



Maggie Merchant, PhD

Merchant Medical, LLC

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SUMMARY

- Maggie Merchant, PhD writes medically accurate and readable content for the biomedical and biotechnology communities. With an extensive laboratory research background and ten years of biomedical writing and consulting experience, Maggie Merchant elucidates key medical concepts for physicians, research scientists and nurses.

EXPERIENCE

Jan 2001 - Present

Merchant Medical, LLC

Medical Writer

- Writing, revising and editing of medical and scientific documents for Amgen, Genentech, MedImmune, Medscape, and other medical communications and biotechnology companies.

- **Document types**

- Monographs
- Research manuscripts
- Reviews
- Slide kits
- Continuing medical education
- Posters
- Grants
- Web content

- **Software**

- Word
- PowerPoint
- Dreamweaver
- InDesign
- Illustrator
- Photoshop

- **Medical expertise**

- Oncology
- Targeted therapeutics
- Tumor vasculature
- Hemophilia
- Sleep disorders
- High-throughput screening
- Cardiovascular disease
- Peripheral arterial disease
- Cosmetic dermatology
- Acne
- Tissue engineering
- Biomedical nanosensors



PROJECTS

- Please view additional project descriptions at www.maggiemerchant.com.

Oncology

- Biomedical content direction and voiceover texts for an award-winning tumor angiogenesis website
 - **Website:** <http://angiogenesis.amgen.com/>
 - **Audience:** Physicians, biomedical research scientists
 - **Content:** Tumor angiogenesis with an emphasis on the Angiopoietin Axis. The website educates the audience to complement Amgen's development of anti-angiogenesis targeted therapies. The website won a Webby Award (2009).
- Clinical research articles, grants and reviews
 - **Tumor sites:** Blood, colon, lung, head and neck, skin
 - **Audience:** Physicians and research scientists
 - **Content:** First drafts are created from raw data, prepared figures and tables, outlines, author comments and/or key references as specified by the client. New figures and tables are created as needed.
 - **Therapies:** Cetuximab, bevacizumab, bortezomib, others
- Slide kits for a large biotechnology company
 - **Tumor sites:** Breast, colon, lung, lymph
 - **Audience:** Oncology nurses
 - **Content:** All aspects of clinical trials, prescribing information, treatment guidelines, disease biology and drug methods of action
 - **Therapies:** Bevacizumab, trastuzumab, erlotinib, rituximab, various chemotherapies

Cardiovascular

- Clinical research manuscripts for a small medical device company
 - **Sites:** Peripheral arteries
 - **Audience:** Physicians, research scientists
 - **Content:** Research papers for peer review, drafted from original data
 - **Therapies:** Plaque excision with a novel, catheter-based device
- Slide kits for a mid-size biopharmaceutical company
 - **Sites:** Cardiovascular and pulmonary systems
 - **Audience:** New sales representatives
 - **Content:** Competitive landscape, cardiovascular overview, prescribing information, and biology relating to pulmonary arterial hypertension
 - **Therapies:** Epoprostenol sodium



BIOTECHNOLOGY EXPERIENCE

Nov, 1998 - Dec, 2000

Ciphergen Biosystems, Inc.

Technical Marketing Manager

- **Users Guide:** Organized, co-authored, edited and guided publication of Ciphergen's first ProteinChip® Users Guide with over 300 pages of text, graphics and illustrations.
- **Customer Newsletter:** Designed and wrote Ciphergen's first customer newsletter in response to Field Scientists' request for increased contact with customers.
- **Technical Training:** Designed and implemented two-week technical training course for new PhD-level Field Research Scientists.

Research Scientist

- **Project Leader:** Led collaborative project involving scientists from Ciphergen and Stanford to identify key regulatory proteins in *Caulobacter*, a human pathogen model.
- **Business Development:** Leveraged extensive expertise in phage display technology to evaluate bringing this technology to Ciphergen.

GRADUATE AND POSTDOCTORAL TRAINING

1995-1998

Genentech, Inc.

Postdoctoral Scientist with Dr. Paul Carter

- **Bispecific antibody development:** Co-invented method for making bispecific, human antibodies with a phage display-optimized Fc domain, using rationally designed interchain disulfide bridges, and a shared human light chain derived from phage libraries (Merchant et al. (1998) Nature Biotechnology vol. 16 p. 677-681; also see Patent).
- **Phage display:** Designed and generated novel, large phage display libraries to generate high-specificity protein-protein interactions via strategically designed salt bridges in the immunoglobulin C_H3 domain.
- **Protein structure:** Investigated C_H3 domain/antibody structure and molecular modeling.
- **Postdoc community:** Conceived and organized in-house seminar series for all postdocs; invited key management, including CEO and COO, to present inspiring talks describing their roles at Genentech. These talks were informative, fun and well attended.



1988-1995

Cornell University

Graduate Student with Dr. Bik Tye

- **Investigation of Mcm10 protein:** Demonstrated direct role of the *Saccharomyces cerevisiae* Mcm10 protein in initiating DNA replication via 2-dimensional DNA gel technology (Merchant et al. (1997) Mol. Cell Biol. vol. 17 p. 3261-3271).
- **Instructor:** MCAT review course with Princeton Review, one semester.

UNDERGRADUATE EDUCATION

- Yale University, New Haven, CT. BS in Biology, 1988
- Yale-New Haven Scholarship Award, 1984-1988

PATENTS AND PUBLICATIONS

- A method for making multispecific antibodies having heteromultimeric and common components. Patent. Rob Arathoon, Paul Carter, **A. Margaret Merchant** and Leonard Presta.
- Victoria Chang, Michael J. Fitch, J. J. Donato, T. W. Christensen, **A. Margaret Merchant**, Bik K. Tye (2003) Mcm1 binds replication origins. *Journal of Biological Chemistry* 278:6093-100.
- **A. Margaret Merchant** and Scot Weinberger (2000) Recent advancements in surface enhanced laser desorption/ionization time-of-flight mass spectrometry. *Electrophoresis* 21:1164-1177.
- **A. Margaret Merchant**, Zhenping Zhu, Jean Q. Yuan, Audrey Goddard, Camellia Adams, Leonard Presta and Paul Carter (1998) An efficient route to human bispecific IgG. *Nature Biotechnology* 16:677-681.
- Paul Carter and **A. Margaret Merchant** (1997) Engineering antibodies for imaging and therapy. *Current Opinion in Biotechnology* 8:449-454.
- **A. Margaret Merchant**, Yasuo Kawasaki, Ming Lei, Yanru Chen and Bik Tye (1997) A lesion in the DNA replication initiation factor Mcm10 induces pausing of elongation forks through a chromosomal replication origin in *Saccharomyces cerevisiae*. *Molecular and Cellular Biology* 17:3261-3271.
- Hong Yan, **A. Margaret Merchant** and Bik Tye (1993) Cell cycle-regulated nuclear localization of Mcm2 and Mcm3, which are required for the initiation of DNA synthesis at chromosomal replication origins in yeast. *Genes and Development* 7: 2149-2160.
- B. Jack Longley, **A. Margaret Merchant** and Barry Kacinski (1989) In situ transcription and detection of CD1a mRNA in epidermal cells: An alternative to standard in situ techniques. *Journal of Investigative Dermatology* 93:432-435.