

Celebrating Over 22 Years of Fellowship and Excellence

2022-2024
Pharmacy Fellowship
Postdoctoral Program

Start >

AmerisourceBergen

Xcenda



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Xcenda, part of AmerisourceBergen Corporation, is an integrated, world-class healthcare consulting organization focused on value, reimbursement, and patient access. For more than 27 years, Xcenda has helped global biopharmaceutical companies, as well as emerging early-phase firms, successfully commercialize innovative medical treatments and technologies in complex and cost-constrained global markets. Our broad, yet strategically connected, array of consulting services supports all phases of the product lifecycle. Our experts provide customized solutions and innovative approaches that discover and communicate the value of pharmaceuticals and other healthcare technologies.

Our purpose

We are united in our responsibility to create healthier futures.

This is our purpose and the "why" behind who we are and everything we do.

This purpose is accompanied by a set of 5 guiding principles:

- **Put people first. The rest will follow.**
- **Be part of the solution.**
- **Tell the truth; tell it fast.**
- **Be bold and stay humble.**
- **Celebrate individuality. Act as a community.**





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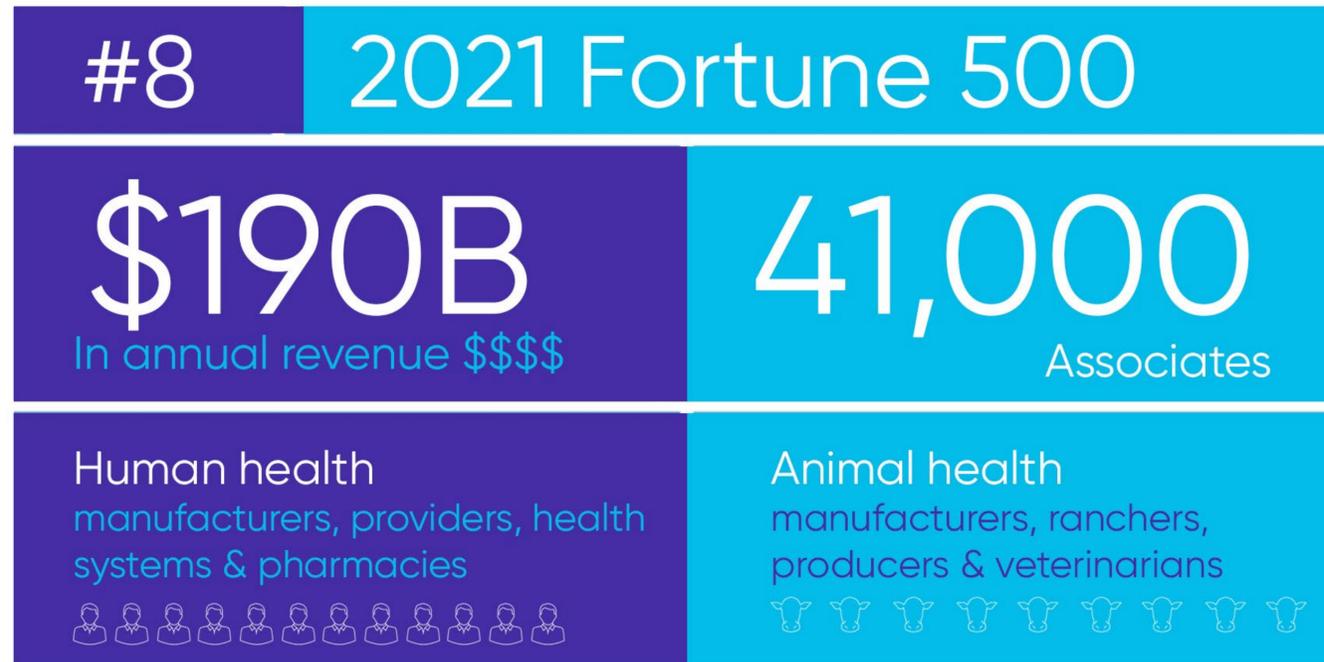


