

Small Molecule Drug Discovery Decision Makers

| TARGET:

Small Molecule Drug
Discovery Researchers

| MARKET:

US

| METHODOLOGY:

60-Minute Telephone/ Web IDIs

SPECS:

>=5 years of experience in small molecule drug discovery

- ~80% experts should work for a for-profit pharmaceutical company and should have experience working with outsource vendor(s) who perform DEL analysis
- Commonly uses DNA encoded libraries (DEL) in drug discovery
- Decision-maker with respect to using outsourced vendor services for DEL analysis

Types of Individuals:

- At a university, we expect the title to be a professor, assistant professor, etc. Probably a PhD, but maybe an MD
- At a pharma company, it probably has "discovery" somewhere in the title. We are likely looking for directors and up. Bonus if their title says "DEL" or "DNA-encoded Library" in it

High Probably Target Organizations:

- AbbVie, Alexion, Astellas, AstraZeneca, Bayer, Bristol-Myers, Gilead, Janssen, MD Anderson Cancer Center, Otsuka, Pfizer, Relay Therapeutics, Roche, Sanofi, Taiho, Vertex

SAMPLE PROFILES:

- Director & Research Fellow, FBDD & Protein Sciences Small Molecule at AbbVie
- DNA-Encoded Library Selection & Primary Pharmacology Lab Head at Pfizer
- SVP, Small Molecule Drug Discovery at Bristol-Myers Squibb