

# Hemali Patel, Ph.D.

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## SUMMARY

- **Proven excellence in customer-facing roles:** ability to build long-term relationships with thought leaders; ability to translate complex data and communicate effectively with diverse audiences; deliver high-impact presentations
- **Breadth of experience, over 15 years, in U.S. regulated pharmaceutical industry** with roles covering medical affairs, marketing, sales, market research, product development, and pharmaceutical industry analysis

## PROFESSIONAL EXPERIENCE

**Biogen** <https://www.biogen.com/>

**Senior Medical Science Liaison – Multiple Sclerosis & Immunology**, Los Angeles **2018 - present**

- Scientist in the field, engaging with healthcare providers to increase confidence in making the best clinical decisions pertaining to disease state and Biogen's products in the near and long term for the benefit of patient care.
- Build long-term relationships with researchers and practitioners to advance scientific initiatives in neuroimmunology.
- A strategic partner within Biogen, helping medical practice across therapeutic areas and pipeline to improve meaningful patient outcomes.

**Avanir Pharmaceuticals** <http://www.avanir.com/>

**Medical Science Liaison – Neurology & Psychiatry**, Los Angeles, CA

**2016-2018**

- Leading medical education for Avanir Neurology platform, focusing on migraine and pseudobulbar affect (PBA)
- Cultivating relationships and establishing rapport with key external experts (KEEs) in Neurology and Psychiatry
- Engaging thought leaders/KEEs in scientific discussions related to Onzetra XSail®, a device/drug combination product for acute treatment of episodic migraines and Nuedexta®, a drug indicated for treatment of PBA secondary to multiple primary neurological conditions including Amyotrophic Lateral Sclerosis (ALS), Multiple Sclerosis (MS), Parkinson's Disease, Alzheimer's Disease, Stroke, and Traumatic Brain Injury (TBI)
- Providing internal business support including speaker training, sales force training, and serving as a resource for clinical development team in identifying potential study sites
- Delivering clinical presentations to stakeholders, including branded and non-branded education, and formulary P&T
- Actively providing actionable medical insights, competitive intelligence and analysis through attendance at national medical congresses and involvement in regional medical community including Grand Rounds at academic institutions
- Leading internal projects: cross-functional strategy team for Nuedexta®, Visiting Experts Program, MSL resources

**Bristol-Myers Squibb** <http://www.bms.com>

**Medical Science Liaison – Virology**, Los Angeles, CA

**2015 –2016**

- Communicating clinical, scientific, and pharmacoeconomic value of marketed HIV medicines including Reyataz®, Evotaz®, Sustiva®, and Atripla® (the first once-daily, single-tablet-regimen that revolutionized HIV patient care)
- Providing leadership in communication of scientific data related to BMS pipeline products including attachment inhibitor and maturation inhibitor compounds
- Supporting BMS Virology franchise clinical research Phase II and Phase III programs with study site visits and medical information related to study protocol
- Cultivating and maintaining peer-to-peer scientific relationships with critical stakeholders at key academic, clinical, and healthcare organizations across the US
- Providing relevant, compliant, medical and scientific support ensuring appropriate education regarding disease state as well as the expanding HIV mono-infection and HIV/HepC co-infection treatment landscape.
- Attending medical congresses and scientific meetings, providing coverage and insights on trends in HIV clinical practice

**The Medical Affairs Company** <http://www.themedicalaffairscompany.com>

On assignment at client MSL teams

**July 2015 – June 2016**

**GlaxoSmithKline Vaccines** (acquired Novartis Vaccines)

**March 2015 – July 2015**

**Novartis Vaccines & Diagnostics** <http://www.novartisvaccines.com>

**Senior Vaccines Solutions Specialist**, Los Angeles, C

**2011 – 2015**

- Managed public health partnerships and customer relationships for key accounts in greater Los Angeles
- Executed core marketing messages on approved products, building customer trust and expanding business
- Engaged public health stakeholders in medical dialogue as clinical educator, frequently delivering presentations

- Operated ethically in highly regulated pharmaceutical environment, possessing a sophisticated understanding of evolving healthcare delivery models and increasing prominence of pharmacoeconomic constraints on therapy selection.
- Consistently increased market share in a highly competitive and challenging urban territory
- Winner of President's Club Elite Circle Award 2011

