

EDWARD J. HESTERLEE

OBJECTIVE

To contribute to the overall success of progressive, growth-oriented organizations, utilizing my experience in a multi-national pharmaceutical company and my diverse background in the healthcare industry.

SUMMARY OF QUALIFICATIONS (RECENT)

2007 – Present University of Arkansas for Medical Sciences College of Pharmacy

Associate Professor in Pharmacy Practice

This is a part-time academic appointment with a variety of responsibilities, including:

- Instruction for an elective course in *Relationship Marketing for Success*
- Support for the College's development activities in the areas of relationship development with the pharmaceutical industry and its related partners.
- Coordination activities related to the Dean's Advisory Council for the College.
- Coordination activities related to a student mentorship program utilizing members of the Dean's Advisory Council.
- Providing miscellaneous resource support in areas related to the pharmaceutical industry, the manufacture and distribution of medicinal narcotics, entrepreneurial leadership activities and courses.

1999 - 2008 Mallinckrodt, Inc. St. Louis, Missouri (became Covidien Healthcare, July 2008)

Director, Market Development

Market Development works to enhance the image of the Mallinckrodt Pharmaceutical Dosage Products Division by building relationships with community and institutional pharmacy and trade markets, educators, allied healthcare professionals and the professional organizations that represent these customers. Support will be provided to these market segments through targeted programs designed to meet their business and professional needs, while enabling them to provide superior education, product and service to the patients and customers they serve. These activities will create long-term, strategic relationships with these customers based on value-added service offerings that accompany the product offerings of the business. These relationships will add value to Mallinckrodt, resulting in substantially increased customer satisfaction and a competitive advantage that encourages those customers to want to do business with Mallinckrodt.

This position is responsible for the effective coordination and management of the resources necessary to create and manage the media based aspects of the Departments responsibilities. In addition, the incumbent will play a significant role in the management of any educational efforts and programs that are developed. The incumbent will also coordinate and manage various market research focused activities in support of the Departments efforts.

Market Development has responsibility for strategic and tactical processes relating to three functions in the support of Divisional and Corporate objectives:

1. Professional and Trade Relations: developing, preserving and strengthening customer relationships.
2. Convention Services: coordination and management of all convention and trade show related activities.
3. Marketing Communications: graphic design & production, advertising, promotion, education and market research.

The impact of these responsibilities, when performed effectively, is a competitive advantage for Mallinckrodt that encourages customers to want to do business with the Company. In the context of Market Development, customer is identified as either internal or external, and can be global in nature.

WORK EXPERIENCE (HISTORICAL)

1993 - 1999 Mallinckrodt, Inc. St. Louis, Missouri

Director, Professional Services

- ◆ Ensures the timely and accurate handling of customer complaints and inquires, through a direct staff.
- ◆ Provides, through a direct staff, innovative and proactive technical support to customers, which will enhance their use of our products and reduce the misuse of those products.
- ◆ Working with a direct staff, communicates with customers on non-routine technical problems and offers innovative solutions to those problems.
- ◆ Provides, through a direct staff, innovative and timely educational programming to customers which will enable them to maintain their continuing education accreditation necessary for licensure. This may also involve in-service programming at the customer site.
- ◆ Ensures, through a direct staff, the timely and accurate product training of sales representatives which will enable them to better communicate the benefits and values of those products to customers.

1990 - 1993 Marion Merrell Dow, Inc. Kansas City, Missouri

Director, Pharmacy Relations

- ◆ Responsible for enhancing the image of Marion Merrell Dow by developing, facilitating and maintaining a positive two-way communication with the Company's pharmacy and trade customers and

by identifying opportunities and developing programs that supported sales and marketing efforts with those customers.

1988 - 1990 Marion Merrell Dow, Inc. Kansas City, Missouri

Manager, Pharmacy and Trade Relations

- ◆ Managed a wide range of relationships with diverse and complex classes of pharmacy trade. This allowed for the achievement of customer relation's objectives for different trade classes. Also responsible for developing and maintaining an effective communication process among other corporate executives for topics of common interest and relating to the Company's pharmacy customer and pharmacy associations, both state and national.

