

CURRICULUM VITAE

CHRISTOPHER JOHN NEUMANN, PharmD

ADDRESS

12 Cassway Road
Woodbridge, Connecticut 06525
(203) 393-2924 Phone
203.645.8954 Cell
Hello.Neumann@KOLonline.com Email

PROFESSIONAL EMPLOYMENT EXPERIENCE

- August 2002 to Present **Founder and Managing Director, KOL, L.L.C.**
Woodbridge, CT
Independent consultant services: opinion leader development; medical education, medical communications projects (CD-ROM, slides, seminars, symposia, advisory boards, investigator meetings, enduring materials, Internet education, etc); and market development for the pharmaceutical and biotechnology industry. Conceived and designed a web-based opinion leader management system and related services with search and report functionality.
- February 1999 to August 2002 **Senior Director, Medical Education**
Purdue Pharma Stamford, Connecticut
Directed all medical education activities with a focus on pain management (speakers bureau, advisory boards, ACCME/ACPE/ANCC continuing education programs, monographs, CD-ROMs, ppt slide kits, Internet education). Chair of Educational Grants Committee. Wrote sections of the Risk Management Plans for OxyContin®, Palladone® and Norspan™. Grew department from 9 to 30 FTEs, including hiring. Managed an annual departmental budget of \$15 MM.
- June 1997 to February 1999 **Senior Consultant/Principal**
The Health Care Group, Westport, Connecticut
Provide senior management solutions on a broad range of topics concerning strategic and tactical areas of the pharmaceutical industry. Develop, perform due diligence and prepare deliverables within the following areas: life cycle management; strategy execution; opportunity assessment; strategic innovation; functional strategy and technology evaluations. Sold \$850K in business.
- January 1986 to May 1997 **BAYER CORPORATION (FORMERLY MILES INC.) AS: Associate Director, Scientific Affairs** (1/95-5/97)
West Haven, Connecticut
Provided management and direction to the field based component of Scientific Affairs. Expanded department from 16 people to 47: four (4) field managers, five (5) healthcare support specialists (PharmDs), thirty-six (36) liaisons and two (2) internal support staff. Developed and maintained strong professional relationships with scientific opinion leaders and health care associations nationally and internationally. Directed field activities (symposia, CME/ACPE programs, conventions, advisory boards, preceptorships, investigator-initiated Phase IV studies, etc.). Project Director for 7,000 patient Phase IV diabetes study with \$8M budget. In addition, managed annual departmental operating budget of over \$12MM.
- International Product Manager, Cipro** (6/92-1/95)
Leverkusen, Germany
Managed product lifecycle of ciprofloxacin during which time it became the largest dollar volume antibiotic worldwide. Wrote strategic marketing plan for top eight (8) countries (USA, Canada, UK, France, Germany, Spain, Italy and Japan). Developed line extensions (otic drops, suspension and sachet). Ensured that the clinical development plans (Phase III/IV studies) were consistent with marketing strategy for the brand. Developed and implemented a pharmacoeconomic initiative for ciprofloxacin (training, monographs, symposia, advisory board, etc.).

International Product Management Intern, Anti-Infectives (3/91-6/92)

West Haven, Connecticut

Assisted anti-infective product managers with marketing plans for ciprofloxacin, mezlocillin, Mycelex[®] troche. Assisted product managers with the development of journal ads, sales aids, product monographs, etc. Initiated nationwide antimicrobial susceptibility study.

Assistant Director, Medical Research (3/89-2/91)

West Haven, Connecticut

Managed the design, planning and execution of Phases I-IV clinical research for both intravenous and oral ciprofloxacin including protocol development, identification of investigators, budget development and evaluation and interpretation of data. As Project Director for intravenous ciprofloxacin: coordinated the efforts of a multi-disciplinary team (statisticians, medical monitors, medical writers, regulatory affairs personnel); wrote the U.S. Clinical Development plan; participated internationally in global development; prepared medical reports including INDs and NDAs for FDA review; interacted with FDA personnel resulting in approval of intravenous ciprofloxacin.

Assistant Director, Professional Services (5/87-3/89)

West Haven, Connecticut

Provided medical and technical information about marketed products. Developed an information system for the launch of oral ciprofloxacin. Evaluated the validity and significance of adverse events and technical complaints. Reviewed and approved promotional material for medical accuracy. Provided medical/pharmacy training for sales representatives.

