



Panelist



John Watson
Corporate Senior Vice President
President, Strategic Partnering and
CCO
Covance Inc.

Mr. John Watson is responsible for Covance's global commercial organization, which encompasses all sales and marketing activities, in addition to its strategic partnering efforts. He is a member of the Operating Committee as well as the Executive Committee, and reports directly to the CEO.

Mr. Watson has more than 31 years of Sales, Marketing, Strategic Partnering, and Executive Leadership experience with the last 23 years focused on healthcare within the Pharmaceutical and Contract Research Organization (CRO) industries.

Previously, as Corporate Vice President and President, Strategic Partnering and Integrated Drug Development, he was responsible for developing and building strategic partnerships within the industry and helping clients advance their pipelines with a focus on reducing the time and cost of drug development.

During the last 14 years, Mr. Watson has held several positions of increasing responsibility at Covance beginning with the Vice President of Sales, Client Services and Program Management with responsibility for all commercial activities in North America for toxicology, chemistry and clinical pharmacology businesses, and progressing to Corporate Vice President, Marketing & Sales with responsibility for overall sales and marketing programs driving integrated selling efforts.

Prior to joining Covance, he spent 12 years in various roles of increasing responsibility in Sales, Marketing, and Corporate Accounts within the Bristol-Myers Squibb companies focused on the diagnostic imaging marketplace.

Mr. Watson is a graduate of Louisiana State University earning his B.S. in Marketing.