

**JACQUELINE BROWN,
M.S., PHD, RN**

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Education

Angelo State University
Associate Degree in Nursing/RN certification **May 2011**

Texas Tech University Health Sciences Center **Jan 1991**
PhD/Medical Microbiology
Physiology of Toxin Production by *Clostridium difficile*

Texas Tech University Health Sciences Center **May 1986**
MS/Medical Microbiology
Characterization of Neuraminidase Production by Group B Streptococci

Angelo State University **May 1981**
BS/Biology major, Chemistry minor

Certifications

Registered Nurse (RN, state of Texas) **July 2011**
Secondary Teacher Certification (composite science) **Aug 1996**

Professional Experience

Angelo State University **2010- present**
Assistant Professor

- Department of Nursing

Angelo State University **2009-2010**
Visiting Assistant Professor

- Developed curriculum for on line Pathophysiology and both classroom/on line Elementary Microbiology
- Department of Nursing

Johnson & Johnson **1998-2009**
Executive Sales Representative **2008-2009**
Managed large geography for McNeil Pediatrics in the promotion of Concerta for pediatrics/adolescents/ adults.

- Covered territory including portions of West Texas (Abilene, San Angelo, Brownwood), Central Texas Hill Country (Boerne, Fredericksburg, Kerrville) and Killeen following 8 months of previous non coverage. Grew share monthly July –Dec 08, effectively pulling territory from - 2.09% to 0.85% (Concerta share with end yr rank 41 out of 302).
- Personal Development of Strategic business plan in Jan 09 for a new territory (San Angelo, Brownwood, Midland/Odessa and surrounding West Texas areas plus El Paso) with 80% new targets. Personally

- undertook planning for coverage of critical targets in two other vacant territories (Killeen, Lubbock/Amarillo, Abilene) due to impending company transition.
- Maintained an overall call activity across three territories (Jan 09 – April 09) at over 8 calls per day meeting the company goal but exceeding that of the nation (6.93), region (7.24) and the district average (7.25).
 - Successfully trained one new hire to the district.
 - Was asked by upper management to develop a region wide training program around pharmacy work and to train district managers in the region. The training was then used at subsequent cycle meetings, the basis of which served as follow up for coach sessions in order to increase rep skill set.

Senior District Manager

2007-2008

Managed a primary care and neurologist focused team of individuals making up 9 territories (three territories vacant and two reps making up 8 mths of disability leave) during a period of company transition in generating business outcomes for Topamax (migraine prevention), Axert (acute migraine therapy) and Razadyne ER (Alzheimer's).

- Ranked (qtr over qtr) end of yr 2007 19/68 for % vol chg (1.45%) Topamax- neurology and 34/68 volume chg (286 incremental scripts) for Topamax primary care.
- Experienced in managing change within sales organization to drive sales reps to external vs internal focus. Responsible for leading team of 6 sales reps/9 territories to delivering sales results that ranked number one in the Region and in the top 27% Nationally.

Product Mgr- Razadyne ER

2007

Worked with a multi functional team within Ortho-McNeil Neurologics to develop strategic communications support for field sales organization. Also worked with teams in marketing, finance, and legal to develop key training tools and promotional materials to be used with tablet PC technology.

- Was one of two DM's selected by upper management in collaboration with Razadyne ER Group Product Director to participate in the national Razadyne ER business planning project. A multi functional group across legal, finance, brand, long term care, sales analytics etc worked together with field input in the development of a skeletal framework comprising strategic imperatives from which focus groups were formed to do further work. **Field management contribution at this forum was used as basis for my selection as product manager for Razadyne ER.**
- Developed key assets for tablet pc for Razadyne ER/functioned as facilitator with president of marketing in national roll out
- Worked to develop sales force communications regarding alternate channel activities to identified non called on and called on providers
- Worked to develop competitive product updates/communication to field sales
- Worked with DMs across the country to develop training tools, ie resource utilization for field sales as well as management training pod-casts regarding institutional business, VA.

Senior District Manager

2006

Managed a new team of 9 reps within Ortho-McNeil Neurologics with varying call focus (PC1, PC2 and PCS) to generate business plan goals relative to Axert, Topamax, and Razadyne ER during a time of company transition.

