

Paul Jeffrey, M.B.A. Board member

Former Vice President, New Product Development & Commercialization, Pfizer

Mr. Paul Jeffrey is an experienced business executive and advisor with over 35 years of pharmaceutical research, product development, marketing and business development experience. As vice president of early commercial development at Pfizer, he was responsible for commercial development of the entire portfolio of Rx pipeline products in Primary Care. Paul directed teams that completed therapeutic strategies, new product evaluations and marketing plans for new products in cardiovascular, metabolic/diabetes, neuroscience, pain, allergy/respiratory and women's health. He led global product teams responsible for commercial valuations, competitive assessments, forecasts, marketing plans and budgets.

Paul was also a key player on many Pfizer business deals ranging from licenses to partnerships to acquisitions. His responsibilities included deal design, negotiation and post close implementation. Examples include deals with Eisai (Aricept); Medivation (dimebon) and BMS (Eliquis). Paul was the global marketing leader for the cardiovascular and metabolic/diabetes products including Lipitor, Caduet and Eliquis. He was also a member of the teams that crafted key development strategies for multiple highly successful Pfizer products including Diflucan, Vfend, Selzentry, Geodon, Zyrtec, and Champix.

For the past several years he has provided consulting and advisory services to several biopharma companies including Quantex Laboratories, Excaliard, Oligomerix, Pozen and BusStim. Prior to joining Pfizer, Paul was a chemist at Schering and in research administration with Merck. He earned an MBA from New York University, MS in Organic Chemistry from MIT and BS in chemistry from Carnegie Mellon University.