

> Case Study

Emma Stokes

STEM WORKS

Cogent skills
for science industries



Profile:

Age: 39

Location: Cheshire

Company: Pfizer

Job: Market Access
Manager - Biosimilars

My job – what I do

I work in the pharmaceutical industry, in an interesting new group of medicines called **biosimilars**. My job is to help explain the value and impact of our medicines so the National Health Service (NHS) has the information to evaluate where they are best used. This involves working closely with lots of other teams in the organisation, each of which have a different role and set of customers.

My qualifications

10 GCSEs, A-Levels in Chemistry, Mathematics, French and General Studies.
BSc (Hons) Chemistry with Business Studies,
ABPI.

How I got into science

Focus came at A-Level. I did Chemistry which led onto a degree in the subject. On leaving university I knew I wanted to stay in the science field. The pharmaceutical company that is now GSK supported our Chemistry Department at University. This was the first interaction with **pharmaceuticals**, which led me to apply for a role in the industry.

What I do on a typical day

This varies so much but some of the typical activities I would expect to do include preparing and travelling to meet my NHS customers; administration; online research; speaking to colleagues; attending company meetings and training courses; NHS environment knowledge; account planning and **forecasting**.

The best 3 things about my job

1. The challenges I face and the people I work with to overcome them.
2. Flexibility of the role as I am based from home.
3. No two days are the same.

The biggest science inspiration

My science teacher at senior school, he was really passionate about chemistry and made it come alive. As a youngster I used to love the Christmas Lectures on TV and how hands on and practical certain elements of science are.

In the future

I would like to see the Pharmaceutical Industry being seen as **integral** to the NHS by working in partnership together and our medicines seen as part of the solution.

Why should young people consider a career in science?

No two days are the same. There are a wide variety of jobs available within the field of science. It is a broad topic that covers many different roles. There are opportunities to meet a wide variety of people and travel.

Jargon Buster

Biosimilars - A biosimilar is a copy of another medicine - it is similar to the other existing medicine but not exactly the same.

BSc & BSc (Hons) - A BSc is a Bachelor of Science Degree usually focussing on science-related subject areas. A BSc Honours (Hons) is pretty much the same degree but students have to complete a dissertation or long project at the end.

APBI - Association of the British Pharmaceutical Industry.

Pharmaceutical Industry - The APBI offer a Diploma qualification to people who talk about prescription medicines to doctors, dentists and other health professionals.

Pharmaceuticals - Is the term used to describe the industry or parts of the industry which discovers, develops, evaluates, registers, monitors and markets medicines for the benefit of patients and the health of the community.

Forecasting - Predicting what might happen based on information from the past or present.

Integral - Necessary to make something whole, complete or essential. eg. The vitamins and minerals we get from eating food is integral to our health.



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