

Gregory R. Auclair, M.Sc.

Cell: (617) 388-1883 W. Newton, MA 02465 Email: grauclair@outlook.com

Profile

Highly energetic, driven, customer and outcomes-oriented, experienced medical affairs professional. Engage in scientific / clinical exchange and education of current and emerging therapies with local, regional, national, and internationally-renowned thought leader physicians in therapeutic areas of metabolic diseases, interventional cardiology, structural heart disease, and orthopedic / neurologic spine surgery. Experience supporting dedicated drug, dedicated device, and combination biologic / drug-device products, including those designed to address long-term patient medication adherence challenges. Significant experience in identifying, vetting, selecting, and managing clinical trial sites for pre-market IDE and post-market studies, as well as reviewing and providing funding recommendations for charitable, medical education, and research grant requests. Identification and training of physician faculty for medical education programs, speaker bureaus, and planning / execution of KOL advisory boards.

CORE COMPETENCIES

- Thought Leader Identification & Advocacy Development • Presentation Skills • Project Management
- Advisory Boards • Medical Education • Competitive Analysis • Content Development & Management • Training & Mentorship • Clinical Trials • Market Development • Investigator-Initiated Trials • Grants • Managed Markets • Leadership • Medical Communications

PROFESSIONAL EXPERIENCE

Boston Scientific Corporation (20,000+ Employees) 2014-Present

Boston Scientific is a global medical device company offering products and services to address cardiac rhythm disorders, cardiac & peripheral vascular diseases, neurologic diseases, men's and women's urologic health, and structural heart disease.

Medical Affairs Manager, Interventional Cardiology / Structural Heart Disease (10/2014-Present)

- KOL Engagement / Advocacy Development
 - Support, vis-a-vis scientific and clinical discourse with international and national key opinion leaders, use of Promus Premier DES, Lotus Transcatheter Aortic Valve (investigational in US), Synergy Bioabsorbable Polymer DES, Watchman Left Atrial Appendage Closure Device, PCI Guidance (IVUS, FFR), and numerous Complex PCI and Chronic Total Occlusion (CTO) interventional products.
- Clinical
 - Nomination, qualification, and input to selection of sites for IDE and post-market trials.
 - Clinical presentations during site initiation visits.
 - Medical Affairs investigator-sponsored research (ISR) core team lead.
- Education
 - Member of Complex PCI / CTO core team, providing strategic input in to educational initiatives.
 - Vet, nominate, secure, and prepare physicians for participation as faculty for numerous course offerings in the complex PCI, CTO, and structural heart spaces.
- Grants
 - Member of charitable and educational grants committee. Participate in monthly call to determine alignment of educational course agenda with clinical and scientific objectives to arrive at funding decisions.
 - Member of global ISR grants review committee. Provide clinical context and input in to funding or declining ISR applications on monthly basis.
- Advisory Boards

- Nominate, vet, and provide input to selection of medical, scientific, and product-specific advisory board members.
- Cross-functional collaboration with marketing and scientific affairs on agenda creation, content development, and advisory board execution.
- Awards
 - 2015 Winning Spirit Award.

Medtronic, Inc. (85,000+ Employees) 2008-2014

Medtronic is a highly diversified medical device company with expertise and products offered for cardiac rhythm disorders, cardiovascular diseases, spinal conditions, musculoskeletal trauma, ENT disorders, neurologic disorders, diabetes, urologic and digestive diseases.

Sr. Principle Medical Affairs Specialist / Field Clinical Scientist, Spinal and Biologics (9/13-10/14)

- KOL Engagement / Advocacy Development
 - Support INFUSE® Bone Graft (rhBMP-2 / ACS + Titanium Threaded Interbody Fusion Device) for spinal fusion surgeries with 20 top orthopedic and neurological surgeons across 11 states.
- Clinical Case Support
 - Operating room case support for IDE clinical trials.
- Management Support
 - Interview prospective candidates for medical affairs positions within department.
- Cross-Functional Project Teams
 - Part of 3-person team (IT, Business Analyst, Office of Med. Affairs) to review requests for proposal and tactically evaluate key opinion leader management databases.

Sr. Principal Medical Science Liaison, Coronary / Renal Denervation (2/08-8/13)

- KOL Engagement / Advocacy Development
 - Primary responsibility: national key opinion leader (KOL) relationship development with 25 physicians specializing in percutaneous coronary intervention and hypertension within New England (Boston-focus), Great Lakes regions.
 - Support Endeavor® Drug-Eluting Stent(DES), Driver® Bare Metal Stent, Integrity® Bare-Metal Stent, Resolute Integrity® Drug-Eluting Stent, and Simplicity® Renal Denervation Catheter (investigational).
- Clinical
 - Work very closely with Clinical / R&D on planned coronary (6), peripheral(3), transcatheter aortic valve(2), and sympathetic renal denervation(Symplicity HTN-3, Symplicity HTN-4) research trials.
 - ^ Site identification / screening / qualification visits
 - ^ IRB submission preparation
 - ^ Site initiation visits / presentations
 - ^ Ongoing recruitment / enrollment support through market development and medical communications.
 - *Accomplishments : In-depth site qualification visits conducted for 23 Symplicity HTN-3 trial sites, with on-going trial management for 13 selected sites within 2 geographic regions. Five (5) sites rank within top quintile for trial enrollment nationally.*
 - Provide clinical support at major interventional cardiovascular scientific meetings (ACC, TCT, etc...)
- Competitive Analysis
 - At request of departmental director, conducted competitive DES pivotal trial analysis resulting in new data set on subject of revascularization by mode of intervention (PCI, CABG).
- Content Development / Management
 - Developed Medical Information Letters (MILs) to address use of Endeavor DES for 3 specific lesion / patient types (ACS, AMI, Long Lesions) outside approved indications.
 - Researched, developed content, built, and gained legal / regulatory approval for 72-slide and 65-slide decks on “Drug-Eluting Balloons and Peripheral Arterial Disease” and “A Case for Transradial Access in PCI”.
 - Accomplishments : “A Case for Transradial PCI” implemented as core transradial deck for 100 Medtronic Faculty Educators (speakers) nationally.*
- Cross-Functional Teams
 - Served on cross-functional team, providing key medical input, in to design of electronic database to more accurately capture scale and scope of MSL off-label interactions with external customers. Trained entire MSL team to use of new database.