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Xcenda's expertise

Bone disease	Cardiovascular disease	Critical care medicine	Dermatologic	Diagnostic
Endocrinology	Eye disorders	Gastrointestinal diseases	Hematologic disease	Infectious disease
Immunology/inflammation	Liver disease	Medical devices	Men's health	Musculoskeletal
Neurology	Nutritional	Oncology	Psychiatric disease	Radiopharmaceuticals
Renal/genitourinary disease	Women's health	Respiratory disease	Transplant medicine	Vaccines

700+ Clients

1400+ Brands

27+ Years



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Welcome



In partnership with the University of Florida College of Pharmacy, we invite exceptional PharmD graduates to apply for our prestigious research and educational experiences in one of two fields: Health Outcomes & Market Access or Medical Communications.

Dear Prospective Candidates,

As you embark on the next stage of your career, I want to thank you for your interest in Xcenda's 2-Year Fellowship Program.

Xcenda's Fellowship Program is the first and longest-running consulting fellowship in the industry. As an Xcenda fellow, you will receive unmatched opportunities that will prepare you to be successful in your career ahead. You will work on diverse consulting engagements with pharmaceutical, biotechnology, medical device, digital health, and diagnostic companies, supporting a variety of therapeutic areas. You will also receive mentorship opportunities from past fellows and senior leaders committed to a best-in-class experience. At the conclusion of the program, you will also obtain a Master of Science Degree from the University of Florida College of Pharmacy.

For the past 20 years, my colleagues and I have had the privilege to observe the life-changing experiences and skills developed by those who complete the Xcenda Fellowship Program. As a former Xcenda fellow myself, I could not be more proud of Xcenda's current Fellowship Program and the talented group of professionals supporting each fellow.

On behalf of Xcenda, I wish you the best of success with your next career choice, whether it is with Xcenda or another organization.

Sincerely,

James H. Jackson, PharmD, MPH

Senior Vice President, Consulting Services at Xcenda

Former Xcenda Fellow



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Follow new therapies on their journey, while creating one of your own.

Xcenda's Fellowship Program has an established history of over 22 years and is the first and longest-running consulting fellowship in the industry. We offer fellowships in the fields of Health Outcomes & Market Access, as well as Medical Communications. Our program allows you to gain hands-on experience that promises to unlock your career potential and enables you to help redefine how products are commercialized in the marketplace. At Xcenda, you will get insight into global health economics and outcomes research, medical communications, real-world evidence generation, market access, market research, and reimbursement strategy, with recognized leaders in each respective field.

Our 2-year, degree-granting fellowships, in conjunction with the University of Florida College of Pharmacy, involve spearheading projects in diverse disease areas while collaborating with many of the world's leading pharmaceutical, biotechnology, medical device, digital health, and diagnostic companies. By working on numerous scientific and commercial consulting projects, Xcenda fellows interact with many of the top pharmaceutical companies, managed care organizations, and healthcare providers throughout the United States and abroad.

At Xcenda, mentorship plays a fundamental role. Xcenda's unique, collaborative, and supportive culture allows fellows to connect regularly with senior leadership within the company and receive valuable, formal and informal, mentorship and guidance to fuel their personal and professional development, and to achieve their full potential. Fellows also have the opportunity to provide mentorship by serving as preceptors to advanced pharmacy practice experience (APPE) students each year.

The Fellowship Program's comprehensive training prepares fellows for a career in a consulting firm, pharmaceutical company, managed care organization, or academia. Fellowship Program graduates have taken on leadership positions in scientific and commercial consulting teams at Xcenda and throughout the healthcare industry. Since its foundation in 1999, 35 fellows have graduated from the Fellowship Program. Over the last 10 years, 93% of fellows have accepted a position at Xcenda upon completing their fellowship training, and others have successfully pursued roles in health technology assessment (HTA) organizations, academia, and small- to large-sized pharmaceutical manufacturers.



