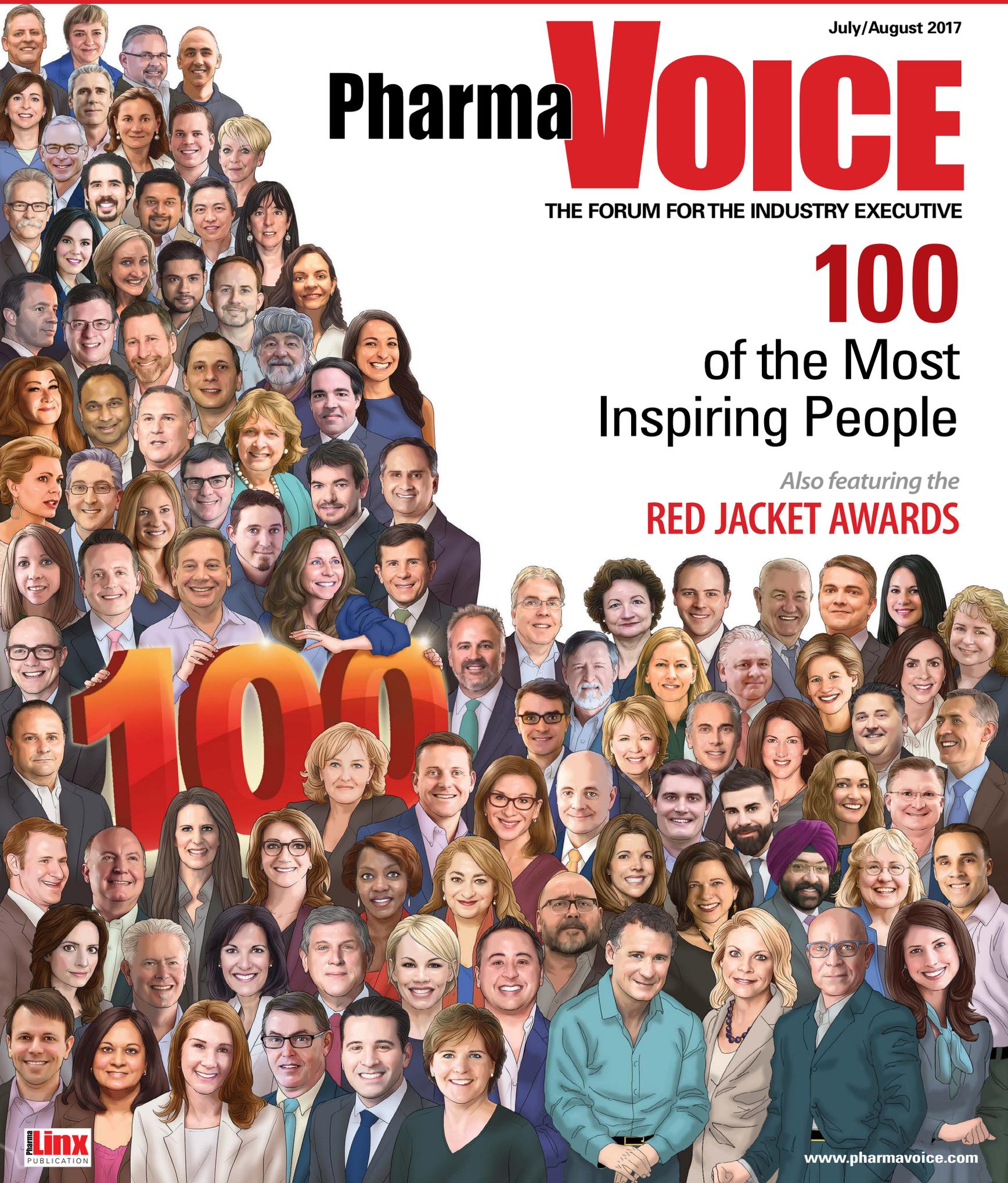


# Pharma VOICE

THE FORUM FOR THE INDUSTRY EXECUTIVE

**100**  
of the Most  
Inspiring People

Also featuring the  
**RED JACKET AWARDS**



# DANIELLE BEDARD

## Seeing the Possibilities

After recognizing an unmet need in the marketplace and determining what — and who — was needed to bring a response to life, Danielle Bedard founded inVentiv Health Managed Markets, now a part of INC Research/inVentiv Health, and shortly moved the division to become a leader in the space.