New Product Training Specialist (1/86-5/87)

West Haven, Connecticut

Designed, developed and implemented training programs for the launch of new products which were specifically oriented toward the anti-infective, cardiovascular, metabolic and immunology fields. Product training responsibilities included ADALAT[®] (nifedipine), BAYPRESS[®] (nitrendipine), CIPRO[®] (ciprofloxacin HCl), GamimuneN[®] (immune globulin), MEZLIN[®] (mezlocillin), and NIMOTOP[®] (nimodipine).

May 1985 to
January 1986

Clinical Pharmacist

VA Medical Center, Prescott, Arizona

Developed and implemented an outpatient clinical pharmacy program which provided a medication clinic, pharmacokinetic dosing service, drug information, and quality assurance. Received authorization from the medical staff to write prescriptions and order labs. Implemented teaching programs in cardiac rehabilitation, diabetes, discharge medication counseling and provided in-service lectures. Provided analysis of drugs under consideration by the Pharmacy and Therapeutics Committee.

August 1984 to
April 1985

Clinical Pharmacist

Boswell Memorial Hospital, Sun City, Arizona

Developed and implemented an inpatient clinical pharmacy program which provided drug information, in-service education, cost conscious programs, pharmacokinetic service, therapeutic drug monitoring and Pharmacy and Therapeutic committee involvement.

- July 1983 to
July 1984 **Post-Doctoral Clinical Pharmacy Fellowship**
Hartford Hospital, Hartford, Connecticut
Completed twelve (12)-month fellowship in clinical pharmacy practice including rotations in pain management, general medicine, cardiology, infectious disease, surgical intensive care, total parenteral nutrition and clinical research. Performed formal consults in infectious diseases, pain management, clinical pharmacokinetics, and clinical pharmacology. Provided clinical pharmacy services. Developed protocols and performed clinical research.
- February 1981 to
June 1981 **Director, Pharmacy Services**
Fairview Hospital, Great Barrington, Massachusetts
Directed policies and procedures governing pharmacy services. Trained, supervised, and directed the pharmacy staff in a manner which was consistent with the scope of the services provided. Updated policy and procedure manual in preparation for JCAH visit.
- June 1980 to
February 1981 **Registered Pharmacist**
Bill s Pharmacy, Great Barrington, Massachusetts
Compounded and dispensed prescription medications and over the counter products. Monitored patients through a profile system and provided patient counseling. Appeared as guest speaker on three (3) separate radio half hour talk shows relating to pharmaceuticals.

PROFESSIONAL EMPLOYMENT - CONCURRENT ACADEMIC EXPERIENCE

- September 1988
to June 1991 **Adjunct Professor**
Quinnipiac College, Hamden, Connecticut
Developed and taught graduate-level courses entitled: (1) Biochemistry and Pharmacology of Therapeutic Drugs each fall semester (15 lectures); and, (2) Antimicrobial Therapy course each spring semester (15 lectures).
- September 1988
to June 1991 **Adjunct Clinical Instructor**
Massachusetts College of Pharmacy, Springfield, Massachusetts
Lectured on various topics in clinical pharmacology and antimicrobial therapy to post-BS pharmacy students.
- July 1983 to
July 1984 **Assistant Clinical Professor**
University of Connecticut, Storrs, Connecticut
Provided instruction and supervision of undergraduate pharmacy students at the hospital site.
- July 1981 to
July 1983 **Graduate Assistantship**
St. John s University College of Pharmacy and Allied Health Professions, Jamaica, New York
Provided instruction and supervision to undergraduate pharmacy students at the hospital site, as well as at the college while pursuing a PharmD degree. Parenterals lab coordinator and instructor for four (4) semesters. Lectured in adverse drug reactions, physical assessment, clinical laboratory data, and hypertension. Secretary, PharmD admissions committee

ACADEMIC BACKGROUND

- 1983 - 1984 Hartford Hospital, Hartford, Connecticut
Post-Doctoral Fellowship
- 1981 - 1983 St. John s University College of Pharmacy and Allied Health Professions, Jamaica, New York
Doctor of Pharmacy Degree
- 1976 - 1980 Massachusetts College of Pharmacy and Allied Health Services, Springfield, Massachusetts
Bachelor of Science Degree in Pharmacy

1973 - 1976 Case Western Reserve University, Cleveland, Ohio
Bachelor of Arts Degree

1972-1973 Berkshire Community College, Pittsfield, Massachusetts

ADVANCED MANAGEMENT TRAINING

3/02 Center for Creative Leadership (1-week course)
8/96 - 7/97 Mahler Executive Development (four 1-week management series over one year)
6/91 University of Notre Dame Executive Development (3-week course)
8/90 Dartmouth University, Amos Tuck School of Business (1-week course)
3/86 New Supervisor Training (Miles Inc.)