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Xcenda and University of Florida partnership

Xcenda's Health Outcomes & Market Access and Medical Communications Fellowships include a Master of Science degree in Pharmaceutical Outcomes & Policy through the University of Florida's College of Pharmacy. In collaboration with the University of Florida, Xcenda has tailored the Master's program to specifically prepare fellows for success in the competitive biopharmaceutical and managed care industries. Fellows can personalize their education by choosing a specialty track in Applied Pharmacoeconomics, Managed Care Pharmacy Systems, or Pharmaceutical Value Assessment and Communications. Fellows are supported in completing the rigorous 32 credits of coursework that cover concepts from pharmaceutical microeconomics and evidence-based medicine to regulating pharmaceutical access and cost. Courses are broken into manageable half-semester, and live sessions via a unique virtual classroom/distance learning platform are held weekly, at convenient times in the evenings and on weekends. This online Master's program is tailored for working professionals. The schedule only requires that 1 class be taken at a time, making it more manageable to balance work, education, and other commitments.

Specialty coursework and electives include:

- Commercial Applications of Pharmacoeconomic Principles
- Writing for Pharmaceutical Outcomes and Policy
- Pharmacoeconomic Modeling
- Managed Prescription Drug System
- Pharmaceutical Health Economics
- Introduction to Pharmacoeconomics
- Pharmacy Benefit Design and Management
- Data Storytelling and Visualization



"The University of Florida Master's Program allows students to choose 1 of 3 tracks to hone and develop expertise in a personal area of interest. For example, in the new Pharmaceutical Value Assessment & Communications track I'm taking courses on value propositions, payer communications, and evidence-based storytelling. While the program is a time commitment, the fellowship provides me with flexibility to organize my projects and fellowship-related activities to carve out time for University of Florida assignments during the work-week. Through the knowledge gained from more in-depth courses, I've been able to offer tangible, valuable insights on Xcenda projects. Another unexpected benefit of the University of Florida program has been the opportunity to network with colleagues in various facets of the industry, including regulatory agencies, pharmacy benefit managers, payers, biopharmaceutical manufacturers, and clinical practice."



Charley Hallock,
PharmD
Current Fellow, Xcenda

"The University of Florida program was a great complement to the real-world experience gained by supporting Xcenda's clients. The program also provides fantastic opportunities to network with peers in the industry."



Andrew Gaiser,
PharmD, MS
Assistant Director
and Former Fellow



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Health Outcomes & Market Access Fellowship

Positions available: 4

The Health Outcomes & Market Access Fellowship at Xcenda offers a broad range of experiences across health outcomes research, economic modeling, real-world evidence generation, market research, and market access strategy. The goal of the Fellowship Program is to provide valuable mentorship and diverse learning opportunities, with a breadth of business skills and clinical knowledge development that is unique to this setting.

Primary objectives

- To provide the fellow with an understanding of market access and reimbursement principles needed to develop payer strategies, analyze the impact of health policy changes, and produce educational materials for payer and provider audiences
- To enhance the fellow's knowledge of literature evaluation, research design, biostatistics, and health outcomes research methodologies
- To provide the fellow with training and experience in protocol development, data analysis, and presentation of results
- To develop the fellow's understanding of pharmaceutical manufacturers' needs and how companies interact with consulting firms to meet their business objectives

Core areas

Exposure to a wide array of topics



- Attendance at conferences such as ISPOR, AMCP, ASCO, and ASH
- Communication skills
- Healthcare economic information and pre-approval information exchange
- Disease management / quality initiatives
- Economic modeling
- Global health economics and outcomes research
- Health policy analysis
- HTA publications
- Independent research publications
- Leadership / teamwork
- Managed care / payer marketing
- Market research
- Real-world evidence generation
- Medical communications
- New business development
- Oncology
- Participation in Health Policy Weekly and / or HTA Quarterly Publications
- Market access
- Publication planning
- Reimbursement strategy
- Safety / epidemiology

Examples include:

- Integrated technology solutions
- Economic modeling
- Global health economics
- Market access
- Market research
- Reimbursement policy insights

Finding emphasis



Beginning in the second year of the fellowship, fellows have an opportunity to select an emphasis area. This allows for a deeper dive into a particular area of interest while still gaining broad exposure to various worktypes throughout Xcenda.



