



JAMES MADISON
UNIVERSITY®

SEMINAR

Friday, November 1

Drew Beck, JMU 1997

*Executive Director, Merck & Co., Inc.
Oncology Marketing, Head & Neck Cancers*



You've worked there for how long?! A career journey at Merck

Drew began his career with Merck in 1997 as a Quality Control Lab Technician and Associate Chemist within MMD. After transitioning to the sales organization in 1999 as a Professional Representative, he quickly moved into roles of increasing responsibility; first as a Professional Development Trainer and then as Customer Team Leader in the Southeastern PA marketplace.

Drew continued to accumulate a diverse and unique set of experiences over his career leading customer account teams as a Medical Account Executive; serving as the Strategy Development Lead for the Merck/Weight Watchers® Collaboration pilot; and leading the Merck/Geisinger Health System Adherence Collaboration while he was a member of the Customer Alliances and Innovation team. Drew was also a member of the U.S. Diabetes Marketing team responsible for supporting the continued execution and ongoing evolution of the diabetes franchise strategy focused on integrated delivery system accounts before leading a team of account executives as the West Region Integrated Delivery System Market Leader in 2015.

Drew returned to the east coast to lead a team of market access account executives as the New England Region Health Care Systems Director where he gained extensive experience across key customer segments while demonstrating an ability to drive significant incremental revenue opportunities for Merck's portfolio of human health products. In 2019, he moved into the U.S. Oncology organization leading national teams focused on market access and support services for Merck's oncology products before. He now leads the U.S. marketing team for head & neck cancers. Throughout his numerous roles with Merck, he has consistently been recognized for his leadership, analytical and strategic thinking, and exceptional collaboration skills.

Drew graduated from James Madison University ('97) with a B.S. in Chemistry (ACS Concentration) where he participated in undergraduate research with Dr. Benjamin DeGraff exploring the photoluminescent properties of Re(II) complexes in β -cyclodextrin in water. In 2005, he completed the Wharton Program for Working Professionals (WPWP) Marketing Certificate program and in 2014 he obtained his MBA from the Villanova University School of Business.

Meet the Speaker
Seminar

2:00 pm, PCB 3144
3:35 pm, King 159