

Volunteer Opportunities

TOWN OF PARADISE VALLEY COMMITTEE VOLUNTEER APPLICATION FORM

Thank you for your interest in volunteering with the Town. Appointments to committees, commissions, and boards are made in late March of each year and terms begin April 1. Applications are accepted throughout the year. The deadline to be considered for appointment is February 4th at 5:00 PM. Applications received after that time will be kept on file and may be considered for mid-term vacancies. It is not necessary to list a committee preference. During the interview with the Mayor and Council, consideration will be given to the applicant's background, skills, and interests to assist in determining the best fit.

Please provide the following background information.

Name*

James R Hawthorne

Address*

██████████ 52nd Place

Email*

████████████████████

Home Phone

██████████

Employer

Retired

Occupation

Pharmaceutical Executive

Business Phone

████████████████████

Cell Phone

██████████

Number of years as PV resident

5 Years

Professional experience highlights

40 years in the US Pharmaceutical Industry in a variety of positions as an executive and manager.

Functional areas of expertise are as follows: sales, marketing, strategic planning, marketing research, operations, information technology, and government affairs interfacing with state and US governmental healthcare officials.

Developed and led a boutique strategic planning, forecasting, and licensing consulting company in 1996 that grew to approximately 25 employees before it was acquired by Kantar Health in 2005.

What experience do you think qualifies you to be a committee member?

In order to fulfill my job responsibilities my family has had to live in a number of different cities throughout the US. We've been able to see "what has worked" and "what hasn't worked" in terms of local government.

Part of my job was to observe and also give advice in terms of companies being able to work jointly with local, state, and federal governmental agencies in achieving common objectives.

I would like to think that I've always strived to be a good neighbor.

I know how to successfully manage through conflict.

I've been happily married for over 45 years. Have four children all of whom have graduated from college and are pursuing careers in the valley. My wife and I are blessed with seven grandchildren.

Community Activities

Served on the board of the Phoenix Boys Choir.
Served as a part-time minister at 1st Southern Baptist Church of Scottsdale, and Camelback Bible Church of Paradise Valley.
Served as a deacon at 1st Southern Baptist Church of Scottsdale.
Served as a member of the Licensing Executive Society
Served on the board of the Radio & TV Commission of the Southern Baptist Convention.

Information on each of the committees including summaries, annual [Information on Committees](#) reports, and meeting minutes are located on the Boards & Commissions page.

Have you familiarized yourself with the duties of the committee(s) in which you are interested?*

Yes

No

Attach resume and cover letter

[Jim Hawthorne Short Resume.doc](#)

* indicates required fields.

James R. Hawthorne
[REDACTED] 52nd Place
Paradise Valley, AZ 85253

Cell: [REDACTED]
Home: [REDACTED]
E-Mail: [REDACTED]

CAREER SUMMARY

I have thirty-eight years of successful general management and leadership experience involving strategic planning, business development, licensing, marketing research, finance, and government affairs within the pharmaceutical and biotech industries and with a non-profit entity. I am experienced in leading, directing, developing, managing, and optimizing the operations of for profit or non-profit organizations. Due to my experiences and academic training, I possess superior writing and verbal communication skills.

Using the experiences and skills listed above, I have successfully helped organizations overcome significant challenges in dynamic competitive environments by identifying and implementing optimum solutions in the following areas:

- Due Diligence
- Issue Identification / Problem Resolution
- Strategic Planning
- Marketing Research
- New Business Development
- Operations Optimization

PROFESSIONAL ACCOMPLISHMENTS

- Analyzed, led, and executed numerous projects developing target “hit-lists” for pharmaceutical client companies; lists that have generated valid and productive in-licensing and out-licensing discussions.
- Conducted numerous scientific and commercial analyses on product and company acquisitions that have led to clients acquiring products and/or large commercial entities.
- Created non-confidential and confidential documentation on early to late-stage pharmaceutical products for clients, made initial solicitations, and have assisted in all stages of licensing discussions including preparation of term sheets.
- Analyzed market dynamics, corrected product deficiencies, and rapidly executed tactical plans, causing successful launch or revival of 5 pharmaceutical products. All products exceeded revenue/profit projections and achieved dominant positions in their respective markets.
- Conducted portfolio optimization, commercialization scenario analysis, and promotional response modeling project that enabled emerging biotech company to successfully partner a Phase II anti-infective compound with a Japanese company for a deal in excess of \$400 Million.
- Led a team of analysts and created strategic recommendations for mid-size European pharmaceutical company that led directly to an acquisition offer for a larger pharmaceutical

company. This unsuccessful bid led to client creating an additional \$800 million in cash that funded the successful acquisition of another European pharmaceutical company.

PROFESSIONAL EXPERIENCE

APPLE, Scottsdale, Arizona	2015 - 2020
Technical Specialist (2019 – 2020 Retired)	
Sales Specialist (2015 – 2019)	
ASHESI GLOBAL SERVICES, Phoenix, Arizona	2013 - 2015
Vice President of Operations	
CAMELBACK BIBLE CHURCH, Paradise Valley, Arizona	2008 - 2013
Director of Administration (2012 – 2013)	
Church Treasurer (2008 – 2013)	
THE MATTSON JACK GROUP, Scottsdale, Arizona	1997 - 2008
Executive VP (2003 – 2008)	
Vice President & Managing Director (1996 – 2003)	
WALSH AMERICA, Phoenix, Arizona	1994 – 1996
Vice President, Operations & Customer Service (1994 – 1996)	
SMITHKLINE BEECHAM, Philadelphia, Pennsylvania	1988 – 1994
Vice President, Marketing Research & Planning (1991 – 1994)	
Vice President, Strategic Planning & BD (1990 – 1991)	
Director, Planning & New Product Development (1988 – 1989)	
BRISTOL-MYERS, Evansville, Indiana	1984 – 1988
ABBOTT LABORATORIES, North Chicago, Illinois	1973 – 1984

EDUCATION

BA History, Texas A&M University, 1967 – 1971
 BS Biology, University of Arkansas, 1971 – 1972
 MASTERS (uncompleted) Physiology, University of Arkansas, 1972 – 1973
 MBA (with Highest Honors), Lake Forest School of Management, 1981- 1983
 MA Military History (with Highest Honors), Norwich University, 2011 – 2013
 PhD Candidate in Archaeology, Trinity Southwest University, 2015 to Present Day