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Throughout their 2-year fellowship experience, Xcenda Health Outcomes & Market Access fellows concurrently complete a 32-credit online Master's Degree in Pharmaceutical Outcomes & Policy through the University of Florida College of Pharmacy, with an emphasis in Applied Pharmacoeconomics, Managed Care Pharmacy Systems, or Pharmaceutical Value Assessment and Communications.

In addition to the University of Florida Master of Science Degree, fellows have the option to enroll in a Master of Business Administration (MBA) online program through Stetson University. Fellows will also complete at least 1 research project each year, resulting in a poster presentation at a national conference and/or publication.



Current fellows



Alex Kilgore, PharmD
Second-Year Fellow
Mercer University

"The Xcenda Fellowship Program provides no shortage of opportunities to develop knowledge and skills that allow fellows to grow professionally. Through the abundant workstreams at Xcenda and within AmerisourceBergen, fellows are exposed to all facets of the pharmaceutical industry and managed care, and are able to gain invaluable hands-on experience in their key areas of interest. Through the culmination of hands-on experience, mentorship, research opportunities, and the University of Florida Master's program, the Xcenda Fellowship Program prepares fellows for a strong career in health outcomes and market access."



Breyanne Bannister, PharmD
First-Year Fellow
Lipscomb University



Griffin Sauvageau, PharmD
First-Year Fellow
University of Maryland



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Current fellows



*Michael Sporck, PharmD, MBA
Second-Year Fellow
University of Washington*

"The Xcenda Fellowship Program has been extremely rewarding in terms of professional development, constant learning, and relationship building. This fellowship program is unique in offering a diverse experience, across numerous therapeutic areas. Each project is different and fellows are an integral part of engaging with clients and developing solutions from day 1. Fellows receive mentorship from individuals across the organization. The University of Florida Master's Program helps augment the work we are doing to provide a well-rounded experience."



*Seth Cook, PharmD
Second-Year Fellow
University of North Carolina*

"Xcenda's postdoctoral Fellowship Program provides fellows with a wide variety of experiences and educational support, along with mentorship and growth opportunities from industry leaders. Fellows will finish the program with 2 years of hands-on project experience, as well as a highly respected master's degree tailored to their interests. The Fellowship Program does an excellent job of providing opportunities to develop marketable skills, and grow both personally and professionally. Xcenda fellows are well-positioned to take on future leadership roles in a variety of different industries."



*Sai Dodda, PharmD
First-Year Fellow
University of Health Sciences and
Pharmacy in St. Louis*



*Jane Ha, PharmD
First-Year Fellow
Butler University*



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Program leadership



*Maher Abdel-Sattar, PharmD, MS
Fellowship Director*

Maher Abdel-Sattar is an Associate Director within the Value & Access Strategy team at Xcenda. After completing a 6-week rotation and a 2-year fellowship at Xcenda, Dr. Abdel-Sattar assumed the roles of advanced pharmacy practice experience (APPE) Program Coordinator and Health Outcomes & Market Access Fellowship Director, dedicating much of his time to the training and development of pharmacy students and recent graduates interested in pursuing careers in consulting or the pharmaceutical industry. His expertise stretches across multiple commercial and scientific consulting services, including payer value propositions, payer in-depth interviews, advisory boards and virtual focus groups, field tools, market access assessments, health outcomes strategies, outcomes analyzers, systematic literature reviews, and comparative effectiveness research.

Dr. Abdel-Sattar earned his Doctor of Pharmacy degree from the University of California, San Francisco (UCSF), in addition to a Master of Science degree in Pharmaceutical Outcomes and Policy, with an emphasis in Applied Pharmacoeconomics, from the University of Florida. He has over 12 years of experience with the Academy of Managed Care Pharmacy (AMCP), which include leadership roles both regionally and nationally, and he currently serves as the chair of the national AMCP Schools of Pharmacy Relations Committee. Dr. Abdel-Sattar was equally excited and humbled to receive the AMCP 2019 Experiential Education Preceptor Award, and is committed to continuing his efforts in supporting pharmacy students and recent graduates through his volunteerism and leadership roles at AMCP and Xcenda.