1985 - 1988 Marion Laboratories, Inc. Kansas City, Missouri

Manager, Medical Information

- ◆ Responsible for the management and supervision of a Department providing technical and clinical support between the Company and its' customers concerning any or all marketed or clinical trial products.

1981 - 1985 Marion Laboratories, Inc. Kansas City, Missouri

Senior Staff Scientist

- ◆ Responsibilities included the creation of a Product Surveillance Department. This department oversaw the gathering and dissemination to healthcare professionals and the lay public of technical material generated by the Corporate Medical Department. Additionally, the management of a data storage, retrieval, evaluation and reporting system for adverse reactions on investigational and marketed drugs was a responsibility of this position.

1979 - 1981 Marion Laboratories, Inc. Kansas City, Missouri

Senior Clinical Research Associate & Team Leader

- ◆ Responsibilities included the development and implementation of clinical programs and for monitoring clinical research studies.

1974 - 1983 Self Employed Kansas City, Missouri

Medical-Legal Consultant

- ◆ Private consulting activities dealing primarily with pharmacology related medical-legal issues. Also involved developmental activities associated with the implementation of clinical pharmacy services in a community healthcare center.

PROFESSIONAL MEMBERSHIPS

- ◆ Arkansas Pharmacy Association
- ◆ American Association of Colleges of Pharmacy
- ◆ American College of Apothecaries

REFERENCES

Available on request.

INTERESTS AND ACTIVITIES

- ◆ Golf
- ◆ Reading
- ◆ Hiking
- ◆ Boating

VOLUNTEER EXPERIENCE (*PAST & CURRENT*)

- ◆ *Boy Scouts of America (Cubmaster, OA, Asst. Scoutmaster)* - 9 yr.
- ◆ *Missouri State Board of Pharmacy (Distributors Committee)* - 6 yr.
- ◆ *Advisory boards for colleges & universities (Board Member)* - 6 yr.
- ◆ *United Way Site Chairman / Co-Chairman* - 2 yr.
- ◆ *Education Reviewer for ACPE* - 3 yr.
- ◆ *American Association of Colleges of Pharmacy (Board)* - 5 yr.
- ◆ *College of Pharmacy Dean's Council – UAMS* - 3 yr.
- ◆ *University of Missouri-Kansas City (Deans Advisory Board)* - 17 yr.
- ◆ *School of Pharmacy Dean's Council – UOP* - 5 yr.
- ◆ *School of Pharmacy Dean's Council – U Miss* - 3 yr.

PUBLICATIONS

1. "Current Therapeutic Concepts" written for the *Newsletter of the Missouri Society of Hospital Pharmacists*:

- ◆ “Heparin by Continuous Intravenous Infusion.” October, 1975.
 - ◆ “The Management of Diabetic Ketoacidosis by Constant Intravenous Insulin Infusion,” December, 1975.
 - ◆ “Chemoprophylaxis in Tuberculosis,” February, 1976.
 - ◆ “Syphilis-CC Recommended Treatment Schedules - Part I” June, 1976.
 - ◆ “Syphilis-CC Recommended Treatment Schedules - Part II” August, 1976.
2. “Ambulatory Pharmacy Practice - TMC Style”, *Pharmacy Practice*, 3:1, January, 1978.
 3. McGraw BF, Hesterlee EJ, Lanza FL, Tesler MA: In-Vivo and In-Vitro Testing of Potential Antacid Properties of Sucralfate (Abstract), *Clinical Research*, 28:718A, October, 1980.
 4. Hesterlee EJ, Hollander DH: A Multicenter, Double-Blind Trial of Sucralfate in Duodenal Ulcer Therapy (Abstract), *Clinical Research*, 28:724A, October, 1980.
 5. McGraw BF, Hesterlee EJ, Gitomer SL, Hollander DH: Does Basic Aluminum Sucrose Sucralfate Affect Blood Coagulability?, *Research Communications in Clinical Pathology and Pharmacology*, 30:373-376, 1980.
 6. Hesterlee EJ, Hollander DH, Humphries TJ: A Multicenter, Endoscopically Controlled, Double-Blind trial of Sucralfate in Duodenal Ulcer Therapy, *Journal of New England Endoscopy Society*, January, 1981.
 7. McGraw BF, Hesterlee EJ, Lanza FL, Tesler MA: In-Vitro and In-Vivo Evaluations of a Tableted Antacid and Sucralfate, a New Antiulcer Agent, *Journal of Clinical Pharmacology and Therapeutics* (Abstract), March, 1981.
 8. McGraw BF, Hesterlee EJ, Lanza FL, Tesler MA: In-Vitro and In-Vivo Evaluations of a Tableted Antacid and Sucralfate, a New Antiulcer Agent, *Am J of Gastroenterology*, 76(5):412-415, 1981.
 9. Hurwitz A, Robinson RG, Sheridan M, Quigley M, Hesterlee EJ, Gitomer S: Prolongation of Gastric Emptying by Sucralfate in Man, *Gastroenterology* (Abstract), 82:1088, 1982.

