

January Program
WEDNESDAY, JANUARY 29, 2003

SPEAKER: Nash N. Marinovich, Ph.D.
Senior Director, Licensing & Development
Pfizer Inc.

TOPIC: Pfizer Co-Promote Deals

At this program, Dr. Marinovich will share his experiences on Pfizer's co-promote deals throughout their stages, and discuss keys for successful deal negotiation.

Dr. Nash Marinovich joined Pfizer R & D in Groton, Connecticut, in 1983, and subsequently moved to the Licensing & Development division in New York in 1988. Throughout his career in Pfizer's corporate licensing group, Dr. Marinovich has been involved in all phases of the licensing process, from search and evaluation of licensing candidates, to negotiation and closing of several major deals (risedronate, atorvastatin, celecoxib, tiotropium, and darifenacin sale). He was a lead L&D negotiator in the Warner Lambert Lipitor(tm) deal and the Spiriva(tm) deal with Boehringer Ingelheim, and was involved early on in discussions with Searle on Celebrex(tm).

Dr. Marinovich began his professional career as an Assistant Professor of Chemistry at The City College of New York and The Graduate School of the City University of New York, where he taught and conducted research in organic and medicinal chemistry as a recipient of various NIH, ACS and Research Corporation grants. Prior to beginning his teaching career, he was a Research Fellow at Cornell University in Ithaca, NY.