

Mary Argent-Katwala

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Highly effective professional in the healthcare industry. Analytical and strategic thinker with track record of promoting optimal business performance through planning, providing direction and improving quality. Proven leadership ability and management style that delivers outstanding results.

Healthcare Analysis Professional

- 9 years' experience in pharmaceuticals, biotechnology and medical devices
- 5 years' experience managing progressively larger teams
- Deep understanding of trends in global healthcare
- Highly empathetic manager and positive role model for talented diverse teams
- Demonstrated history of effective collaboration across organizations
- Established ability to coordinate people, information and resources
- Proven able to implement creative and practical action
- Resourceful and adaptive through periods of change

Expertise Includes

- Leadership
- Strategic planning
- Opportunity assessment
- Knowledge management
- Pharmaceuticals
- Biotechnology
- Medical devices
- Health statistics
- Oncology
- Cardiology
- Inflammatory diseases
- Epidemiology

Selected Career Accomplishments

Strategic Planning

- Helped grow total company revenue by 11% after 8% fall in the previous year before my arrival
- Rejuvenated a mature business unit by innovating, raising quality and streamlining production
- Built new capabilities to drive business performance with a new investment plan
- Visited clients in the United States, Japan and Europe to develop new opportunities, build relationships and elicit customer requirements
- Created a company-wide framework to quantify new business opportunities and foster innovation
- Introduced regular and ongoing analyst calls, webinars and podcasts to support marketing activities

Leadership

- Developed key people and created new areas of responsibility to support quality and excellence
- Recruited experienced individuals from diverse backgrounds to broaden team strengths
- Fostered development of therapeutic expertise for the whole analyst team with a knowledge management plan
- Led training to keep colleagues up-to-date with the latest research tools, resources and techniques
- Hired a dedicated information specialist to ensure effective internal knowledge sharing

Professional Experience

Decision Resources, Toronto, ON

Creating a new line of reports on orphan diseases and under-analyzed opportunities in the G7 pharmaceutical markets

2011–Present **Lead**, Niche Markets and Rare Diseases

- Identifying new business opportunities using client input and competitive intelligence
- Devising framework and publication standards for new product line
- Selecting target markets and individual titles to maximize potential revenue
- Performing quantitative and qualitative analyses to support client assessment of niche markets

Millennium Research Group, Toronto, ON

Directed the analyst team to develop depth of medical device industry knowledge and therapeutic expertise

2009–2011 **Vice President**, Therapy

- Managed a department of 40 people including analysts, production staff and managers
- Accountable for over \$5 million in revenue publishing 80 global market research reports
- Developed annual financial plans, monitored revenue and adjusted expenditure as necessary
- Executed my staffing and production plans to achieve goals in line with company objectives

Decision Resources, London, UK

Analyzed global patterns of care and emerging therapies in oncology and cardiology
Developed epidemiological and pharmaceutical market models, by interviewing expert physicians and studying clinical literature

2007–2009 **Director**, Oncology

2006–2007 **Senior Analyst**, Cardiology

2004–2006 **Analyst**, Cardiology and Oncology

- Produced market analysis and research reports covering the G7 and BRIC regions
- Managed and trained a team of 10 analysts, including remote working
- Set direction of report writing, choosing titles to maximize potential revenue
- Represented the company at international conferences, seminars and client meetings
- Handled client feedback and worked closely with clients to improve the product
- Acted as a subject expert on consulting cases, based on my published reports

ERA Consulting, London, UK

Consulted on regulatory aspects of manufacturing, preclinical and clinical development for pharmaceutical companies

2002–2004 **Consulting Project Manager**

- Wrote opinion papers, literature reviews and expert reports on inflammatory diseases and biosimilars
- Launched an intelligence service to provide analysis of regulatory developments for colleagues and clients
- Presented regular project updates to senior management and represented the company at conferences

Education

PhD, Cancer Biology, Institute of Cancer Research, University of London, UK

MA (Hons.), Biological Natural Sciences, Newnham College, University of Cambridge, UK

BA (Hons.), Biological Natural Sciences, Newnham College, University of Cambridge, UK