

Mona R. Shah, PharmD

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SUMMARY OF QUALIFICATIONS

- 6+ years experience as a technical specialist at two Fortune 500 companies, with an additional 9 years experience in clinical hospital setting
- Organized, focused, solutions-oriented achiever with a thorough understanding of advocacy, relationship development, communication and strategic decision making
- A skilled strategic thinker, able to plan and implement programs and initiatives that achieve organizational objectives
- Excellent written and oral communication skills with highly effective interpersonal competencies
- Hard working and results-oriented, successful in managing multiple projects simultaneously in a fast-paced environment

PROFESSIONAL EXPERIENCE

2017-Present

CONTINUUM MEDICAL COMMUNICATIONS, Huntersville, NC

Founder and Medical Writer

- Provided writing services to medical communication agencies and pharmaceutical companies

2008-Present

CAROLINAS HEALTHCARE SYSTEM, Charlotte, NC

Hospital Pharmacist

- Provided drug therapy recommendations and formulary alternatives to healthcare professionals
- Applied evidence-based medicine within pharmacy operations
- Established and maintained collaborative relationships with physicians, nurses, and other healthcare professionals
- Supervised pharmacy technicians regarding oral and IV medications to ensure safe and efficient verification and delivery of medications
- Monitored patient drug therapies and provided accurate and appropriate drug information

2003-2008

PROCTER & GAMBLE PHARMACEUTICALS, Cincinnati, Ohio

Senior Medical Science Liaison (2005-2008)

Medical Science Liaison (2003-2005)

- Established support with key opinion leaders by identifying areas of interest and disseminating relevant scientific and technical data
- Successfully presented technical data to > 200 physician customers that led to improved insight regarding pharmacologic decisions and intervention
- Engaged colleagues in discussions regarding organizational culture and opportunities for change through work on the Culture Team –worked to implement several initiatives leading to improved understanding and communication
- Collaborated with internal and external contacts regarding scientific education and research
- Organized medical education opportunities for health care professionals
- Identified opportunities for regional collaboration with key researchers
- Collaborated with regional organizations to enhance medical-bridge programs and implement disease state awareness programs and educational initiatives
- Provided training to new hires proportionate to clinical data and job execution
- Mentored new hires through training and development opportunities

**PROFESSIONAL
EXPERIENCE
(CONT.)**

2002-2003

ELI LILLY AND COMPANY, Indianapolis, Indiana

Visiting Scientist, U.S. Regulatory Affairs – Brand Teams

- Provided regulatory guidance to cross-functional brand teams for activities during pre-approval, launch, and post-approval timeframes
- Monitored external DDMAC and other FDA activities and applied to Brand Team strategy decisions
- Drafted communications to DDMAC surrounding promotional submissions

2002-2003

KROGER PHARMACY, Indianapolis, Indiana

Relief Pharmacist

- Counseled patients presenting with new prescriptions
- Conducted medication reviews to assess drug therapy
- Managed pharmacy staff to ensure efficient workflow

2001

THE MATTSON JACK GROUP, St. Louis, Missouri

Intern, Pharmaceutical Science and Technology Division

- Created proposals and final reports for various pharmaceutical companies
- Worked with a multidisciplinary team to optimize client needs
- Presented project results to colleagues and clients

1997-1998

ECKERD DRUGS, Chapel Hill, North Carolina

Pharmacy Intern

- Counseled patients with new prescriptions
- Dispensed and organized prescriptions
- Handled patient transactions and balanced cash drawers

1997

FIRST DATA CORPORATION, Charlotte, North Carolina

Customer Service Representative

- Utilized interpersonal skills and negotiating techniques to resolve customer concerns
- Received no negative call evaluations throughout summer

**TEACHING
EXPERIENCE**

2002-2003

BUTLER UNIVERSITY, Indianapolis, Indiana

Adjunct Faculty, School of Pharmacy

- Educated students on principles of drug development
- Employed creative exercises surrounding principles of promotional regulations
- Developed course objectives for syllabus and exam questions

2000-2001

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Teaching Assistant, Pharmaceutical Care Labs

- Supervised student compounding of medications
- Instructed students in weekly drug information exercises
- Developed pharmaceutical calculation exam

**RESEARCH
EXPERIENCE**

2000-2001

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Pharmacy Research Assistant

- Interviewed patients concerning medication therapy
- Assessed patient literacy levels
- Answered pharmacist and patient questions

1995

CAROLINAS MEDICAL CENTER, Charlotte, North Carolina

Research Assistant

- Collected and organized data eventually published in research journal
- Presented findings of research study to physicians
- Assisted in preparation of lab samples and physical examinations on research subjects

EDUCATION

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL
SCHOOL OF PHARMACY

Doctor of Pharmacy with Highest Honors and Highest Distinction, May 2002

**CLERKSHIP
EXPERIENCE**

Pediatrics (April 2002)

Drug Information (March 2002)

Surgery (February 2002)

Infectious Diseases (January 2002)

Ambulatory Care (November 2001)

