

Luzmila “Luzi” Robinson, J.D.

CAREER SUMMARY

- A leader directing national and regional strategic vision, policies and procedures in the Biopharma industry.
- Domestic and international communications, legal and government compliance oversight.
- Fundraising and foundation management supporting public education and arts.
- Three decades of community engagement, involvement and leadership.

PROFESSIONAL EXPERIENCE

Pfizer Pharmaceuticals Team Lead of Business Compliance

**Hagerstown, MD
2015-Present**

Collaborates closely with the Vice President of North America Legal Compliance to implement coordination across all Business Unit Legal and Compliance teams. Initiates conversation to leverage common insights to develop content and resources, including trainings and communications for total Business Unit use to better drive uniform compliance guidance and culture. Provides oversight for the US Compliance Champions Network to reinforce Champion criteria and screening, and to create a repository for all compliance best practices and templates, newsletters, policies and training.

Pfizer Pharmaceuticals Regional & District Sales Compliance Lead

**Maryland
2010-2015**

Primarily responsible for weekly, monthly and quarterly District and Regional Compliance review to ensure effective mitigation and management of significant risks that include review of the Orange, Blue and White Guides to maximize overall corporate integrity, product detailing and messaging, speaker and lunch programs, proper business communication and virtual customer engagement, compliance education, reporting and training.

Pfizer Pharmaceuticals Pharmaceutical Health Representative

**Hagerstown, MD
April 2004-2010**

Initiates direct sales strategy, business development, account management and compliance for territory. Establishes market presence for products with an emphasis on cultivating critical relationships in medical private and group practices. Develops strategic initiatives for partnerships, increasing levels of access through a cross-functional collaboration.

- **Pfizer 2 Time Premier Winner** – Top 10%
- **Wyeth Achievement Award** – Top 10%
- **Leadership Roles** – Compliance Champion, PAC Champion, Cologuard Product Lead, District Mentor
- **Products Sold** - Altace, Celebrex, Chantix, Cologuard, Effexor XR, Embeda, Eucrisa, Flector Patch, Lyrica, Premarin Family, Pristiq, Protonix, Spiriva and Viagra
- **Launch Experience** - Pristiq, New Lyrica Indication of Neuropathy due to Spinal Cord Injury, Embeda, Eucrisa and Co Promote of Cologuard
- **Sales Experience** - Cardiologists, Gastroenterologists, Gynecologists, Neurologists, Orthopedic Surgeons, Pain Management Specialists, Oncologists, Primary Care Physicians, Podiatrists, Pulmonologists, Rheumatologists and Urologists

The Ellington Fund Legal Director for Fundraising and Programs

**Washington, DC
1993-1999**

Established contract and proposal drafting and negotiations between foundation and private and public corporations. Responsible for development, implementation, objectives, strategies and review of all legal and fundraising programs. Monitored, managed, supervised staff involved with all Fund related programs to facilitate legal and fundraising efforts. Responsible for preparing and submitting all annual, fiscal and assessment reports for Fund programs.

Covington & Burling

Washington, DC

Paralegal, Summer Associate & Junior Legal Associate

1988-1993

Provided direct and frequent contact with firms Central and South American research in litigation surrounding foreign country trade associations, regulations, and import/export laws. Proficient in drafting legal briefs, memoranda and motions, and taking and defending depositions. Negotiated oversees real estate and probate transactions and worked to keep clients in compliance with provincial and federal laws. Excellent analytical, communication, diplomacy, mitigation, research and writing skills.

Paul, Weiss, Rifkind, Wharton & Garrison

New York, NY

Paralegal Assistant

Spring 1987

Assisted attorneys with international client casework, research, affidavit, memorandum and brief proofing. Responsible for supporting Central and South American case work assisting with translation of Spanish documents and with Spanish speaking clients. Assisted in case discovery and research, organization of case documents, and the taking of depositions.

EDUCATION

Howard University School of Law

Washington, DC

1992 Graduate with a Juris Doctorate Degree

- Major field of study included: Business Law
- Received highest grade in The District of Columbia Law Students in Court Civil Litigation Program

Dartmouth College

Hanover, NH

1988 Graduate with a Bachelor of Arts Degree in History and Pre-Medicine

- Major field of study included: North American, Central and South American History and Chemistry
- Study Abroad at the University of Salamanca in Salamanca, Spain

AFFILIATIONS & COMMUNITY SERVICE

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| Howard County Executive Commission on Latino Diversity | 2020-Present |
| Gillibrand 2020 - Director of Diversity, Equity and Inclusion | 2018-2020 |
| Dartmouth Council - Class Agent | 2017-Present |
| Glenelg Country School - Board of Trustees | 2017-Present |
| Pfizer African American Network - Newsletter | 2017-Present |
| Pfizer Women's Field Network | 2016-Present |
| Regional Alliance & Advocacy Team | 2015-Present |
| Baltimore Leadership School for Young Women - Mentor | 2015-Present |
| Jack and Jill of America, Inc. Columbia Chapter - Executive Board | 2010-Present |
| Howard County Council for Type 1 Diabetes - Chair | 2007-Present |
| Sundevil Swim Team - Coach | 2005-Present |
| Maryland Bar Association | 1992 |
| District of Columbia Bar Association | 1992 |
| Howard Law Students Bar Association - Legal Services Chair | 1989-1992 |
| Phi Delta Phi Legal Fraternity - Howard Law Chair | 1989-1992 |
| Delta Sigma Theta Sorority, Inc - President | 1987-1988 |
| Afro-American Society at Dartmouth College - Vice Chair | 1987-1988 |
| La Alianza Latina at Dartmouth College - President | 1986-1988 |
| Council on Diversity at Dartmouth College - Intern to the President | 1986-1988 |