

# Professional Placement Partners, Inc.

An Introduction to our Firm

***"Experience the Difference"***



# Nationwide Coverage

- Coast to Coast Coverage with offices and Recruiters covering all US Medical Markets
- All US territories, regions, areas, business units, and corporate home office positions



PROFESSIONAL PLACEMENT PARTNERS

# Dedicated Focus

- Exclusive Focus on the Pharmaceutical and Biotech Industries
  - Sales
  - Sales Management
  - Sales Training
  - Marketing
  - Market Research
  - Sales Operations
  - Managed Markets
  - Medical Affairs
  - Regulatory Affairs
  - Medical Science Liaisons
  - Compliance Managers
  - Agency Positions

# Relevant Experience

- Partners and Recruiters with Substantial Pharmaceutical Sales and Marketing Experience
  - We've done many of the jobs we recruit for which allows us to better understand your needs and evaluate talent for your open positions
  - We're able to speak to pharmaceutical professionals at a much higher level, and talk more as colleagues, vs. "head hunters"
  - We have proven ability to identify top-tier talent



# Quality Prospects

- Consistent High Caliber Candidates
  - Our candidates come from referrals obtained through our extensive contacts within the industry, our company database, supplemented with innovative and unique prospecting strategies
  - Our candidates are thoroughly pre-screened and have performance documentation that they're prepared to share during an interview
  - As former hiring managers, if we wouldn't hire them we won't represent them!



# Our Clients

- **Accera Pharmaceuticals**
- **Align Pharmaceuticals**
- **Astra Zeneca**
- **Biogen Idec**
- **Bone Care/Genzyme**
- **Cephalon**
- **CMR**
- **Cord Blood Registry**
- **CRTX**
- **Discovery Laboratories**
- **Eisai Pharmaceuticals**
- **EMD Serono**
- **InterMune**
- **Freesenius Medical Care**
- **Forest Pharmaceuticals**
- **GSK**
- **Health Strategies Group**
- **ICTI**
- **IMS Health**
- **Linde Gas**
- **Marine Polymer Technologies**
- **Myogen**
- **Myriad Genetics**
- **Novaquest/Innovex/Quintiles**
- **Novartis**
- **Noven Pharmaceuticals**
- **Novis**
- **Palio (inVentiv Health Subsidiary)**
- **PDI**
- **Phadia**
- **Pharmakon**
- **PharmaStrat**
- **Pharmion/Celgene**
- **Prometheus Laboratories**
- **Promotech (inVentiv Health Subsidiary)**
- **Protein Design Laboratories (PDL)**
- **Replidyne, Inc.**
- **Roche**
- **Salix Pharmaceuticals**
- **Sanofi Aventis**
- **Solvay Pharmaceuticals**
- **Spiration**
- **Stiefel**
- **Tolmar Laboratories**
- **UCB**
- **United BioSource**
- **Web MD**



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# Therapeutic Classes

- Women's Healthcare
- Oncology/Hematology
- Urology
- Cardiovascular
- Acute Care/Critical Care
- Anti-Infectives
- GI
- Neuroscience/Psychiatry/CNS
- Pain/Inflammation
- HIV/Immunology/Vaccines
- Metabolic/Biologics
- Respiratory
- Pediatrics
- Wound Care
- Multiple Sclerosis
- Molecular Science
- Diagnostics
- Medical Device
- And more!



# Our Leadership Team

## ■ Cheryl Merlino, Owner and President

- Cheryl is one of the original owners of Professional Placement Partners founded in early 2002 to assist their former colleagues in recruiting top talent in the pharmaceutical and biotech industries. Cheryl's background includes a successful career in diagnostic and pharmaceutical sales at Abbott Laboratories and Ciba-Geigy Pharmaceuticals. Cheryl's award-winning sales experience spans several therapeutic classes including cardiovascular, neurology, women's health, orthopedic, antibiotics, medical equipment, reagents, and rapid diagnostic test kits.
- Cheryl is a former High School Business teacher and has held sales positions in the insurance and title insurance industries. Cheryl holds a BA Degree from the University of Nebraska at Kearney and has been a licensed realtor. She enjoys traveling and keeping up with the busy schedules of her son, daughter, and husband.



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# Our Leadership Team

- **Mike Delea, Owner and Vice President of Business Development and National Recruiting**

- Mike Delea is responsible for the pharmaceutical recruiting operations of Professional Placement Partners. He is also responsible for developing and managing our clients in the pharmaceutical industry. Mike has 25 years of experience in the industry, most recently serving as a Regional Vice President for GlaxoSmithKline. In addition to sales leadership roles, Mike has also worked in sales administration for GSK. Mike has extensive experience in multiple therapeutic areas and has won many Presidents' Club awards as a District Sales Manager and Sales Representative for GSK.
- Mike earned his bachelor's degree in Biology from the University of Richmond. He lives in Glen Mills, PA with his wife and their 4 children.



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# Our Recruiting Team

## ■ **Jo Pointer, Account Team Leader**

- Prior to joining PPP, Jo was a top-performing, multiple Award winning District Sales Manager with GSK. Jo has over 20 years experience in the pharmaceutical industry and brings a wealth of knowledge and success in screening, hiring, and building sales teams to PPP.
- Jo has a Bachelor's degree in Nursing from St. Louis University. She is the mother of two children and is married to a career military officer. She and her husband reside in Vienna, VA.



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# Our Recruiting Team

## ■ **Evie Callahan, Account Team Leader**

- Evie is responsible for recruiting pharmaceutical and biotech sales and marketing candidates for a variety of clients in the pharmaceutical and biotech industries. Prior to joining Professional Placement Partners, Evie spent over 9 years in national sales with Oakwood Worldwide.
- Evie earned her bachelor's degree in Health Administration from the University of Maryland. Evie lives in Columbia, Maryland, with her husband and young daughter.



# Our Recruiting Team

## ■ Diana Cantey

Diana Cantey is an honors graduate of Austin State University in Clarksville, TN with a BS degree in Clinical Laboratory Science. She is a board certified Clinical Laboratory Scientist (MT, ASCP) and has an extensive background in R&D with the United States Army Medical Research Institute of Chemical Defense as well as with a Quality Control Scientist with Schering Plough Animal Health. She also has an Associate of Arts degree in Veterinary Science from Essex Community College in Baltimore, Maryland.

Diana's experience also encompasses sales and marketing. She excelled as the General Operations Manager of Red Rock Executive Search Group. Diana was instrumental in securing several key contracts including Schering Plough, Bristol-Myers Squibb and Astellas Pharmaceuticals. Diana also designs personal websites; one of her clients was recently founded through their website and offered a contract with Animal Planet for a reality television show.

Diana is also a professional freelance photo journalist specializing in sports action photography and Arabian horses. Her photos have been published in numerous Arabian horse magazines around the globe including those in the US, Australia, Middle East, and Europe. Diana, her husband Duane and their 2 boys reside on a 40 acre farm in Mount Vernon, where they breed, raise and sell Straight

Egyptian Arabian horses to farms world wide.



PROFESSIONAL PLACEMENT PARTNERS

# The PPP Difference

- National Coverage in all US medical markets
- Exclusive Focus on the Pharmaceutical and Biotech Industries
- Partners and Recruiters with vast Pharmaceutical Sales and Marketing Experience
- Strong Pre-Qualified Candidates
- Quality vs. Quantity Focus
- Focus on Diversity Recruiting--Ensures our team provides a balanced talent pool



# ***Professional Placement Partners, Inc.***

***"The Difference IS Experience"***

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