- Moved the district performance Jan 06 through Dec 07 from rank 35/68 to 11/68, with Axert % vol chg at 8.03%(rank 21/68) and Topamax % vol chg at 9.15% (rank 1 of 68) as well as Topamax vol chg at 556 incremental scripts (rank 2 of 68).
- Selected by upper management to participate in segmentation pilot (1st and 2nd qtr 2006)
- Selected by upper management to participate on various task forces ie. compensation, advisory boards (alternative media)
- Selected by upper management to participate in tablet pc pilot (3rd and 4th qtr 2006)
- Facilitated roll out of local market solutions selling in conjunction with the strategic business group to develop field skill in executing appropriate managed care communications. District outcomes were based on the generation of product specific share growth over an above average share across all payers (ex. Axert share for BCBS end yr 2006 8.2% over all payers share of 6.75% for PC 1 group and 10.1% share over all payers share of 8.2% for PC2 group).
- Was asked by upper management to serve as Interim Regional Business Director Jan 2006- April 2006. Responsible for overall communication from field sales director/brand team to region and maintaining overall business during RBD transition time for the South West region; six districts, 60 representatives. Successfully transitioned the region to the new RBD. Maintained appropriate focus on attaining performance metrics in district during transition

District Manager

2003- 2005

Managed 10 reps within Ortho-McNeil Neurologics in the promotion of Topamax, Axert, Ultracet and Razadyne ER. Performance was achieved using high level coaching regarding strategic target focus and ability to manage complexity.

- District performance rank jumped from 10/30 to 1/30 and was attained across multiple product focus the entire year 2005.
- Through August 2005, growth of TOPAMAX (% vol growth) at 10.85% (rank 13/30), Topamax vol chg at \$178,828 incremental (rank 17/30), Axert growth at 0.06% (rank 4/30) and Razadyne ER at -0.23% (rank 1 in region and rank 1 nationally).
- Awarded District Manager of the Cycle (1st cycle) 2005
- President's Pinnacle Winner 2005 (awarded to top two district managers nationally)
- Southwest DM of the year nominee 2005
- Silver division Mentoring Program participant which resulted in further development of new district manager to the company.
- Developed nurse initiative program designed to augment rep efforts in office calls /adopted across the region.
- Selected by upper management to serve on ELT-excellence through leadership in the development of resources designed to create high performance culture and increase both recruitment /retention into the management ranks

District Manager

2002-2003

Managed 11 sales reps within the Women's Healthcare division of Ortho-McNeil Pharmaceutical in the promotion of Ortho Evra, Ortho Tri-cyclen LO and Elmiron. By applying a strategic target focus, executing increased call frequency and the development of mentoring activities amongst the team members, a high performance team resulted.

- By end yr 2003, the district rank nationally over all products was 9 out of 43 districts (rank 1 of 6 regionally)
- Ortho Evra growth at 3.9% change (rank 2 of 6 in region), Ortho Tri-cyclen LO share at 6.2% (rank 1 of 6 in region) and Elmiron dollar growth at 25,694 (rank 3 of 6 in region). 2002
- District Manager of the Cycle (3rd cycle) 2002
- RBD trip award winner based on number one ranked district of 6 in the region (Ortho Evra share change 3.9%, Ortho Tri-Cyclen LO share 6.2%-next highest share was 5.3% and Elmiron TRX \$ Volume Growth at \$25,694)

Professional Sales Representative

1998-2002

Management of territory business for the Women's Healthcare division of Ortho-McNeil Pharmaceutical in promotion of Ortho Evra, Ortho Tricyclen, Ortho Cyclen, Orthon Novum 7/7/7, Elmiron, Ditropan XL, Terazol.

- OC leader's circle silver in 1999 (second highest regional share change for Ortho Tri-cyclen)
- OC leaders circle platinum in 2000
- 2000 Second Cycle "Representative of the cycle " and 2000 Sales rep of the year-San Antonio awarded based on management decision in consideration of overall contribution to district as well as individual performance.
- 2001 High share club winner at silver level for total OC share at 50.3% and Ortho Tri-cyclen share at 31.1%

Secondary Education Teacher

1996-1998

Grape Creek Independent School District,

Taught composite science and remedial mathematics (preparation for TAAS) at the eighth grade level.

Success was assessed based on accreditation by TAAS. Improved TAAS pass rate to 98%, with 100% of special education students meeting minimum standards.

Adjunct Lecturer

1997- 1998

Howard College

Taught anatomy and physiology lecture and laboratory classes.