*Melissa McCart, PharmD, MS
Director of Professional Development*

Melissa McCart is a Senior Director within Xcenda's Integrated Technology Solutions team and provides support to the fellowship as Director of Professional Development. In her previous roles at Xcenda, she conducted engagements such as clinical outcomes analyzers, economic modeling, dossier development, health outcomes strategy, value proposition development, research design, prospective study development, and market research. Dr. McCart also has expertise in developing market access strategy in a range of therapeutic areas, including oncology, neurology, cardiology, and endocrinology.

Before joining Xcenda as a Manager, Dr. McCart was a fellow with Xcenda. Dr. McCart received her PharmD from Mercer University College of Pharmacy and Health Sciences in Atlanta, GA, and a Master of Science in Applied Pharmacoeconomics at the University of Florida. Dr. McCart is an active member in the International Society for Pharmacoeconomics and Outcomes Research and AMCP. Dr. McCart also serves as an Assistant Editor for the Journal of Managed Care & Specialty Pharmacy.



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Positions available: 2

The Medical Communications Fellowship Program offers a broad range of experiences related to the scientific communication of clinical and economic data across various therapeutic areas, providing a unique research, medical writing, and educational experience in a healthcare consulting environment. During the fellowship, professionals on the Value & Access Communications team mentor each Medical Communications fellow in multiple consulting projects, with a focus on medical writing and evidence synthesis, as well as medical and market access communications. This fellowship places an emphasis on review and evaluation of the medical literature and the healthcare landscape, with the intent of developing various stakeholder communication pieces, including AMCP format formulary dossiers, global value dossiers, scientific publications (eg, posters and manuscripts), and field-based scientific slide decks. In addition, training will be provided on how to systematically review the literature and conduct either qualitative or quantitative analyses.

Primary objectives

- To provide the fellow with training and experience in medical writing, as well as in verbal and written scientific communications
- To enhance the fellow's knowledge of literature searching, critical evaluation of study design, and research methodologies
- To develop the fellow's understanding of pharmaceutical manufacturers' needs and how companies interact with consulting firms to meet their business objectives

Core areas

Exposure to a wide array of topics



- Attendance at conferences such as ISPOR, AMCP, ASCO, ASH, AMWA
- Oncology communications
- Clinical communications
- Technical aspects of medical writing
- AMCP dossiers
- Systematic literature reviews/meta-analyses
- Scientific slide decks
- Conference coverage
- New business development
- Abstracts/posters/peer-reviewed manuscripts
- Publication planning
- Global/core value dossiers
- HTA submissions
- Participation in health policy weekly/HTA quarterly
- Leadership/teamwork
- Data extraction

- US value & access communications
- Global value & access communications
- Oncology strategy & communications
- Scientific communications

Finding emphasis



Beginning in the second year of the fellowship, fellows have an opportunity to select an emphasis area. This allows for a deeper dive into a particular area of interest while still gaining broad exposure to various worktypes throughout Xcenda.



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Education programs

Throughout their 2-year fellowship experience, Xcenda Medical Communications fellows concurrently complete the American Medical Writer's Association Essential Skills Certificate Program and a 32-credit online Master's Degree in Pharmaceutical Outcomes & Policy through the University of Florida College of Pharmacy, with an emphasis in Pharmaceutical Value Assessment and Communications.

In addition to the University of Florida Master of Science Degree, and the American Medical Writer's Association Essential Skills Certificate, Medical Communications fellows take courses on Data Storytelling & Visualization and Value Proposition Messaging Strategy to enhance their medical writing skills. Fellows will also have the opportunity to complete at least 1 research project resulting in a poster presentation at a national conference.