HONORS, AWARDS AND SCHOLARSHIPS

1990 Miles Inc., Special Award Program
1989 Miles Inc., Special Award Program
1987 Outstanding Young Men of America
1986 Miles Inc., Special Award Program
1983 Sandoz Award Recipient for the Outstanding PharmD - graduated first in class
1982 Rho Chi Pharmaceutical Honor Society (Beta Delta Chapter)
1980 Massachusetts Society of Hospital Pharmacists - Outstanding Senior Award
1979 Theodore Montcalm Memorial Scholarship

REGISTRATION AND CERTIFICATION

Pharmacy Registration - Connecticut (current)
Pharmacy Registration - Massachusetts (current)
Basic Life Support Certification
Advanced Cardiac Life Support Certification

MEMBERSHIPS IN PROFESSIONAL ORGANIZATIONS

American College of Clinical Pharmacy
American Society of Health-System Pharmacists
Drug Information Association

PUBLICATIONS/ABSTRACTS/POSTER PRESENTATIONS

Publications

1. Lazarus H and Neumann CJ: Assessing undertreatment of pain: the patients perspective. J Pharm Care Pain Symptom Control 2001; 9(4): 5-34
2. Baron A and Neumann C: PROTECT interim results: a large multicenter clinical study in patients with Type II diabetes. Clin Ther 1997; 19(2): 282-295
3. Arcieri GM et al: Safety of intravenous ciprofloxacin. A review. Am J Med 1989 Nov 30: 87 Suppl. 5A: 92S-97S

Abstracts/Poster Presentations

1. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: preliminary results in patients with Type II diabetes , American Association of Clinical Endocrinologist, Philadelphia, Pennsylvania, April 17-20, 1997
2. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: experience in elderly patients with Type II diabetes , American Geriatric Society, Atlanta, Georgia, May 8-10, 1997
3. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: results of endocrinologists vs. primary care practitioners , Endocrine Society, Minneapolis, Minnesota, June 11-14, 1997
4. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: final results in patients with Type II diabetes , American Diabetes Association, Boston, Massachusetts, June 21-24, 1997
5. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: experience in latino patients with Type II diabetes , Diabetes, May 1997 (Suppl.), abstract #1108
6. Precose resolution of optimal titration to enhance current therapies (PROTECT) study: experience in black patients , National Medical Association, Honolulu, Hawaii, August 2-7, 1997
7. Intravenous ciprofloxacin alone or with sequential oral ciprofloxacin in the treatment of lower respiratory tract infections , 3rd International Symposium on New Quinolones, Vancouver, Canada, July 12-14, 1990
8. Intravenous ciprofloxacin in the treatment of bacteremia , 3rd International Symposium on New Quinolones, Vancouver, Canada, July 12-14, 1990
9. Prediction of serum theophylline concentrations following a once daily sustained-release preparation , American Society of Hospital Pharmacists Twentieth Annual Midyear Clinical Meeting, New Orleans, Louisiana, December 8-12, 1985
10. Utilization review on the appropriateness of serum theophylline levels , American Society of Hospital Pharmacists, Nineteenth Annual Midyear Clinical Meeting, Dallas, Texas, December 2-6, 1984
11. Lack of corroboration of the predictability of saliva concentrations for theophylline therapy: Confirmation of the validity of immunological and chromatographic measurement techniques , American Society of Hospital Pharmacists, Eighteenth Annual Midyear Clinical Meeting, Atlanta, Georgia, December 4-8, 1983
12. Survey of physician knowledge of appropriate medication instructions , American Society of Hospital Pharmacists, Eighteenth Annual Midyear Clinical Meeting, Atlanta, Georgia, December 4-8, 1983

Recently Invited Presentations

1. Opportunities for someone who holds a PharmD degree , University of Rhode Island School of Pharmacy, Providence, RI, February 15, 2005
2. Integrate KOLs in clinical trial development , Center for Business Intelligence Conference, Philadelphia, PA, November 11, 2004
3. Strategies for KOL relationship management , Pharmaceutical Education Associates Conference, Philadelphia, PA, October 22, 2004
4. Creating an opinion leader database to build knowledge capital , Scientific Advantage Conference, Bridgewater, NJ, April 29, 2004
5. Advocacy relationships friend or faux , HBA Executive Women s Breakfast Meeting, Raritan, NJ, May 28, 2003

REFERENCES

Furnished upon request.