

Pamela R. Demain, MBA, CLP
Executive Director, Business Development and Licensing, MSD



Pamela Demain is Executive Director, Business Development and Licensing at MSD. In the USA and Canada, MSD is known at Merck & Co., Inc. Pam has been at MSD for over 30 years. For the past 20 years, she has been responsible for negotiating transactions with companies, universities and institutions worldwide, including arrangements for compounds, research collaborations, patents, formulations and research platform technologies.

Pam also heads up the relationship development group, which includes responsibility for MSD's partnering outreach program, initiating new business development opportunities and building relationships with companies and universities worldwide. Since 2000, she has been instrumental in the strategic

transformation of MSD from an inward-looking to an outward-facing company focused on partnerships with companies and universities worldwide.

Prior to her current position, Ms. Demain was in charge of the Business Information & Research Department in the Worldwide Human Health Marketing area of MSD, providing global strategic decision support for all of MSD's new and in-line products.

Previous positions at MSD include 13 years in Corporate Planning, Marketing Communications and Product Management, where she was responsible for the worldwide launch of PRIMAXIN/TIENAM. She joined MSD in 1981 as part of the MBA management training program.

Pamela's pharmaceutical career began in the natural products laboratory of Gruppo Lepetit, an Italian pharmaceutical company, which was then a subsidiary of the Dow Chemical Company. Ms. Demain is a graduate of the University of Massachusetts at Amherst, and holds a M.B.A. in International Business from The American University in Washington, D.C. and is a Certified Licensing Professional (CLP).

Pam was President of the Licensing Executives Society (LES USA & Canada) during 2014- 2015 and is currently Immediate Past-President. She has been on the Board of Trustees since 2006. Her previous positions on the Board have been President-Elect, Regional VP for the US, VP for Communications, and Trustee for Partnering. She has been a member of the LES Life Sciences Committee since 2003. In 2012, she was honored by LES with the Frank Barnes Mentoring Award.

In September 2013, Pam joined the Board of BioNJ, where she heads the Membership Committee.