Current fellows



*Charley Hallock, PharmD
Second-Year Fellow
Mercer University*

"My experience with Xcenda has been amazing. The Value & Access Communications team is incredibly knowledgeable and collaborative. In terms of projects, I have had the opportunity to work on AMCP value dossiers, global value dossiers, literature reviews, scientific slide decks, client proposals, and integrated business development across AmerisourceBergen. Working as part of a consulting company, I am not tied down to one product or one disease state – I get to see it all.

Speaking to life at Xcenda and as a fellow, there is a real sense of community. I'm looking forward to getting together with the larger Xcenda team as we complete our COVID-19 re-entry plans! Additionally, several members of our senior management team are past fellows, which shines a light on the insight they possess and on how well the Fellowship Program positions you for success. I feel like I can ask anyone in the company – from the president to my first-year Medical Communications fellows – anything at any time."



*Ben Penley, PharmD
First-Year Fellow
University of North Carolina*



*Hubert Kusdono, PharmD
First-Year Fellow
University of Health Sciences and
Pharmacy in St. Louis*



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Program leadership



Lorie Mody, PharmD
Fellowship Director

Lorie Mody is a Director within the Value & Access Communications team under Scientific Consulting at Xcenda. In this role, she collaborates on health economics and outcomes research engagements, including formulary dossiers, scientific publications and presentations, and comparative effectiveness research. Specific areas of expertise and responsibility include development and review of US formulary dossiers and formulary kits, global value dossiers, publication strategy, and other medical writing engagements. Dr. Mody also has extensive therapeutic area expertise in neurology, specifically Parkinson's disease and schizophrenia.

Prior to joining Xcenda in 2012, Dr. Mody worked in the pharmaceutical and biotechnology industries for more than 10 years, partnering with internal and external stakeholders on a broad range of medical information needs. Dr. Mody received her Doctor of Pharmacy degree from the University of North Carolina in Chapel Hill. She completed a Pharmacy Practice Residency at the Medical College of Virginia and a Specialty Residency in Drug Information Practice at the Medical University of South Carolina.



Minh Luu, MBBS
Co-Director

Minh Luu is an Assistant Director within the Value & Access Communications team under Scientific Consulting at Xcenda. In this role, he conducts engagements, including formulary dossiers, global value dossiers, scientific publications, systematic literature reviews, and slide decks. Dr. Luu has expertise in research, medical writing and scientific publications. He has authored over 20 publications in peer-reviewed medical journals and has co-authored several textbook chapters in the field of heart transplantation.

Prior to joining Xcenda, Dr. Luu was a Research Associate at Cedars-Sinai Medical Center, one of the nation's leading heart failure and transplantation programs. Dr. Luu received his BA from the University of Cambridge and his MBBS (equivalent to an MD) from Barts and the London School of Medicine and Dentistry, Queen Mary University of London. He completed his FY1 clinical (PGY-1) internship year at North East Thames Foundation School, London, UK.



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Since its foundation in 1999, 35 fellows have graduated from the Fellowship Program and 50% are still with Xcenda today!

2001



James Jackson, PharmD, MPH, Senior VP, Consulting Services

2002



Tina Chiang, PharmD, MBA, Director, VAS

2004



Kellie Meyer, PharmD, MPH, VP, Evidence Synthesis & Modeling

2006



Evelyn Sarnes, PharmD, MPH, VP, VAC

2008



Rashad Carlton, PharmD, MPH, Director, Economic Modeling

2013



Melissa McCart, PharmD, MS, Senior Director, ITS

2014



Chelsey Campbell, PharmD, MBA, MS, Director, VAS

2014



Akash Danavar, PharmD, MPH, MA, MS, Associate Director, VAS

2015



Breanna Penzner, PharmD, MS, Associate Director, VAS

2015



Jasmine Knight, PharmD, MS, MS, Associate Director, ITS

2016



Maher Abdel-Sattar, PharmD, MS, Associate Director, VAS

2019



Andrew Gaiser, PharmD, MS, Assistant Director, ITS

2020



Minha Choi, PharmD, MS, Manager, VAS

2020



Derek Louie, PharmD, MS, Manager, VAS

2021



Chris Yost, PharmD, MS, Manager, Commercialization Services

2021



Annie Yan, PharmD, MS, Manager, VAS

2021



Aishani Patel, PharmD, MS, Manager, VAC

ITS: Integrated Technology Solutions
VAC: Value & Access Communications
VAS: Value & Access Strategy

The Fellowship Program has been an integral part of Xcenda's history and DNA over the last 22+ years



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Join a culture of compassion. Be a leader, ally, and inspiration. Be yourself. Collaborate with unique perspectives, personalities, and backgrounds. Sense an incredible work energy. Work with an exceptional team. And most importantly, feel welcomed.



