

GARY ALAN STEWART

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QUALIFICATIONS

Over 30 years of experience with a unique record of accomplishment in the areas of innovation, strategic planning, domestic and global business development, and operational management.

- **Excellent Strategic Planner** - Proven ability to create new strategies and concepts and convert them into successful state-of-the-art products and services.
- **Superior Analyst** - Ability to evaluate diverse types of information (market, industry, financial), identify key issues and drivers, and develop definitive business solutions; extensive experience with personal computers and business software.
- **Effective Communicator** - Superior writing, presentation, and interpersonal skills developed through numerous business experiences.
- **Results-Oriented Leader** - Successful track record of leading innovative, multi-disciplinary efforts.

EXPERIENCE

November 2006 to Present

STEWART CONSULTING GROUP, INC.

- **Co-Founder**

Columbia, Maryland

Ambulatory Pharmacy clinical and financial improvement strategies for IDN's including retail pharmacy expansion, specialty pharmacy program development, in-house PBM services, 340B program compliance, QA and contract negotiations/management.

- **Affiliate Faculty**

U of MD SCHOOL OF PHARMACY

Manager and Instructor - Introduction to Pharmaceutical Marketing; Business Management; Entrepreneurship

August 2012 to October 2013

SHIELDS PHARMACY SERVICES

- **Chief Development Officer**

Baltimore, Maryland

Start-up Operation: Development of Specialty Pharmacy services for integrated healthcare delivery networks and hospital systems

September 2009 to August 2012

UNIVERSITY OF MARYLAND MEDICAL CENTER

- **Assistant Director of Pharmacy Services**

Baltimore, Maryland

Strategic planning, business development and oversight of ambulatory pharmacy expansion programs including retail, mail order and specialty pharmacy, PBM negotiations, 340B compliance, IT infrastructure, QA and formal P&L responsibility.

August 2005 to November 2006

SNBL CLINICAL PHARMACOLOGY CENTER, INC.

- **Director of Business Development & Client Services**

Baltimore, Maryland

Start-up Operation: Strategic (domestic and international) business development and comprehensive client service responsibilities for 96-bed Clinical Pharmacology Center and early stage Regulatory Affairs service

- August 2004 to August 2005 GLOBOMAX/ICON
Hanover, Maryland
- **Director of Business Development**
Business development and account management responsibilities for comprehensive pharmaceutical product development services, from pre-clinical through post-approval stages
- October 2002 to August 2004 RECEPTORBASE, Inc.
Baltimore, Maryland
- **Vice President, Business Development**
Start-up Operation: Marketing and sales of life sciences computational research and discovery services focused on the biology of complex receptor targets and signaling networks
- April 1999 to October 2002 STRUCTURAL BIOINFORMATICS, Inc.
San Diego, California
- **Senior Director, Global Business Development**
Start-up Operation: Marketing, sales, and strategic business development responsibilities for specialized structural proteomic database products and services within the pharmaceutical research and development sector; initial responsibilities included direct domestic sales; subsequently assumed responsibilities for global product and services sales, and strategic business development
- April 1998 to April 1999 THE RESPONSE CENTER
Upper Darby, Pennsylvania
- **Vice President**
Re-orientation of an existing custom market research firm focusing on providing services to the pharmaceutical and biotechnology industries
- March 1997 to March 1998 BORON LePORE & ASSOCIATES
Norfolk, Virginia
- **General Manager, Vice President, Marketing & Sales**
Start-up operation: Development of a customer contact center dedicated exclusively to the pharmaceutical and healthcare industries; Responsible for strategic business plan including marketing and sales, operational/facility plan, and technology infrastructure
- June 1994 to February 1997 TELESPECTRUM WORLDWIDE
Annapolis, Maryland
- **Vice President, Healthcare Services Group**
Strategic business development, and marketing and sales of professional teleservices, strategic database programs, training and consulting services to large pharmaceutical companies, insurance providers, managed care organizations, and other healthcare providers --- early, innovative CRM activities including relationship marketing programs
- August 1990 to June 1994 OGDEN BIOSERVICES CORPORATION
Gaithersburg, Maryland
- **Director of Biomedical Services/Commercial Division**
Strategic business development, direct marketing and sales, and management oversight of Commercial Pharmaceutical Repository Services; Management of pharmacy support services for NCI Clinical Drug Repository
- March 1988 to March 1989 PHYSICIANS' PHARMACEUTICAL SERVICES, INC.
Gaithersburg, Maryland
- **Director of Marketing and Sales**
Strategic business development and direct marketing and sales of Pharmacy management and medication services to physician group practices, HMOs, ambulatory care centers, and individual physicians, nationwide

- February 1985 to March 1988 OWEN HEALTHCARE, INC.
 • **Director of Pharmacy Services** Maryland General Hospital, Baltimore, Maryland
 Development of goals and objectives, personnel management, formulary management, total financial management responsibilities including pricing, budgeting, P&L, and bid purchasing, pharmacy order entry system implementation
- August 1982 to February 1985 GREATER SOUTHEAST COMMUNITY HOSPITAL
 • **Director of Pharmacy Services** Washington, District of Columbia
 Development of goals and objectives, personnel management, formulary management, financial management including budgeting, cost management, and bid purchasing, IBM PCS order-entry system development and implementation
- July 1980 to August 1982 HARPER-GRACE HOSPITALS
 • **Assistant Corporate Director of Pharmacy** Detroit, Michigan
 Coordination, standardization, and integration of major programs and systems within a multi-hospital system

EDUCATION

- UNIVERSITY OF WISCONSIN (1980) Madison, Wisconsin
 • **Master of Science - Pharmacy Administration/Clinical Residency**
- UNIVERSITY OF MARYLAND (1978) Baltimore, Maryland
 • **Bachelor of Science – Pharmacy**
- UNIVERSITY OF MARYLAND (1975) College Park, Maryland
 • **Bachelor of Science – Biochemistry**

PUBLICATIONS AND PRESENTATIONS

- 1986**
- Stewart, GA: An Introduction to Biotechnology, *Amer Pharm.* 1986;26(No.12):31-34.
- 1984**
- Stewart, GA: Hospital Pharmacy Talent Shifting Toward Industry?, *AmJHospPharm.* 1984;14:1324-5.
 - “Assuming a New Department of Pharmacy: Management Assessments and Expectations”, presented at the 41st ASHP Annual Meeting, Boston, June 1984.
- 1983**
- Primovic JJ, Stewart GA, Turnbull RT: Multi-Hospital System Versus Stand-Alone Hospitals: A Comparison of Pharmacy Services Offered, *Top Hosp Pharm Manage.* 1983;3(Nov);36-47.
- 1982**
- “Multi-Hospital Systems: Implications and Strategies for Hospital Pharmacy Management”, presented at the 39th ASHP Annual Meeting, Baltimore, June 1982.
 - Stewart GA, Zieg GW, Turnbull RT: Pharmacy Policy and Procedure for Processing an Order for a Non-approved Use of a Marketed Drug, *Hosp Form.* 1982;16:708-710.
- 1981**
- Stewart GA, Covaleski MA, Taylor MS: Management Control of Drug Administration Programs, *Am J Hosp Pharm.* 1981;38:1681-6.
- 1979**
- DHEW,PHS,NCHSR: “The Effect of Education on Drug Utilization”, #1R03 HS 3985-01, March 1979. Co-Investigator.

REFERENCES

- Available on request