“It has been my biggest career highlight, and the most rewarding,” Ms. Bedard says. “It’s been amazing to be a part of such a wonderful team who continues to make it happen every day.”

Ms. Bedard has been with inVentiv Health for almost 15 years and has amassed invaluable experiences along several different career paths. She started on the account management side with Palio, an inVentiv Health full-service advertising agency, before identifying managed markets as a key area for business growth —

### DEDICATED. THOUGHTFUL.



Danielle Bedard sees the possibilities of what could be for her team, her company, her clients, and for patients.

*Driven to collaborate by*

# CONNECTIONS

one that would be essential to compete effectively in the evolving payer marketplace. And so, she raised her hand to develop a managed markets group, which evolved into inVentiv Health Managed Markets, and paved the way to her current role as president of the group.

With Ms. Bedard leading the way, inVentiv Health Managed Markets set aspirational goals for profitability and growth and has consistently exceeded them. She has managed to nearly double revenue and increased profits nearly ten-fold.

She has a remarkable combination of insight into and foresight for institutional efficiency. Ms. Bedard is committed to staying abreast of regulatory updates, following enforcement activity, and understanding the particular interests of regulators in the managed care space.

She leads an eclectic team of industry experts who help clients stay ahead of the sometimes-turbulent shifts in the business side of the healthcare industry.

Ms. Bedard thinks creatively and analytically about any given situation and leverages her knowledge to successfully steer the organization. She is also committed to the success and livelihood of everyone who works for her.

“How we get where we are going is just as important as where we arrive,” she says.

She encourages people to understand the why behind everything, and helps them to explore the connections that are not obvious between organizations, identify opportunities, and determine the most efficient and effective way to execute.

A visionary leader, Ms. Bedard would like to be remembered for seeing the potential of her team, her company, her clients, and for patients.

She describes herself as the buffalo: “buffaloes don’t wait for the storm to pass or look for ways around it; they push through it,” she says.

Ms. Bedard values authenticity in both her private life and in her professional endeavors, and she inspires others to do the same. She believes in sharing a common goal and says it doesn’t matter who gets the credit, as long as the goal is accomplished as a team.

At the same time, she is thoughtful and deliberate in her approach, weighing pros and cons and avoiding snap decisions. She works hard, is kind, and strives to do the right thing. She cares for her team, knows how to praise

outstanding performance and shows respect for clients, colleagues, and people in general.

“I truly care about people and aim to be authentic, honest, and straightforward, so that I am able to give people what they need to hear and in a way they need it,” she says.

Ms. Bedard enjoys nurturing individuals, teams, and organizations that are strong and capable.

“My role is to unify and build the organization, dissect problems to uncover opportunities, and grow staff via training and mentorship,” she says.

She ardently tries to stay away from the factors that stifle innovation, which she believes can be constrained by conventional thinking and rote, unexamined processes that may have outlived their effectiveness.

Naturally for someone who so values the lessons she has learned along the way, Ms. Bedard is passionate about helping others learn. From her work with kindergarten classes, with gifted teenagers at science camps, as a community health educator, or with struggling youths, she has seen first-hand how knowledge elevates and expands each person’s horizon.

