

# Connor McGovern, PharmD

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## EDUCATION

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**University of Kansas, School of Pharmacy**

Lawrence, KS

*Doctor of Pharmacy*

May 2022

**Kansas State University, College of Health and Human Sciences**

Manhattan, KS

*Bachelor of Science, Nutritional Science*

May 2018

## PROFESSIONAL EXPERIENCE

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**ZS Associates**

Boston, MA

*Strategy Insights & Planning Associate Consultant*

Jun 2022 – Present

- Directed the product strategy for a new business software deployment, employing KPI measurement and change management techniques to ensure user success and adoption
- Led the partner selection process for five potential strategic software solutions for strategic fit and business impact, leading to a ~15% increase in sales productivity
- Collaborated with the COO and senior leadership to identify critical business development needs, implementing solutions that contributed to a 10% YoY revenue growth
- Conducted comprehensive market analysis to design and implement a scalable sales team structure, facilitating the successful rollout of five products within a two-year timeline
- Managed external and internal stakeholder communications, providing valuable insights to senior leadership for strategic decision-making on partner selection

**Bristol Myers Squibb**

Princeton, NJ

*Commercial Insights & Analytics Extern (APPE Rotation)*

Sep 2021 – Oct 2021

- Evaluated competitor pipeline assets that identified key market trends and opportunities in the cardiovascular market
- Presented competitive intelligence insights with the commercial team to guide prioritization of pre-clinical assets

**Cingulate Therapeutics**

Kansas City, KS

*Commercial Strategy Intern*

Jan 2021 – Jul 2021

- Conducted market research on 10 anti-epileptic approved products to inform go-to-market strategies for a pre-clinical asset
- Developed a contact management database to support a Key Opinion Leader (KOL) interview campaign for 60+ KOLs
- Provided executive leadership with business opportunities for out-licensing drug delivery IP in potential ex-US markets

## HEALTHCARE EXPERIENCE

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**Lawrence Memorial Hospital**

Lawrence, KS

*Clinical Pharmacy Intern*

Jun 2018 – May 2022

- Led research project that analyzed data from 110+ patients to assess the hospital's utilization of the hypoglycemia protocol and presented findings at ASHP Midyear a national pharmacy conference with 25,000+ attendees
- Coordinated with staff pharmacists to reconcile, counsel, and fulfill patient medications upon admission or discharge
- Trained up to 15 pharmacy techs and first year student interns on how to use Pyxis software to troubleshoot and restock med stations

## LEADERSHIP

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**Industry Pharmacists Organization**

Lawrence, KS

*President*

Jan 2020 – May 2021

- Increased program budget by 250% through alumni donations and expenditure revisions
- Designed an "Intro to Pharma Industry" curriculum, comprising 10 educational sessions for a cohort of 30 members
- Coordinated a bone marrow donor drive that secured a 50% registration rate among event attendees

## SKILLS & INTERESTS

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- Go-To-Market Strategy, Product Strategy, Market Research, Agile Methodologies, Cross-Functional Collaboration, Data-Driven Decision Making, Stakeholder Management
- Brazilian Jiu Jitsu, Making Bagels and Pizzas, Reading