

ROBERT DEMING

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MANAGEMENT PROFILE

Multifaceted career with unique blend of technical and business acumen.

Proven ability to align technical solutions with business needs.

20 years experience at three major pharmaceutical companies.

Solutions-oriented executive-level manager with demonstrated experience satisfying the demands of complex projects, developing innovative systems, providing technical expertise, and formulating multi-year strategies to mutually support both business and technical objectives. Offer strong combination of business and technical expertise, ensuring steadfast project management from development of initial concept through design and implementation of solutions. Utilize broad mix of technical and business-based skills encompassing concrete knowledge of key technologies to streamline design, development, and implementation functions. Skilled project leader; able to provide critical roadmap to leverage available and emerging technologies in order to create innovative business solutions.

Technical and Management Strengths:

- Project Management
- Internal Systems & Control
- Team Building & Leadership
- Systems Design & Development
- Requirements Assessment
- Technical Infrastructure
- Process Improvements
- Strategy Development
- Budget Management

PROFESSIONAL EXPERIENCE



Director / Project Leader, Project and Pipeline Management (2010-Present)

Provide central leadership, coordination and support for major improvement initiatives within Merck R&D's drug project management group. Served as PMO Co-Lead for a \$25M multi-year initiative focused on optimizing project execution through an integrated collection of SharePoint sites, standardized Microsoft project platform and adoption and integration of SAP for R&D financials.

Director, External Services (2009-2010)

Directed all aspects of IT department supporting externally facing functions within Merck R&D including Licensing, Competitive Intelligence and Scientific Affairs. Developed and administered External Services budget of \$11M. Enhanced process and technology (Siebel CRM) responsible for the identification, tracking and planning of future engagements with Scientific and Key Opinion leaders.

Director, Regulatory Services (2004-2009)

Directed all aspects of Regulatory Services IT department including document management, regulatory tracking, and collaborative portal systems for the Clinical and Regulatory areas within Merck. Developed and administered Regulatory Services budget of \$6M; maintained spend plan, detailed monthly outflows. Managed systems utilized to develop, evaluate, and approve major submission documents. Performed strategy development and implementation planning functions. Proactive member of various leadership teams across regulatory and clinical groups; interacted extensively with senior management from both IT and business sectors. Supervised 29 direct reports.

Associate Director, Project Management (2000-2004)

Held full accountability for IT project initiatives within the Project & Portfolio Management Department focused on all aspects of drug project management and resource planning for Merck Research & Development. Managed project planning including IT strategies, application architecture, resource allocation, budget administration, and IT project management. Spearheaded project to document changes to major business processes and provide business SOPs in the area of Capacity Management. Communicated project status, milestones, risks, and issues with senior management. Served as primary leader of both functional concept and implementation for management committee portals; provided expertise regarding long-term operational planning, headcount management, marketing interface meeting support, and capacity planning / management.

Manager, Bioprocess Information Systems (1998-2000)

Advanced to serve as Project Leader for large, cross-departmental suite of applications utilized to manage vaccine clinical trials. Led strategic system implementation meetings; managed application development lifecycle. Identified potential issues, delivered solutions, and produced detailed documentation. Supervised a group of 4-8 personnel in the support of Merck's Bioprocess Research & Development organization. Performed human resource functions; recruited personnel, scheduled assignments, and conducted portfolio planning.

Systems Consultant (1996-1998)

Served as Technical Lead for new application development within the MRL Applications Development Group. Collaborated with team members regarding distributed computing and object oriented technologies; developed comprehensive functional specifications focused on business and technical needs. Actively participated in development activities across diverse functional areas including basic research, preclinical, clinical, and regulatory.



Manager, Information Systems/ Manager, Applications Development

Primary technical resource for the worldwide development group; accountable for development of portfolio management and project tracking systems. Served as senior technical resource for the evaluation and implementation of groupware applications. Analyzed, designed, and implemented information systems targeted on team productivity and collaboration. Researched and recommended new technologies.



Technical Consultant

Working as a consultant through Howard Systems Intl., involved with the design and the development of a real-time automated material handling system. Responsibilities included database design, user interface design and implementation, bar code scanner control process, and inventory allocation routines



Programmer/Analyst

Performed all phases of program development for faculty research projects involving financial and statistical analysis. Supervised undergraduate students serving as Finance department computer consultants. Responsible for the generation of a quarterly financial publication and the maintenance of the corresponding software system

EDUCATION AND CREDENTIALS