#### **Novartis Vaccines & Diagnostics** <http://www.novartisvaccines.com>

**Marketing Manager**, Cambridge, MA

**2010 - 2011**

- Developed annual Brand Plan for strategic and tactical marketing of Menveo® in Region North America (US & Canada)
- Managed Menveo® professional speaker program. Managed slide deck content development, speaker bureau selection, and training of contracted speakers, in compliance with PhRMA industry guidelines
- Conducted key market research projects to provide customer insights on product awareness, message uptake and usage
- Generated Tactical Plan and executed tactics to support marketing strategy for Menveo®. Activities included management of advertising agencies, and scientific content consultants, for development of online and print content; presentation of scientific promotional pieces to internal medical copy clearance (MCC) committee
- Managed channel strategy for Menveo® by representing U.S. Menveo® brand team on internal cross-functional Pricing and Contracting committee. Led innovation think tank teams to design and deliver competitive data-driven pricing promotions to meet revenue targets for the brand. Key project focused on pricing promotions for Integrated Health Networks (IHNs) including Kaiser, Sutter, Geisinger, Intermountain, Novant, Cleveland Clinic
- Presented brand performance metrics, strategic plans, and customer insights to senior management and field salesforce

#### **Decision Resources**, Waltham, MA

Decision Resources is a healthcare advisory firm that provides strategic advice and consulting to the biopharmaceutical industry. <http://www.decisionresources.com>

#### **Biopharmaceutical Industry Analyst**

**2008 – 2010**

- Provided strategic advice to clients in the biopharmaceutical industry through syndicated research reports and consulting
- Assessed commercial markets including evaluation of unmet needs and emerging therapies, identification of new drug development opportunities, and forecasting market potential of current and emerging therapies
- Conducted in-depth primary research with key opinion leaders (KOL), clinical investigators, payers and pharmacists
- Presented analyst calls and webinars providing insights on events shaping commercial outlook of major therapeutic area markets
- Engaged in interviews with journalists, from unsolicited media requests, for quotes and opinions on emerging trends in pharmaceutical markets.
- As a lead analyst, also served as project manager on production of major industry reports. Key publications include:
  - **Patel H**, Ishwerwood A, Drayton D, Avalos J, Lebbos J, Human Immunodeficiency Virus (HIV) Event-Driven Pharmacor Advisory Service. Decision Resources, Apr 2010
  - **Patel H**, Lyons, J, Methicillin-Resistant Staphylococcus Aureus (MRSA) Event-Driven Pharmacor Advisory Service. Decision Resources, Nov 2009
  - **Patel H**, Jennings, E, Drayton, D, Hospital-Acquired Pneumonia DecisionBase Report. Decision Resources, Mar 2009
  - **Patel H**, and Makarova, A, Emerging Vaccines Pharmacor Report. Decision Resources, Dec 2008

### **EDUCATION**

#### **Boston University, Boston, MA**

#### **Doctor of Philosophy (Ph.D.), Biomedical Engineering**

**2008**

Dissertation: Decoding Transcriptional Regulatory Networks Activated During Stringent Response in *Escherichia coli*  
Thesis Committee: Dr. Timothy Gardner (advisor), Dr. James Collins, Dr. Joyce Wong, Dr. Caroline Genco

- Reverse engineered genetic networks using inference algorithms and genomic perturbations
- Independently engaged in rigorous experimentation and analysis of genome-wide gene expression in bacteria
- Developed novel normalization methods for gene expression analysis using Affymetrix microarrays
- Activities: Recipient of National Institutes of Health (NIH) Traineeship in Quantitative Biology.
  - In a team of 20 NIH trainees 2004-2007
  - Lead trainee for NIH QBP Trainee Journal Club
  - Served on BU Provost Office Responsible Research Council 2004-2007

**Drexel University, Philadelphia, PA**

**Bachelor of Science (B.S.), *cum laude*, Biomedical Engineering**

**2002**

- Completed three co-operative education engagements: Johnson & Johnson, ViroPharma, and Arrow International
- Winner 10K Business Plan Contest, Baiada Center for Entrepreneurship in Technology at Drexel University, 2002.
- Recipient of multiple scholarships/awards including Dean's scholarship, Rohm & Haas Engineering scholarship, D. J. Ryder award in Engineering, and Alumni Association's Outstanding Senior award.
- Elected president of student chapter of IEEE-Engineering in Medicine and Biology Society, 2001-2002.

**COMMUNITY & PERSONAL**

- **Life Sciences Startup Mentor**, TiE Global Entrepreneurs, Boston, MA
- **Valedictorian**, Mission San Jose High, Fremont, CA.
- **Vinyasa Yoga instructor**, Expert Rating Certified, Southern California, 2021 - present
- **Co-author** of cookbook, **Elevated Palate** by Hemali Patel, PhD and Sandip Patel, MD. Morris Press Cookbooks.  
<https://www.amazon.com/Elevated-Palate-Hemali-Patel/dp/0578638770>