



Josh Myers

Director, Business Development—Special Projects

PERSONAL PROFILE

Business development in the pharmaceutical industry, says Josh Myers, is about long-term relationship building.

“There are powerful shared incentives for a pharmaceutical company and a system-based solutions provider such as ApiJect to build a solid, ongoing alliance,” he says. “How do you get there? With clear communication and a profound commitment to achieve common goals.”

Josh serves as ApiJect’s Director, Business Development—Special Projects. His key responsibilities include leading commercial and development proposal processes across a multi-disciplined international team, while identifying and engaging with potential commercial partners and prospects globally, including pharmaceutical companies and allied CMOs with injectables and Blow-Fill-Seal (BFS) experience.

To this role, Josh brings a wealth of experience in business development within the pharma CMO space, packed into just a few short years.

An MBA from Rochester Institute of Technology and a graduate of Executive Leadership Programs at Cornell, Josh is also a longtime protégé of ApiJect’s

“Because of COVID-19 we’ve seen more change in the pharmaceutical world over the last three months than in the previous two years.”

— Josh Myers —

Chief Commercial Officer Beth Totin. Prior to both joining the company, they worked together at Unither Pharmaceuticals, the Rochester, NY-based U.S. subsidiary of the world’s leading BFS manufacturer by volume, headquartered in France.

At Unither, Josh quickly rose through a series of increasingly responsible positions. For a person who thrives on a continual learning curve, it was an ideal opportunity.

He began as a Project Manager for Unither, responsible for all aspects of customer account management and project management.

He quickly rose to Business Development Manager, increasing revenue with new and existing customers while supporting Rochester’s transition to CDMO status.

His last position at Unither, prior to joining ApiJect, was Interim Commercial Director—North America, where he achieved high impact in a short time.

Responsible for the \$70+ million business across multiple fronts, he grew participation in Business Review Meetings with all customers; worked with the Global Commercial Director and overseas counterparts to implement a Key Account Management program at the global level; and played integral roles in fiscal planning and strategic vision development, heading the North American Commercial Account Management and Business Development teams.

At ApiJect, Josh is bringing all of his energy, learning, enthusiasm and experience to bear as the company prepares to break new ground for nationwide and worldwide vaccinations.

His personal outlook is for continued growth and learning, while his outlook for ApiJect is one of massive impact.

Josh declares simply, “I think the ApiJect BFS Prefilled Injector will transform the injectables market.”

“Events are happening at unheard-of speeds.”

ApiJect Systems Corp. can accomplish great things for pandemic response while also developing strong commercial opportunities, according to Josh Myers.

Josh Myers knows that achieving great things requires a great team internally and great partnerships externally.

As ApiJect's Director, Business Development—Special Projects, Josh is focused on establishing and building those partnerships so that ApiJect and its customers can change the world of injectable vaccines.

INTERVIEWER: Josh, you have said that a pharmaceutical company and a Contract Manufacturing Organization must, of necessity, transcend a simply transactional relationship. Why is that so important?

JOSH: For a pharma company, it requires considerable time, effort and expense to enter into an agreement with a Contract Manufacturing Organization. Once a functional partnership has begun, both parties are highly motivated to continue working closely and successfully together. There are powerful built-in incentives for both parties to achieve and maintain a long-term mutual commitment.

Can you talk about those incentives?

No company is going to start making products with one provider today and then, six months later, suddenly decide: “Okay, we’re going to jump ship and go with Supplier B now.”

It’s one thing to patronize a local tire supplier and then switch to another



These days, even story time happens with a protective mask. Behind these stylish fashion accessories are Josh, wife Bridget and son Jayce with his book, “My First Search and Find DINOSAURS.”

chain or another brand of tire if somebody gives you a cheaper price for a lesser product, or promises some other benefit. But it’s an entirely different question, and a much larger and more complex relationship, to partner in manufacturing drugs

In that case, how do you define business development in that context?