Nancy Young
VP, Commercialization Services

"It's an all-hands-on-deck atmosphere. Everybody pitches in and there are no power plays. Anybody can ask anybody anything—right up to the top."

Company culture

- Schedules that integrate work and life
- Open-door policy
- Access to senior leadership
- A worldwide team united in our responsibility to create healthier futures
- Leading the discussion in the evolving concept of value
- Teams of brilliant scientists and researchers, talented creative thinkers, and dedicated clinicians
- A culture of respect and reward

Benefit highlights

- Competitive salary and benefits (including medical, dental, vision, life and disability insurance, pre-retirement planning, 401(k) plan, and employee stock purchase plan)
- Master's degree tuition payment
- Sign-on cash award to support relocation
- Incentive plan
- Paid holidays
- 19 days paid vacation (increases yearly)
- Paid time off to volunteer in your community
- Optional remote-work days



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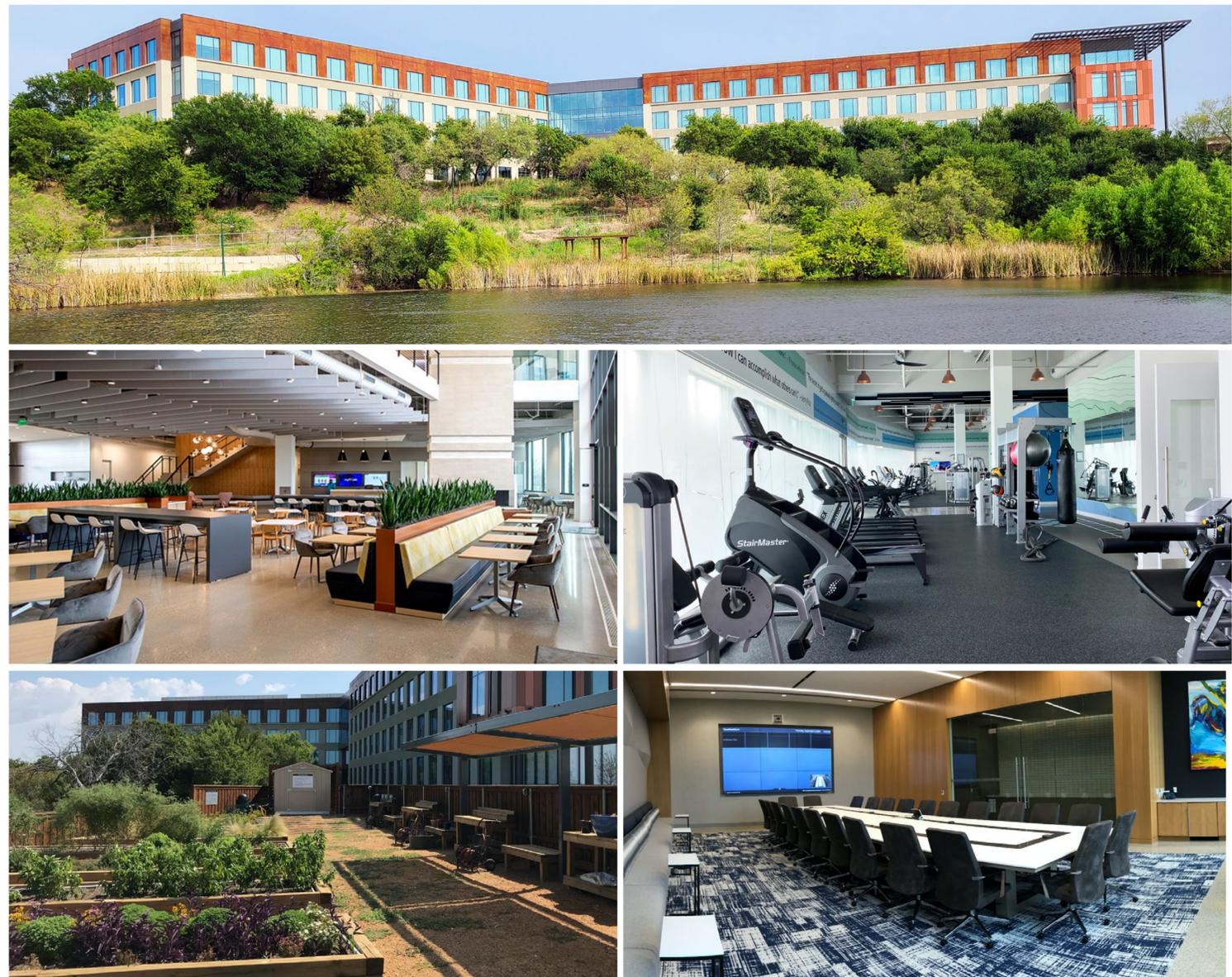
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The Fellowship Program will be operating out of Xcenda's headquarters in Carrollton, TX.

