



Michael J. “Mick” Sullivan

Volunteer Board Membership with the Title II Community AIDS National Network.

**SUMMARY:
OBJECTIVE:**

Industry representative with twelve years experience working within HIV/AIDS community; strong interpersonal and project management skills, including leadership on state working groups and an understanding of HIV/AIDS access, funding and care issues.

EXPERIENCE:

Pfizer, Inc., New York, NY

HIV Account Manager, National Accounts: Southeastern States

January 2000 to present. HIV/AIDS Specialty

- Nurtured relationships with HIV/AIDS public health policy-makers, community, medical and pharmacy directors, providers, legislators and consumer advocates to maximize access, reimbursement, formularies and continuity of care in Corrections, ADAP, VA and Medicaid.
- Facilitated Pfizer relationships with NASTAD, CAEAR Coalition, TAI, SAC and APHA.
- Consulted on Pfizer National “HIV Dialogues” Educational Initiative and Prevention Initiative.
- Served as Patient Assistance Program field advisor to improve consumer access.
- Appointed Pfizer Congressional District Captain for southwest Florida.
- Consistent Outstanding performance appraisal ratings as Pfizer Account Manager.

F. Hoffmann-La Roche, Roche Laboratories, Inc., Nutley, NJ

Division Manager, Roche Specialty Care: Southeastern Region

January 1998 to January 2000. Oncology and Dermatology Specialties

- Hired, trained and motivated Oncology & Dermatology Field Specialists to conduct Breast and Colorectal Cancer patient, provider, hospital and community educational programs.
- Managed cross-functional teams to maximize drug access and patient assistance program volume (including public policy, government affairs, marketing and clinical teams).
- Developed and promoted seven direct reports into management, training or to full-time.

Division Manager, Roche Bioscience: Florida and Puerto Rico

June 1996 to December 1997. HIV, HepC and Transplant Specialties

- Promoted from within my peer-group to lead Roche’s largest HIV/HepC field team.
- Launched first protease inhibitor: Invirase/Fortovase to #1 market share nationally.
- Negotiated first ADAP Emergency Assistance Agreement with Florida for Invirase.

Bioscience Specialist, Roche: Sarasota, FL April 1995 to June 1996

- Promoted to Specialist team to coordinate educational programs in HIV, HepC and CMV; detailing Invirase, Roferon & Cytovene with pharmacists, providers and community.

Territory Manager, Roche: Madison, WI September 1992 to March 1995

- Educated health professionals on indicated uses of antibiotics, diuretics and antiretrovirals.

Intern, Roche Meeting Planning: Florida (Part-Time) 1990-92



Community Access National Network Board of Directors

EDUCATION:

Candidate for Masters in Public Health, University of North Carolina at Chapel Hill: accepted into Public Health Leadership Program in August 2003; presently on hold since moving to Florida.
Masters in Business Administration, Saint Leo University, January 2000, High Honors.
B.A. in Liberal Arts, Marietta College, Marietta, OH, May 1992, Cum Laude.
Leadership Scholar, McDonough Center for Leadership and Business, Marietta College, May 1992.
New Cadet, U.S. Military Academy at West Point, NY, Honorable Discharge 1989.

MEMBERSHIP ASSOCIATIONS:

Alabama ADAP Working Group, Member, 2000 to present.
American Public Health Association, HIV/AIDS Section Member, 2002 to present.
City of Naples, Community Center Volunteer, 2005 to present.
Collier County HIV/AIDS Coalition, Member, 2005 to present.
FL Medicaid Advocacy Coalition, TAEP-NAPWA, Industry Member, 2004 to present.
Georgia AIDS Coalition, Member, 2000 to present.
Georgia HIV/AIDS Task Force, Member, 2000 to present.
NC AIDS Advisory Council, Industry Working Group Member, 2000 to present.
Positive Outcomes Services, Naples, FL Volunteer, 2004 to present.
SC ADAP Working Group, Member, 2000 to present.
Southern AIDS Coalition, Advisory Member, 2002 to present.
The AIDS Institute, Member 2000 to present; Volunteer, 2003 to present.