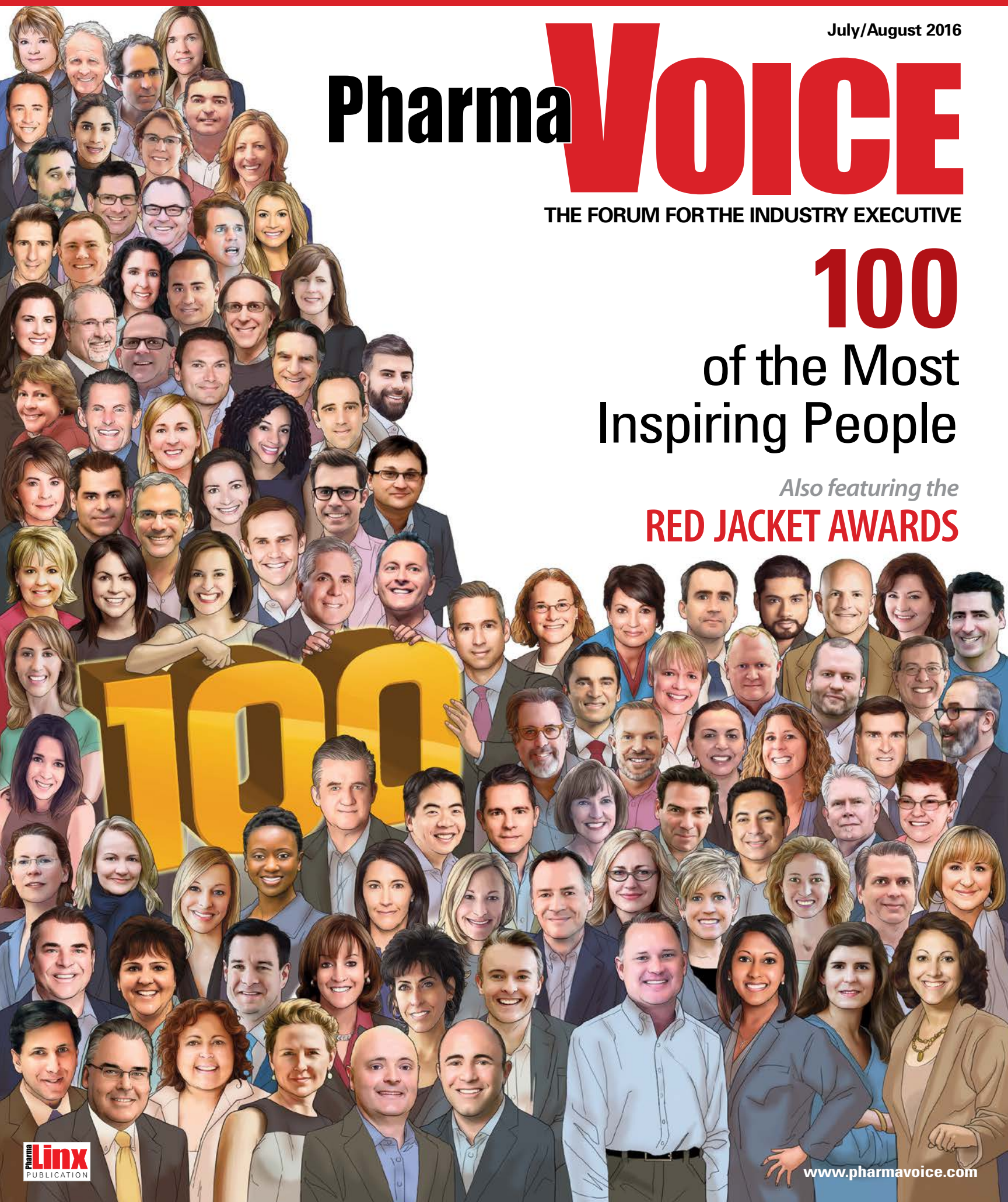


Pharma**VOICE**

THE FORUM FOR THE INDUSTRY EXECUTIVE

100
of the Most
Inspiring People

Also featuring the
RED JACKET AWARDS



Inspiration and Innovation

Inspired leadership and innovative thinking are just two of the ways in which this year's PharmaVOICE 100 can be described. Over the past dozen years we have showcased some of the most well-known names in the industry as well as the unsung heroes, each of whom are committed to making a difference in the lives of patients as well as their employees, colleagues, companies, and communities.



Each and every year, the inspirational stories of the PharmaVOICE 100, as well as our Red Jacket honorees, reaffirm what's good about our industry. This diverse group of individuals is dedicated to moving the needle to improve all aspects of healthcare — from discovery to commercialization to delivery. They are imagining new possibilities and disrupting the status quo through new and enhanced business models with the patient at the center, creating innovative breakthroughs in science and clinical process improvements, developing new ways to communicate and engage, implementing enhanced talent development techniques, and much more. We hope you are inspired to innovate in your own unique way.

These dedicated company leaders, entrepreneurs, change agents, researchers and scientists, clinical experts, regulators, marketers and creative experts, patient advocates, mentors, and technologists are dedicated to innovation, transformation, and evolution. They represent every aspect of the healthcare ecosystem and are united by a common bond: to make a difference.