Our headquarters are located within AmerisourceBergen's state-of-the-art 300,000 square foot campus, in Carrollton, TX, approximately 25 miles north of Dallas. Dallas was ranked as the #1 most desirable city for millennials by US News in 2019, and continues to be one of the fastest-growing cities in the US.^{1,2}



References:

1. <https://www.usnews.com/news/cities/slideshows/the-10-most-desirable-us-cities-for-millennials?slide=11>. Accessed 8/5/2021.

2. <https://www.usnews.com/news/cities/articles/2019-04-22/census-data-shows-dallas-fort-worth-experienced-biggest-population-growth-in-2018>. Accessed 8/5/2021.



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PharmD candidates are not required to participate in the Personnel Placement Service (PPS) through the American Society of Health-System Pharmacists (ASHP) Midyear Meeting to request an interview for Xcenda's Fellowship Program. Xcenda will utilize its own online application form to collect required materials from interested candidates. All screening and final-round interviews will be scheduled independently and conducted virtually in November. As part of AmerisourceBergen, Xcenda is proud to be an Equal Opportunity Employer, committed to workplace diversity. US citizenship or lawful permanent resident status is required to qualify for the Fellowship Program.

Step 1: Application (mid-August through October 24)

Complete an online application form and upload your letter of intent (cover letter) and curriculum vitae (CV) by 11:59 pm CT on Sunday, October 24, 2021

Decisions will be communicated via email by 5:00 pm CT on Friday, October 29, 2021

Step 2: Screening Interviews (November 1-4)

Up to 2 rounds of screening interviews will be conducted between November 1-4

Video-enabled virtual interviews will be conducted via Microsoft Teams with current fellows and the Fellowship Leadership Team

Step 3: Final Interviews (November 11-12)

Candidates advancing to final-round interviews will be asked to submit pharmacy school unofficial transcripts and 3 letters of recommendation electronically to PharmD.Programs@xcenda.com

Health Outcomes & Market Access Fellowship candidates will be asked to deliver a 15-minute presentation

Medical Communications Fellowship candidates will be asked to complete a brief writing sample

Application forms

- Please click [here](#) to apply for Xcenda's **Health Outcomes & Market Access Fellowship** (4 positions)
 - Address letters of intent and recommendations to Maher Abdel-Sattar
- Please click [here](#) to apply for Xcenda's **Medical Communications Fellowship** (2 positions)
 - Address letters of intent and recommendations to Lorie Mody and Minh Luu

Please visit www.xcenda.com/fellowship for additional information.

Program inquiries can be addressed to: PharmD.Programs@xcenda.com