Advanced Community Rotation (October 2001)

Pharmaceutical Industry – Sales and Marketing (September 2001)

General Internal Medicine (August 2001)

Advanced Hospital Rotation (May 2000)

Introduction to Community Pharmacy (July 1999)

Introduction to Hospital Pharmacy (July 1999)

PRESENTATIONS

Opportunities for Pharmacists in Industry (Spring 2006)

University of North Carolina at Chapel Hill School of Pharmacy

Female Sexual Function and Dysfunction (Fall 2005)

Charlotte Sexual Health

Regulatory Reform (Spring 2003)

Butler University School of Pharmacy

Regulatory Compliance (Spring 2003)

Butler University School of Pharmacy

Regulatory Compliance and Good Promotional Practices (Spring 2003)

Eli Lilly and Company

The Influence of Patient's Native Language on Physician-Patient Communication about Medications – Honors Project Results (Spring 2002)

University of North Carolina at Chapel Hill School of Pharmacy

Bioequivalence of Branded Generic Warfarin Product – Implications in Patient Care (Spring 2002)

Wake Forest University Baptist Medical Center

Osteoporosis Prevention and Treatment – New Therapies (Fall 2001)

Wake Forest University Baptist Medical Center

The Use of Synercid® in VRE Infections – Case Presentation (Fall 2001)

Wake Forest University Baptist Medical Center

**PRESENTATIONS
(CONT.)**

The Future of Pharmacists – Not Just Counting Pills Anymore (Summer 2001)
The Mattson Jack Group, St. Louis, Missouri

Community Acquired Pneumonia – Diagnosis and Treatment (Spring 2001)
University of North Carolina at Chapel Hill School of Pharmacy

The Influence of Patient’s Native Language on Physician-Patient Communication about Medications – Honors Project Proposal (Fall 2000)
University of North Carolina at Chapel Hill School of Pharmacy

Pharmacist Competency Assessment (Spring 2000)
University of North Carolina at Chapel Hill School of Pharmacy

Echinacea - A Cure for the Common Cold? (Spring 1999)
University of North Carolina at Chapel Hill School of Pharmacy

The Biochemistry of Azidothymidine (Spring 1999)
University of North Carolina at Chapel Hill School of Pharmacy

Over the Counter Antihistamine and Decongestant Use (Fall 1998)
University of North Carolina at Chapel Hill School of Pharmacy

Recombinant Bone Morphogenetic Protein Use in Canine Bone Fusion (Summer 1995)
Carolinas Medical Center, Charlotte, North Carolina

PROJECTS

Influence of Native Language on Communication about Medications (Summer 2000-2002)
Honors Research Project
University of North Carolina at Chapel Hill, Chapel Hill, North Carolina
Advisor: Dr. Betsy Sleath, R.Ph., PhD

- Identified key research questions through discussion and literary search
- Created coding tools and forms for analysis of research questions

Monday Morning Lecture Series (Spring 1999)
Kerr Drug Enhanced Pharmaceutical Care Center, Chapel Hill, North Carolina
Advisor: Rebecca Chater, R.Ph., MPH, FAPhA

- Organized monthly themes for lecture series participants
- Contacted local health professionals to arrange speakers for series

HONORS

Pearls and Prizes Recipient and Presenter, National Meeting
Professional and Scientific Relations Outstanding Outcome Award
Professional and Scientific Relations Team Excellence in Execution Award
National Merit Scholarship
Cameron Morrison Merit Scholarship
First Union Corporation Merit Scholarship
General Electric Corporation Merit Scholarship
George T. Cornwell Pharmacy Merit Scholarship
A.H. Cornwell Pharmacy Merit Scholarship
J. Barnwell and Mary Blair Allison Pharmacy Merit Scholarship
Pharmacy Honors Program – Outstanding Honors Paper
Pharmaceutical Policy and Evaluative Sciences Departmental Award
ASHP Leadership Award
Dean’s List - all eligible semesters

**PROFESSIONAL
ORGANIZATIONS**

American Society of Health-System Pharmacists
North Carolina Association of Pharmacists
American Pharmaceutical Association
Rho Chi National Pharmacy Academic Honor Society

**LEADERSHIP
EXPERIENCE**

Carolina Association of Pharmacy Students (1999-2001)
Co-Chairperson, Board of Trustees
Board of Trustee Member, Professional Development
UNC School of Pharmacy Senate, Member (1999-2001)
UNC School of Pharmacy Class Secretary/Treasurer (1999-2000)
Carolina Contact Program, Planning Committee (1998)
UNC Emerging Leaders Program (1997-98)

**COMMUNITY
SERVICE**

Alpha Phi Omega Service Fraternity
Hurricane Floyd Disaster Relief Work - Repackaging Supplies
Frank Porter Graham Elementary School – volunteer tutor

ACTIVITIES

Procter and Gamble Campus Recruiter
Women's Auxiliary Network
Pharmacy Legislative Day Participant
University Tour Guide
WXYC Campus Radio Staff

REFERENCES

Available Upon Request