These 100 individuals as identified by you, our readers, are innovators creating new opportunities and identifying next steps in an effort to shape and evolve the life-sciences industry for sustainable success. They are envisioning new products and companies to address the needs of patients. And they are philanthropists, who are dedicated to paying it forward personally and through their companies.

In addition to the thoughtful profiles showcasing each individual, we have compiled several informative articles that capture these industry leaders' insights on the topics of innovation and the challenges and opportunities they face as leaders. These articles can only be found online in our bonus content; please log onto pharmavoice.com to read more.

With thousands of nominations to consider, we rely on the personal accounts from you, our readers, that detail the inspirational and innovative nature of these individuals. Thanks to all of you who took time out of your schedules to nominate the individuals who are making a difference to you, our industry, patients' lives, and the companies and organizations that make up our ecosystem. We also want to thank all of our PharmaVOICE 100 honorees and Red Jacket award winners for taking the time to share their personal stories with us. Please join us in extending warm congratulations to this esteemed group of individuals. And join us September 15 in New York to celebrate the accomplishments of our current and past honorees. For more information about this unique event, please go to www.pharmavoice.com/pharmavoice-100-celebration-schedule-of-events.

Taren Grom
Editor

Who's on the List — 2016

Indexed by Section

COMMANDERS & CHIEFS

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Tenacious. Strategic.



JEAN CHITWOOD

Driving Strategy that Improves Business

Jean Chitwood, executive VP, corporate strategy and development at INC Research, is the consummate strategist. While colleagues use complimentary language to describe her, Ms. Chitwood is more straightforward with her own assessment.

"I'm like a dog with a bone when presented with an issue or challenge," she says. "I just can't let it go. It's part of my nature."

Her ability to examine any situation from all sides and to envision many possible options, combined with her unwillingness to let go until multiple solutions have been explored, have served her — and INC Research — well in her career. When Ms. Chitwood was hired, she was told her role was to "make the company better." And that is just what she has done.

"We've driven hard against our strategy and have built a successful global enterprise," she says.

For instance, she capitalized on INC's openness to elevating the importance of sites and patients as key elements of INC's business strategy. This move reinforced the strong relationships the company has built with sites and renewed its commitment to groups that raise the voice of sites globally. A primary focus for the company is working to make clinical trials better for patients and the clinicians who work on the front lines with them.

Getting to know...

Jean S. Chitwood

TITLE: Executive VP, Corporate Strategy and Development

COMPANY: INC Research

EDUCATION: MBA, University of North Carolina, Kenan-Flagler Business School; BS, Medical Technology, Radford University

FAMILY: Husband, Mike Chitwood; two grown children

SOCIAL MEDIA: [in](#) [You Tube](#)

Her vision extends fully across the business; she has embedded the value proposition of a genuine relationship with sites into the fabric of the organization and that differentiates INC from its competitors. Ms. Chitwood not only saw the importance of these relationships, she seized the opportunity to ensure the company was adapting to the industry's shift in site relationships. She found a way to fit this intangible concept into the hard box of business, to show a return on investment without a dollar figure or metric, and demonstrated real value in the progress made with sites.

Ms. Chitwood also perceived an initiative that would allow for great sites to scale their

successes, which translated into the company's Catalyst Program. According to her colleagues, this is by far one of her greatest accomplishments at INC, as this program formalizes innovation and change processes to advance site relationships for more efficient, high-quality clinical research. The progress on that initiative in just a short time has been exceptional, growing key site relationships while keeping the program aligned with where the industry and INC are headed. Additionally, the growth of that program has become a part of INC's culture, and internal awareness is equally as impressive as the external visibility of this new program.

Ms. Chitwood's more than 25 years of experience in healthcare with a variety of roles across academia, pharmaceutical, and CRO sectors, influences her work every day. Her diverse background allows her to understand the marketplace from each key stakeholder's perspective, from shareholders to customers to employees. She has the ability to keep each person's perspective in consideration at all times as she guides the company, and it takes a high-level of skill and wisdom to address all those diverse interests simultaneously. Her experience and vision is why she sees industry change coming before many others in her field and guides INC in the right direction from a strategic perspective as a result.

"I have a passion for healthcare that drives me to improve health and treatment options for patients around the world," she says. "I've spent most of my career in pharma and clinical trials for this reason. We really make a difference in the lives of so many people and I've always been proud to work in this endeavor."

Ms. Chitwood says she has had the good fortune of having strong women mentor her throughout her career, so it is important to her to give back by supporting other women in science and business.

"We've come a long way, but we still need more capable women at the highest/most senior levels of organizations, so I think it is important to help others with coaching and guidance wherever I can — the way I was supported throughout my career," she says.

Ms. Chitwood describes her focus as "all about what's next," and fortunately she says she married a poet who keeps her grounded on the other important aspects of life.

"Without what he does, I couldn't do what I do," she says. "I am the businessperson in the family and he reminds me of all the other parts of life that make it meaningful. Living with a poet literally forces me to see the world more broadly." **PV**



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