

## Jane Ferguson

### WORK HISTORY

- 2016**      ***National Policy and Access Lead Scotland, MSD***  
Providing Scottish expertise in strategic planning, government affairs, health policy public relations and national market access across company portfolio to Country Manager for Scotland  
  
Chair of Association of the British Pharmaceutical Industry (ABPI) Scotland Access and Value Group 2014-2016
- 2014**      ***National Engagement and Implementation Lead Scotland, MSD***  
National strategic planning and operational engagement programmes cross-portfolio working with Scottish Government, national bodies (SMC, HIS, PASAG, NPS) and voluntary sector.  
  
Successful development, co-ordination and delivery of national managed entry projects for medicines in Oncology (first EAMS medicine in Scotland) and Hepatitis.  
  
Maintenance and expansion programmes for current portfolio in immunology diabetes, antibiotics, HIV and cardiovascular product.  
  
Informed the development of a dedicated Scottish Business Model for MSD
- 2011-2014**      ***National Market Access Manager Specialised Products – Devolved Nations, AbbVie***  
Company environmental expert in structure, governance, national stakeholders and policy for devolved nations. Leading policy and access initiatives across multidisciplinary team's in paediatrics, HIV and Parkinson's which resulted in increased access to services and medicines for patients
- 2009-2011**      ***Healthcare Development Executive Scotland, Novo Nordisk***  
Market Access Strategy Team Scotland – Successfully managed the entry of Novo Nordisk's new first in class diabetes product into Scottish Market 2009/2010, expanding into full insulin portfolio and pipeline insulins in 2011
- 2004-2007**      ***NHS Policy Manager Scotland & N. Ireland, Merck Serono***  
Government affairs, Communications, Public Relations, developed HTA standard operating procedures, and national market access programmes for company full portfolio covering both primary and specialist biotech secondary care markets in Oncology, Endocrinology, Dermatology, Infertility, Diabetes, Women's Health and Neurology (MS).
- 1999-2004**      ***Business Development Executive Scotland, Schering Plough***  
Successful managed entry of the first biologic(anti-tnf) medicine for treatment of rheumatoid arthritis in Scotland and subsequent multiple indications in dermatology and gastroenterology. Released funding nationally and at local Health Board level and set precedent to allow further medicines entry
- 1990-1999**      ***Medical Sales: Novartis, E.Merck, Reckitt and Colman, Innovex***  
Sales and marketing roles covering both primary care, secondary care and specialist medicines including vaccines, cardiovascular, pain management and depression