

Creating Global Solutions



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AUSBIOTECH 2010 NATIONAL CONFERENCE SPEAKERS' PROFILE

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Dr. Daniel R. Pascheles is Vice President, Global Competitive Intelligence, and is based in Whitehouse Station NJ, at the Global HQ of Merck & Co., Inc.

His responsibilities include providing intelligence regarding business, research and development activities of competitors, as well as participating in, and contribution to the strategy development process, the target identification for licensing and M&A activities.

Pascheles joined Merck & Co., Inc. early 2005 from Aventis Inc. where he was Vice President and head of Corporate Competitive Intelligence. He has worked for Aventis and its predecessor company (Hoechst Marion Roussel, Marion Merrell Dow) for 14 years in various positions such as Marketing Director, General Manager Switzerland, European Head for Sales and Marketing Administration and Strategic Planning. Pascheles studied Pharmacy at the Swiss Federal Institute of Technology (ETH) in Zurich, Switzerland. He received his Ph.D. in Pharmaceutical Technology from the same university. He has done additional study at the University of Kansas in Lawrence, Kansas.

Pascheles is Past-President and current Board member of the Pharmaceutical Business Intelligence & Research Group (PBIRG). He is also member of the Society of Competitive Intelligence Professionals (SCIP) and the Licensing Executive Society (LES).