Raising her view toward the potential ahead, seeing possibilities, and scrutinizing obstacles are all essential elements of Ms. Bedard’s success. It all comes down to vision and her talent for sharing it. **PV**

### Getting to know...

#### Danielle Bedard

**TITLE:** President, Managed Markets

**COMPANY:** INC Research/inVentiv Health

**EDUCATION:** BA, Psychology and Complex Organizations, Mount Holyoke College

**HOBBIES:** Baking/cooking with her daughter, playing Scrabble and board games, yoga, dance, outdoor activities, being her daughter’s fun Sherpa

**BUCKET LIST:** Open a custom basket shop; publish a cookbook, spend a month in the hills of Tuscany writing and cooking

**AWARDS/HONORS:** PM360 ELITE

Transformational Leader, 2017; inVentiv Health’s Impact award, 2015, 2016; Healthcare Businesswomen’s Association Rising Star, 2009; Saratoga Springs’ 40 under 40 Award for Business & Community Leadership, 2004

**SOCIAL MEDIA:** [in](#)

# DAVE QUERRY

## Navigating Toward Success

**D**ave Querry's father owned a tool and die company, and growing up he learned to build dies and machining fixtures and to drive the company truck.

"I always loved driving — the bigger the truck the better," he says, adding he would like to drive an 18-wheeler across country for fun. However, driving a truck will have to wait, because right now Mr. Querry is very busy driving 50% business growth for Navicor, now a part of INC Research/inVentiv Health.

Navicor has seen double-digit year-over-year growth since Mr. Querry took the reins in 2013. Colleagues say he has created a collaborative, client-driven agency that delivers groundbreaking work to help patients who are dealing with cancer.

As president of Navicor, he leads two growing offices with clients that span global large pharma clients to emerging drug developers bringing their first assets to market. His authentic leadership style is a blend of strategic vision and compassion. He is always

searching for better ways to communicate in the oncology space. For example, recently he worked with behavioral scientists to better understand how to connect with non-small cell lung cancer patients. He is also pioneering integrated marketing for clients, leading teams that work across advertising, public relations, and medical communications.

Colleagues say Mr. Querry combines a unique skill set of deep scientific, advertising, marketing, and brand strategy, and is a strong leader with a great drive, innovation, and care for his co-workers. His 25-plus years of brand building coupled with an approach where he is deeply connected to the work, his clients, and most importantly his staff, make him unlike any other leader.

Mr. Querry is noted for his extraordinary integrity, integration skills, and ability to bridge gaps. In addition to making business development a critical and daily part of the company's focus, Mr. Querry has built charitable efforts and corporate responsibility into the

*Getting to know...*

### David Querry

**TITLE:** President, Navicor

**COMPANY:** INC Research/inVentiv Health

**EDUCATION:** BS, Hillsdale College

**FAMILY:** Wife, Tami, who is understanding of the late nights/weekends/travel his job requires, while also maintaining her own career as an educator and mother

**HOBBIES:** Watching daughter's horse shows and sporting clays

**BUCKET LIST:** Travel Europe and South America with wife; drive an 18-wheeler across the country

**AWARDS/HONORS:** MedAd News Agency of the Year, 2013, 2017

**SOCIAL MEDIA:**     

**TWEET AT:** @dquerry

fabric of the Navicor culture. A day doesn't go by that the team is not encouraged to remember that improving patient outcomes is the ultimate goal in and outside of work.

Mr. Querry has fostered support of the Leukemia & Lymphoma Society, the Pancreatic Cancer Action, and St. Jude Children's Hospital. These efforts are not one-off efforts, but a continuous cycle of contributing to patients, caregivers, and research. The team participates in walks and runs, and has even held chili cook offs to raise money for these organizations, and contributed almost \$10,000 alone in 2016. In fact this year, the Columbus, Ohio, team was one of the top donors to the Columbus Light the Night walk, just one of the efforts the team works on.

When the agency expanded to Philadelphia with a new office, within months team members were pounding the pavement at the St. Jude 5k at the Philadelphia Zoo.

Scrolling through the Navicor Facebook page, there is post after post illustrating the company's contributions to its communities and patients. The reason is because for Mr. Querry cancer is more than a therapeutic category. His philosophy has clearly permeated the Navicor team and lives at the heart of this successful business.

Colleagues say Mr. Querry believes in a hug before a handshake. He has a contagious enthusiasm for helping turn hopeful oncology patients into extraordinary survivors and he is completely committed to the work Navicor does to connect difficult marketing situations of orphan diseases with the strategies necessary to move markets. 

PASSIONATE. DRIVEN.