10. Quigley M, Hurwitz A, Robinson RG, Sheridan M, Hesterlee EJ, McGraw BF: Prolongation of Gastric Emptying by Sucralfate in Man, ***Drug Intelligence and Clinical Pharmacy*** (Abstract), 16:479, January, 1982.
11. Hesterlee EJ: Making Use of Publicity to Benefit a Pharmacy's Image, ***Drug Topics***, 66-68:May 20, 1991.
12. Hesterlee EJ: Effective Patient Counseling - Making the Connection, ***Drug Topics***, Submitted August 1992.
13. Hesterlee EJ: Effective Patient Counseling - Breaking the Barriers, ***California Pharmacist***, Submitted September 1992.
14. Hesterlee EJ: Counseling Success Using Written Materials, ***American Druggist***, Submitted October 1992.
15. Hesterlee EJ: Setting Objectives for A Successful Counseling Program, ***Michigan Pharmacist***, December, 1992.
16. Hesterlee EJ: Turning Noncompliance into Compliance, ***Pennsylvania Pharmacist***, December, 1992.
17. Hesterlee EJ: Brushing Up on Your Customer Service Skills, ***Florida Pharmacist***, November, 1991.
18. Hesterlee EJ: Improving Employee Relations, ***Iowa Pharmacy Journal***, May, 1992.
19. Hesterlee EJ: Making Use of Publicity to Benefit a Pharmacy's Image, ***Drug Topics***, May 20, 1991.
20. Hesterlee EJ: Crossing the Bridge to a Better Profession, ***Pharmacy Times***, October, 1991.
21. Hesterlee EJ: Marketing Communication: Your Prescription for Better Business, ***Missouri Pharmacist***, November 1991.
22. Hesterlee EJ: A Pharmacist's Guide to Marketing, ***Florida Pharmacy Today***, December 1991.
23. Hesterlee EJ: Building a Better Profession, ***Missouri Pharmacist***, December 1991.
24. Hesterlee EJ: Texas Partner News: Your Prescription for Better Business, ***Texas Pharmacy***, January 1992.
25. Hesterlee EJ: How to Get Customer Feedback, ***Pennsylvania Pharmacist***, Submitted July 1993.

26. Hesterlee EJ: Counseling to the Care Provider, *Massachusetts Pharmacist*, Submitted July 1993.
27. Hesterlee EJ: Keeping Your Options Open, *Pharmacy West*, September 1993.

CLINICAL RESEARCH REPORTS:

1. Kirkham DJ, Quigley MA, Hesterlee EJ, McGraw BF: Sucralfate in the Treatment of Duodenal Ulcer Disease: A Multicenter Double-Blind Study Using Placebo as the Reference Agent, Marion Laboratories, Inc., February 1981.
2. Quigley MA, Hesterlee EJ, McGraw BF: An Evaluation of the Effects of Sucralfate on Gastric Emptying in Normal Volunteers, Marion Laboratories, Inc., June 1981.