

Resume Sample, PharmD, MBA, MS Pharm

Montville, NJ | 973.270.1777 | rebecca@thejobgirl.com | [LinkedIn.com/in/RebeccaHenninger](https://www.linkedin.com/in/RebeccaHenninger)

Field Medical Affairs Leader

Translating Science into Strategy to Accelerate Access & Adoption | Biotech & Pharma

Servant Leader known for building industry-leading field medical teams with leadership grounded in humility, vision, and service. Known for transforming talent into high-performing, trusted partners who set the standard—delivering access wins, elevating cross-functional collaboration, and leaving a legacy of excellence in both people and outcomes.

Highlights of Value Delivered in Field Medical Leadership

- **Track record of impact includes 7 product launches** at large pharma, midsize, and biotech environments.
- **Experience spans entire product lifecycle from Phase 2 to launch and LoE.** Expertise in RNAi/rare disease, oncology, cardiology, metabolic, and critical care medicine.
- **Developed and executed US launch strategy for BRAND®** that exceeded KPIs and supported achievement of 80%+ 1st-line US market access in highly competitive and price-sensitive patient landscape.

Career History

PHARMACEUTICALS, Cambridge, MA

Global biopharma, pioneer in RNAi therapeutics

Senior Director, Medical Outcomes Science Liaison (MOSL) • 2021 – Sept 2025

Built high-performing payer and health system MOSL team that exceeded all KPIs for pre-approval and post-approval objectives. Played integral role in commercial success of RNAi portfolio by defining clear goals and success metrics that underpinned transparent processes enabling seamless coordination across US commercial, medical, and US market access. Set vision and strategy for field medical teams aligned with overarching strategic imperatives and held full accountability for people and budget management, including performance, coaching, recruiting, and training.

- **Led team in flawless execution of scientific strategy resulting in formulary access for BRAND®** in ~200 priority health systems through highly effective engagement with healthcare providers and decision-makers.
- **Drove expansion of 1st-line access for BRAND®**; over 80% of patient population covered across commercial and Medicare lines of business in just 3 months.
- **More than doubled team size in < 18 months as organization readied for most significant launch in its history**, recruiting and retaining top-tier talent and crystallizing cohesive execution through clarity of vision.
- **Fostered trusted relationships internally**, coaching team to become “5-star, white-glove” service providers for internal stakeholders, which established foundation for exceptional pre-, during, and post-launch collaboration.
- **Directed team in aligning scientific narrative to overarching commercial objectives.** Connected field medical priorities to broader strategic imperatives and modeled best practices for socializing challenging data.
- **Played integral role in 3X “best in class” recognition by Health Industry Research Center (HIRC)**, ranking above or equivalent to teams at larger, more established peers.

Director, Medical Outcomes Science Liaison • 2020 – 2021

Partnered with payers, providers, and internal teams to secure broad formulary access for RNAi therapies for ultra-rare disease indications, including BRAND®, BRAND®, and BRAND®. Engaged IDNs, MCOs, SPPS, PBMs, and other payer stakeholders. Leveraged real-world evidence, clinical expertise, and field insights to optimize payer, streamline coverage decisions, and drive rapid adoption across priority health systems.

- **Enabled accelerated and expanded access to RNAi therapies** via evaluation of clinical trial data for alignment with medical policy criteria and close coordination with health plans on revising criteria to prevent access issues.
- **Shaped real-world evidence (RWE) insights** to inform clinical and payer decision-making.
- **Drove formulary access for BRAND®** through targeted outreach and collaboration with healthcare systems and payers, ensuring patients with primary hyperoxaluria type 1 have access to life-changing therapy.

Associate Director, Medical Outcomes Science Liaison • 2018 – 2020

Recruited ahead of BRAND® (drug name) launch as 1 or 3 founding team members. Served as trusted thought partner in building out foundation for MOSL team, including development of medical strategy, playbook, and toolkit for national / regional payers and health system stakeholders. Validated clinical content, advised on dossier development, and supported access strategy for managed care/formulary decision-makers.

- **Increased patient access to BRAND®** via implementation of strategy that led to revised biopsy and prescriber requirements across health plans and PBMs including Cigna/ESI, multiple regional blues, and Magellan Rx.
- **Led collaboration with market access colleagues on competitive heat map** that uncovered key areas of focus for policy efforts for access wins in US market.
- **Appointed interim US Medical Director for BRAND®** during 6-month stretch assignment concurrent to regular role; developed strategy for US medical affairs, including field liaison teams – both MSL and MOSL.

PHARMACEUTICAL CORP., Indianapolis, IN

Innovating life-changing medicines via science & compassion

Regional Health Outcomes Liaison, Oncology • 2015 – 2018

Rapidly got up to speed in new therapeutic area, delivering value through strategic medical and scientific engagement with regional commercial payers and IDNs. Fostered rich engagement among KOLs and population health leaders as last line of access in highly complex and competitive oncology space.

- **Played key role in launch success of BRAND®** against competitive headwinds; mitigated access barriers through delivery of clear, evidence-based value justifications to payers.
- **Presented justification for HOL role to executive team** and proved efficacy via creation and quarterly distribution of HOL insight report. Developed RWE training to educate internal stakeholders on HOL function.
- **Fostered collaboration between payer and other external stakeholders** with R&D scientists that resulted in co-authored publication and 2 ASCO abstracts.

PHARMA CORP., Parsippany, NJ

Global biopharma advancing next-gen therapies in oncology & beyond

Senior Health Outcomes Liaison • 2014 – 2015

Developed relationships with managed care stakeholders, healthcare coalitions, hospitals, physicians, and employer groups in territory that spanned entire Mid-Atlantic and Southeastern US, as well as Puerto Rico. Appointed area group lead for metabolic therapeutic advisory group; led team of 4 MSLs in critical deliverables for Welchol for hyperlipidemia.

Senior Medical Science Liaison • 2011 – 2014 / Medical Science Liaison • 2008 – 2011

Initiated, cultivated, and managed KOL relationships to become go-to resource for clinical and interventional cardiologists throughout region covering DC, MD, VA, and WV. Built advocacy for portfolio and translated field medical feedback into actionable insights for commercial and R&D colleagues. Promoted to senior MSL.

Education

MBA – University, Monville, NJ (2017)

MS in Pharmacy, Applied Pharmacoeconomics – University, Montville, NJ (2015)

Post-Doctoral Fellowship, US Medical Affairs – University, Montville, NJ (2005)

PharmD / BS – University School of Pharmacy, Montville, NJ (2004 / 2000)