinted photograph of a group of people in graduation gowns and caps, clapping and smiling. The scene is set in a large hall with tiered seating in the background.

**Wishing you the best of luck in  
your post-grad endeavors!**

**Questions?**