Accomplishments : Over 12-month period, drastically reduced the number of interactions with SOP / DOP deficiency from 48% to 8%, thereby significantly reducing corporate risk exposure.

- Formal Management Training
 - Foundations of Leadership (Center for Creative Leadership ; 2010)
 - Executive Coaching (Valerie Gilford, Rensselaer Polytechnic Institute; Oct 2011-April 2012)
 - Emotional Intelligence in The Workplace (April 2013).
- Management Responsibilities
 - Conduct quarterly audit to analyze off-label MSL interactions to ensure compliance with business unit and corporate SOPs and DOPs.
 - Manage annual Office of Medical Affairs journal club.
- Promoted to Sr. Principal Medical Science Liaison in June 2011.
- Finalist in 2011 for Director position overseeing management of field-based MSL team (8).
- Leadership
 - Mentored / trained newly-hired MSLs (3).

Reliant Pharmaceuticals (500-1000 Employees) 2006- 2008

Reliant Pharmaceuticals is a privately-held company with products in the cardiovascular therapeutic space (hypertension, dyslipidemia, arrhythmia). Efforts centered on support of flagship product Lovaza, a highly concentrated prescription form of Omega-3 ethyl esters, indicated for patients with severe hypertriglyceridemia.

Managed Markets Medical Science Liaison (5/07-2/08)

- Promoted to position after one year with company.
- Cross-Functional Teams
 - Collaborate extremely closely with Area Directors and National Account Managers to advance organizational objectives for entire portfolio of products within seven (7) strategic accounts : MEDCO, Highmark, BCBS of Mass, Cigna, Empire BCBS, HIP, and Pharmacare.
- Identify, establish, and nurture relationships with key clinical thought leaders (Dir. of Pharmacy, Medical Director, CMO, Clinical Pharmacists) within MCO accounts.
- Presentation Skills
 - Responsible for presenting *Lovaza* clinical overview to managed market clients in coordination with managed care account executive.

Accomplishments : Successfully made 13 clinical presentations to 9 managed care organizations, achieving formulary status placement of product with multiple managed market accounts.
- Performance Development
 - Completed advanced course in Pharmacoeconomics Modeling and Outcomes Research at University of Arizona School of Pharmacy in August 2007.

Medical Science Liaison (5/06-5/07)

- Establish and nurture relationships with 30 national, regional, and local key opinion leaders (CDs, Endo, PCPs, IDs) focused on hyperlipidemia.
- Leadership
 - Serve as training mentor to newly-hired MSLs (2).
- Investigator-Initiated Trials
 - Continuously engage KOLs in discussion regarding investigator-initiated trial (IIT) proposals , forwarding grant requests and protocol summaries (list furnished upon request) of those aligned with corporate interest.

Accomplishments : Successfully submitted 9 protocols with grant requests, achieving funding for 5.

Science Oriented Solutions 2003-2006

Science Oriented Solutions (SOS) is the leading contract medical organization for medical affairs, specialty sales, and medical science liaison services.

NitroMed : Heart Failure Medical Science Liaison (11/04-4/06)
200-400 Employees

- KOL Engagement / Advocacy Development
 - Heart failure key opinion leader development (~20) within academic teaching hospitals in Boston, Mass.
 - Provided medical and scientific information at National and International conferences to address physician inquiries re: African American Heart Failure Trial (AHeFT) and AHeFT sub-set data.
- Advisory Boards
 - Clinical data presentations,
 - Lead / facilitation of physician breakout sessions.
- Speaker Bureaus
 - Responsible for identification, training, and development of 42 local, regional, and national speakers for BiDil promotional programs.
- Presentation Skills
 - Presentation of AHeFT clinical data and pharmacoeconomic data/model to numerous HMOs/MCOs.
- Medical Communications
 - Provided scientific support and formulated communication materials for sales & marketing personnel re: quality of life changes in major heart failure trials

Glaxo SmithKline 4/03-11/04
HIV Clinical Liaison

Sankyo Pharma 7/00-4/03
Senior Pharmaceutical Sales Representative

Abbott Laboratories, Inc./Ross Products Division 10/89-3/00
Integrated Health Systems Account Manager (1/97-3/00)
Academic Hospital Account Manager (1/93-12/96)

- - Selected by Regional Manager, National Director of Training to serve as in-house guest trainer (4x / yr) and field-based mentor to newly hired sales representatives.

Medical Nutritional Territory Representative (10/89-12/92)

Education

M.Sc.(Clinical Nutrition) : 1988 Tufts University (Medford, Mass).

B.S. (Pre-Med/Clinical Nutrition) : 1986 University Of Massachusetts (Amherst, Mass).

Publications

Auclair GR et al. "Nutritional Management of Crohn's Disease". *Clinical Nutrition* 1989; 8(2): 65-75.

Professional Associations

Member (Professional Standing), American Heart Association

LinkedIn (<http://www.linkedin.com/in/gregauclair/>)