Dave Querry is driving innovative solutions because of his deep understanding of the human element of marketing cancer treatments.

*Driven to collaborate by*  
**GETTING BETTER**

# JANE WINTER

## Rises to Every Challenge

Taking a transformative approach to consulting, Jane Winter has helped to build a powerful core team at INC Research's consulting practice, now INC Research/inVentiv Health, garnering industry-wide attention.

As senior VP, head of regulatory and quality consulting, she continuously comes up with innovative ideas and created a vision for the consulting business unit that helps each team leader understand the crossover between disciplines and how to collaborate on projects.

She directs the business unit with a strong commitment to high-quality deliverables and has built an unusually sturdy structure to drive profit margins. Consultants under Ms. Winter's purview become an integrated part of the company they are advising, not just a hired hand who dips in and out of projects. With a strong business approach, she is balancing risk and profit with aplomb and building a solid foundation for the CRO's consulting team.

She sees opportunity where none existed in the past. For instance, she has found an emerging company business intersection between consulting and early phase clinical studies that INC Research/inVentiv Health has seen synergies between its offerings for its customers.

Ms. Winter says her first job in the industry, as an assistant in a quality control lab supporting the manufacturing unit at Ciba Geigy, provided a very useful introduction to the pharma industry, enabling her to understand the manufacturing process and the need for robust quality processes and team work.

One of her most rewarding experiences was leading the start up of a CRO business within the CSO Innovex. She and her team grew from one CRA, a study manager, and a filing cabinet to an international CRO that was acquired by Quintiles in 1996.

After Quintiles, Ms. Winter spent many years as an independent consultant, truly hon-

### *Getting to know...*

#### Jane Winter

**TITLE:** Senior VP, Head of Regulatory and Quality Consulting

**COMPANY:** INC Research/inVentiv Health

**EDUCATION:** BSc (Hons) Botany, Manchester University, UK

**FAMILY:** Daughters, for their patience and meals they have made her while she's on teleconferences

**HOBBIES:** Walking, pilates, singing in a choir, cooking, gardening

**BUCKET LIST:** Visit all seven continents; support a charity

**AWARDS/HONORS:** Fellow of the Institute of Clinical Research

**ASSOCIATIONS:** RQA, Institute of Directors, ICR, PACRA — Founding Director

**SOCIAL MEDIA:**  

### *Driven to collaborate by*

## ROBUST SOLUTIONS

ing her customer service skills and establishing herself as a knowledgeable industry thought leader while developing a well-earned reputation for perspective, tenacity, and relationship building. She knows how to manage the sponsor relationships and helps clients understand the needs around a project that they may not even be able to articulate.

She says success is measured partly on meeting financial goals, but also ensuring

### COLLABORATIVE. TENACIOUS.



Jane Winter has a reputation for perspective, tenacity, and strength in customer service and relationships.

actions have a positive and sustainable impact on all stakeholders, including patients and employees.

Practicality and the ability to adapt to shifting circumstances fuel her success. Continuous learning is important to Ms. Winter, who says her goal is to remain a valuable contributor to the organization she works for.

Ms. Winter says no leader is successful without a strong team contribution, and a good leader creates a robust team, respects individual contributions, encourages and listens to the team, but makes the final decision. Colleagues say Ms. Winter unites people and elevates the leaders on her team to be better managers. She encourages people to think outside of the box and to unleash creative ideas. She believes an organization can become stronger by learning from mistakes and not getting it exactly right the first time. Nevertheless, she emphasizes that it's important that the overall strategy and goals are shared and everyone knows his or her role to play in achieving those goals.

Ms. Winter enjoys mentoring at all levels within the organization, as well as millennials just starting their careers. Her hope is that her overall impact encourages people to reach their potential, playing a part in developing senior managers of the future.

"I am a good listener and can provide creative ideas, whether it be at a corporate strategy level or helping someone achieve the next step in his or her career; I suppose that is why I enjoy consulting," she says. 



3201 Beechleaf Court  
Raleigh, NC 27604  
[www.incresearch.com](http://www.incresearch.com)