

**David R. Gaugh**  
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### **Objective**

An executive leadership position that will allow me to use, and continue to advance, my proven skills and abilities for development and execution of strategic initiatives related to leading edge pharmaceutical healthcare services and programs.

### **Qualifications**

A professional with over 25 years of senior leadership experience in strategic planning and execution in the areas of pharmaceutical product development, regulatory affairs, business development, marketing and sales; as well as, project management, financial management (P & L), contract management, quality initiatives, and interpersonal dynamics to include, personal management and relationship and consensus building with key stakeholders.

### **Business Experiences**

#### **Sr. Vice President, Sciences, Regulatory and International Affairs – AAM 2012 to Present**

- Team Leader and consensus builder for internal and external stakeholders for all aspects of the science, regulatory and international professional liaison functions between AAM (Association for Accessible Medicines) member companies and agencies of the U.S. Governments (HHS, FDA, DEA, Dept. of Commerce, USTR, etc.) and the U.S. Legislative bodies. Also, the Team Leader for these international activities as they translate to Foreign Agencies and Legislative bodies.

#### **General Manager – Bedford Laboratories**

**2005 to 2012**

- Team Leader for all aspects of the company's generic injectable pharmaceutical business. This includes all business development, regulatory, marketing and sales responsibilities with full P & L accountability for a \$500 million book of business (budgets met or exceeded expectations every year). Additional responsibilities include strategy and execution for product development, in and out licensing, partnerships for emerging products and markets and sourcing activities, both U.S. and International focus. Other responsibilities included oversight for manufacturing, quality and distribution, for Bedford products. A key factor to these responsibilities is a keen focus on external relationship and consensus building, and internal team building for a 175-member staff. This has led to numerous successes.

**Vice President, Marketing and Business Development – Bedford** **2002 to 2005**

- Team leader with responsibility for a 100-member team with regards to all aspects of business development, marketing and national accounts functions and programs. This included the strategy and execution for developing products (at least 12 new ANDA's per year), initiating contracts for sales (long term contracts existed with all group purchasing organizations and wholesalers/distributors) and successfully marketing products for a \$300 million book of business (all budgets met or exceeded expectations).

**Senior Director, Pharmacy Contracting and Marketing – VHA/Novation** **1999 to 2002**

- Team leader with responsibility for a 25-member team for the Pharmacy Contracting and Marketing Unit's programs. This included responsibility for strategic planning and execution of the development, negotiation and maintenance of over 140 contracts with pharmacy manufacturers and wholesalers/distributors. Once these contracts were executed additional responsibilities included financial management (P & L), business development and marketing for an extensive portfolio of both brand and generic pharmaceutical products with values of over \$7.9 billion in pharmaceutical sales.

**Director, Oncology/Dialysis Clinical Markets – VHA/Novation** **1997 to 1999**

- Team leader for the Oncology and Dialysis Clinical Market's programs. This included responsibility for directing the development, implementation, marketing and maintenance of oncology and dialysis contract commitment programs. These programs delivered unique value, both financial and clinical, to committed VHA/Novation member healthcare organizations through key initiatives developed with strategic supply partners.

**System Director of Pharmacy - Saint Luke's Health System** **1992 to 1997**

- Team leader for developing and executing Pharmacy operating unit strategic plans and budgets. This included responsibility for a 110-member team of pharmacy professionals and financial management (P & L) for a \$75 million book of business (all budget years met or exceeded budget expectations). Overall responsibilities included the development, implementation and delivery of all pharmacy services (financial, operational and clinical) in accordance with federal and state agencies rules, regulations and standards for all owned and affiliated hospital pharmacies (a six-hospital system). Additional responsibilities included salaries and supplies budgets for the operating units, development and implementation of clinical services that demonstrated cost savings of \$1.0 million annually, and implementation of a new information technology system resulting in increased services and increased efficiencies for the department.

**Director of Pharmacy - Saint Luke's Hospital** **1987 to 1992**

**Assistant Director - Saint Luke's Hospital** **1984 to 1987**

## **Academic Qualifications**

### **Pharmacy Degree**

University of Wyoming School of Pharmacy

## **Additional Education**

### **Executive education courses;**

Auburn University College of Business

University of California, Los Angeles, Anderson School of Business

Southern Methodist University, Cox School of Business

University of Michigan, Ross School of Business

## **Boards and Professional Organizations**

American Society of Health-System Pharmacists Foundation – Board of Directors

American Foundation for Pharmaceutical Education – Board of Directors

U.S. Pharmacopeial Convention – Council of Convention

## **Licensure**

Licensed in Missouri and Kansas

References available on request