Post-doctoral Research Fellow

1995-1996

Department of Internal Medicine, Division of Molecular Cardiology

U.T. Southwestern Medical Center

Employed tools of molecular biology, tissue culture and biochemical analyses to study the protective role of proteins in an in vitro system of simulated ischemia.

- Worked in partnership to: 1. introduce cDNA, coding for hsp70, into stem cells isolated from rabbits, 2. construct various cDNA used in studies and 3. maintain tissue culture cells used in various

methods of screening for gene expression, isolate DNA from transfectants and analyze for gene expression through an in vitro system designed to mimic ischemia, ie heat shock.

Post-doctoral Research Fellow

1991-1994

Department of Microbiology, U.T. Southwestern Medical Center

Employed tools of biochemical analyses and immunological methods to characterize interaction between Diphtheria toxin and its receptor. The focus of the studies was to investigate whether the expression of a gene coding for CD9 that resulted in cells with increased toxin sensitivity was due to 1. an increased number of protein receptors or 2. an increased expression of a class of protein receptors having an increased affinity for toxin comparable to highly sensitive VERO cells.

- Two publications
- Provided expertise in various methods of protein purification for DT including standard gel filtration as well as developing the use of FPLC for the purification of DT
- Developed quantitative ELISA using whole cells to screen for the presence of CD9
- Developed expertise in various radio-labeling techniques including the use of [3H] leucine, and iodination of DT
- Provided expertise in the analysis of proteins using electrophoresis and subsequent characterization of the interaction between two different cellular proteins via cross linking
- Performed analysis to distinguish between an increase number of receptors or higher affinity receptors in mouse cells expressing DT receptor plus CD9 or DT receptor alone

Publications

- **Brown, J. G., B. D. Almond, J.G. Naglich and L. Eidels.** 1993. Hypersensitivity to diphtheria toxin by mouse cells expressing both diphtheria-toxin receptor and CD9 antigen. *Proc. Natl. Acad. Sci. U.S.A.* 90: 8184-8188.
- **Brown, J.G., B.D. Almond, J. G. Naglich and L. Eidels.** Mouse cells that express both monkey diphtheria toxin receptor and CD9 antigen are hypersensitive to DT. In: *Bacterial Protein Toxins, Sixth European Workshop, Stirling, June 27-July 2, 1993*, p. 128-137 (Freer, J. *et al*, eds), Gustav Fischer Verlag, Stuttgart, Jena, New York
- **Straus, D.C., J. G. Brown and C.W. Garner.** 1987. High density and low-density capsule production by *Streptococcus zooepidemicus*. *Curr. Microbiol.* 16:1-8.
- **Brown, J.G. and D.C. Straus.** 1987. Characterization of neuraminidase produced by various serotypes of group B streptococci. *Infect. and Immun.* 55(1):1-6.
- **Straus, D.C., and J. G. Brown.** 1985. Characterization of protease production by a type III group B streptococcus. *Curr. Microbiol.* 12: 127-134.

Abstracts

- **Brown, J. G., J. G. Naglich and L. Eidels.** 1993. Expression of the receptor-binding domain of diphtheria toxin in *Escherichia coli*. Abstracts, Annual Meeting, American Society Microbiology.
- **Brown, J.G. and R. D. Rolfe.** 1991. Association of protease activity, sporulation and toxin A production by *Clostridium difficile*. Abstracts, Annual Meeting, American Society Microbiology.
- **Brown, J. G. and R. D. Rolfe.** 1990. Association of toxin A production and sporulation by *Clostridium difficile*. Abstracts, Annual Meeting, American Society Microbiology.
- **Brown, J. G. and R. D. Rolfe.** 1988. Physiology of toxin production by *Clostridium difficile*. Abstracts, Annual Meeting, American Society Microbiology.
- **Straus, D. D., J. G. Brown and C. W. Garner.** 1987. High and low density capsule production by *Streptococcus zooepidemicus*. Abstracts, Annual Meeting, American Society Microbiology.
- **Brown, J. G. and D. C. Straus.** 1986. Neuraminidase production by various serotypes for group B streptococci. Abstracts, Annual Meeting, American Society Microbiology.
- **Brown, J. G. and D. C. Straus.** 1985. Characterization of neuraminidases produced by various serotypes of group B streptococci. Abstracts, Annual Meeting, American Society Microbiology.