Business development is finding potential partners, establishing those relationships and building them into long-term alliances. It takes a shared investment approach, and a dedication to finding overlapping objectives and defining common goals. A long-lived alliance gets built on that.

Josh, how do you establish those common goals?

I believe it starts with transparency and clear communication. It’s crucial to take the time to completely understand the other person’s perspective. You don’t need to talk to someone 10 times every single day, but when you do talk to them, you must do everything possible to make sure you’re clear and you’re saying exactly what you mean to say. The biggest thing is just be transparent, honest and upfront.

You have said what gets a business relationship through any difficulties is building this kind of foundation from the beginning, based on shared objectives, and then acting with integrity.

If there’s a difficult situation to discuss, it’s always best to have a frank and candid conversation about it, uncomfortable as this may be sometimes. It’s also really important to keep your word. It sounds cliché, but that lesson our moms all taught us back in the day turns out to be a great business principle: treat people the same way that you want to be treated.

How does that work in practice?

Whenever a challenge comes up, we ask ourselves: how do we work together so the solution makes sense for everyone? When we keep this win-win perspective in mind, even brand-new relationships can quickly

become very strong alliances. And, if there are any storms, you can successfully weather them together. The relationship actually comes out stronger on the other side, and I really enjoy that.

What do you think people outside the pharmaceutical industry would find the most surprising about it?

Everyone knows that the medical drug industry is highly regulated, but the extent and “weight” of those regulations might be an eye-opener for many people. Until you have lived and worked in this environment, it’s not easy to appreciate the lengths that a pharmaceutical company must go to—every hour of every day, for every process and every product—to comply with regulatory requirements.

How do pharma companies and CMO’s cope with this regulatory burden?

Constant focus. It’s never far from anyone’s mind and each company establishes strict processes and procedures to meet the requirements. But I think people might also be surprised that within this strict regulatory context, the FDA does not always lay down simplistic, cut-and-dried rules. There is general guidance, but there is also a certain amount of room for interpretation.



Josh with Bridget, who runs an in-home daycare service. Josh expects ApiJect’s BFS Prefilled Injector to transform the global market for injectable medicines and vaccines.

“I think the ApiJect BFS single-dose injector will transform the injectables market.”

— Josh Myers —

The FDA tells you what the destination is, but each company decides exactly how to get there?

Sometimes that is the case. People might naturally wonder, “Why would the FDA provide only general guidelines in these situations? Why would regulators avoid spelling out highly specific, black-and-white rules, especially since they’re dealing with something that could potentially impact someone’s health and wellbeing? Why wouldn’t the regulators specify, “This is how it must be done, period?””

But the rationale is to put the responsibility on the company, rather than on the regulator, which makes sense. This approach maximizes commercial freedom to innovate and it gives a company a degree of flexibility for its operations as well.

So the pharma industry is highly regulated, but it’s still free enterprise. As we face the current pandemic, how is the landscape changing for pharma generally and for regulatory?

Because of COVID-19 we have seen more change in the pharmaceutical world over the last three months than in the previous two years. The urgency and pace have been revolutionized. We’re seeing speed from the regulators that are simply unheard-of.

What are the possibilities for ApiJect BFS Prefilled Injectors, both in the short term domestically, and in the long term globally?

I think once we introduce it to the world, the ApiJect BFS Prefilled Injector will not only help the U.S. respond quickly and effectively to COVID-19; it will also transform the entire injectables market.



Taking a cue from his son’s book in the first photo, Josh has found his dinosaur. You may notice 3-year-old Jayce hidden inside that green T-rex.

How will that transformation look?

Over the next few years, I believe ApiJect will be especially significant for generics. It will provide low-cost injectables, in a safe format, that will do a great deal of good for the low-resource nations of the world and for global public health generally.

The technology of RFID tracking at the dose level will also be important for both developed and developing nations, and for global health organizations and NGOs. All of this will give ApiJect very strong momentum, and we can already see it with the enthusiastic partnership of the U.S. Government.

Thank you, Josh.