



## ...Working in the Pharmaceutical Industry

Pharmacy has a long history. Fossils from plants with medicinal properties have been found with the remains of Neanderthals, indicating that early man used these plants as drugs around 50,000 BC.

In the 19th century, pharmacy began a transformation from an art to a science. Natural products that were long a staple in the pharmaceutical armament were being analysed for their chemical makeup. Scientists began exploring the structure of drugs, linking structure to the activity of compounds, and they began to synthesise compounds with similar structures. Industry was in its infancy but the mass production of drug products had started. The 20th century saw a virtual explosion in drug development.

The Australian pharmaceuticals industry comprises bio-medical research, biotechnology firms, originator and generic medicines companies and service related segments including wholesaling and distribution. The industry employs over 40,000 people (including 14,000 in manufacturing) and turns over around \$20 billion. Exports of approximately \$3.9 billion make pharmaceuticals Australia's second largest manufactured export after automobiles and automotive components.

The current economic conditions have created new challenges for the pharmaceutical industry. Most Pharmaceutical companies (both public sector and private sector) are reviewing their funding arrangements, budgets and workforce. The Australian Pharmaceutical Industry is facing an unprecedented period of change to its economic and regulatory environment. The question that arises is whether or not the industry is keeping up to date on regulatory and economic changes and is it flexible enough to quickly adapt to the changes that are required.

### Priority Management – breaking productivity barriers.

Priority Management has been working for many years with Pharmaceutical organisations in both the private and government sectors of Australia and New Zealand to assist them to:

- ⊕ Provide their employees with skills and tools to manage their time and their workload more productively, and to manage their emails and other information more effectively;
- ⊕ Increase the productivity of their staff with graduates of our Working Smart programmes regaining an average of 68 minutes per day;
- ⊕ Use new technology devices such as BlackBerries to give quantum productivity improvements;
- ⊕ Manage major and minor projects, including change management projects, on time, on budget, every time;
- ⊕ Coach their staff to improve individual and team performance, improve communications and influencing skills, and acquire negotiating skills that provide durable win-win outcomes;
- ⊕ Improve customer relationships and selling skills to assist in nurturing customers through the downturn and improving competitive positions.



## What our Pharmaceutical clients say about us...

The feedback from the INF course was extremely positive and enjoyed by all.

**Katerina Kouridakis, L&D Team Manager, Novartis**

It was a well run and informative course in which I gained many new skills and I am now putting into effect. My shoulders felt so much lighter once I started using "Tasks".

Please pass on my regards and a thank you to the facilitator.

**Trish Johnston, Alcon Australia**

The majority of our staff should do this course so all can get involved in projects

**Vicki Prowse, Alcon Australia**

Comprehensive course designed to plan your time and improve results

**Daniel Elsing, Abbott Australia**

Bloody Brilliant!!

**Stephen Pye, Learning & Development, Merck Sharp and Dohme**

"Would recommend to anyone who thought they were already a competent Outlook user. It brings all the functions together. Of all the training I've attended, I don't remember giving so many excellent ratings. Exceeded expectations by a long way."

**Julie Marriot, Training Projects Coordinator, Mayne Pharma**

I learnt a lot about Outlook that could streamline my work practices to meet deadlines. Would recommend to team leaders, supervisors and managers. If everyone in the team would use the same system, it would make work easier."

**Jay Din, Team Leader, Mayne Pharma**

I will now utilize Lotus Notes for effective planning and stop using 'to-do' lists. Good investment of my time / Day

**Sue Cook, Merck Serono**

Great course. Should be given as induction course for new starters. I will take away at least 4 new ways to manage email / time

**Cindy Feasey, Merck Serono**

Very valuable day – anyone who uses a computer would benefit from this course

**Cathie Deniston, Boehringer Ingelheim**

Some great stuff I wish I'd learnt years ago! Relevant for everyone today

**Kirsten Terry, Boehringer Ingelheim**

This workshop has been fun and extremely informative. The Trainer was fantastic and very knowledgeable. Thank you

**Sep Delakidis - Hospira**

I was a little skeptical on what I was going to learn that I didn't already use, but hoping to unveil some secrets & keys to help me with emails / management & focus. The course today ticked all the boxes.

**Kathryn Ellis – Gilead Sciences**

Excellent, First class compared to other workshops

**Alison Souz, Pfizer**

## Some Pharmaceutical Institutions who have worked with Priority Management...

Abbott  
Alcon  
Amgen  
Australian Biosearch  
Boehringer Ingelheim

Cellectis  
CSL  
GE Health  
Gilead Sciences  
Hospira  
Johnson & Johnson

Mayne Pharma  
Medtronic  
Merck Serono  
Merck Sharp & Dohme  
Novartis  
Nutricia

Pfizer  
Res Med  
Roche  
Schering Plough  
Terumo