



## **Gerard Cunningham**

Bill & Melinda Gates Foundation

Gerard Cunningham is a Senior Program Officer in the Global Health Vaccine Delivery team at the Bill & Melinda Gates Foundation. In this capacity, he is responsible for delivery of foundation-funded technologies and public health interventions, and in particular, efforts to help expand access to vaccines to the most disadvantaged populations in the developing world. Gerard has a particular focus on manufacturing cost, pricing and market dynamics for vaccines and leads late-stage development activities for the foundation's investments in malaria, tuberculosis and HIV vaccines.

Prior to joining the foundation, Gerard was Senior Director, New Product Development at Merck Vaccine Division, a position he held until October 2008. In this role, Gerard was responsible for developing market-centered strategies for development and commercialization of new vaccines for children, adolescents and adults. In this role, he led commercial evaluation and market planning activities for Merck's vaccine programs in the areas of HIV, influenza, meningococcal disease, pneumococcal disease, group A streptococcal disease, and dengue. He led the effort to characterize and quantify the global demand for Merck's candidate HIV vaccine. Gerard also played an active role in Merck's engagement in innovative financing mechanisms for vaccine development including the AMC framework.

During his time at Merck, Gerard also held leadership positions in the areas of Marketing, Business Development, and Business Strategy. In addition to his vaccine-related experience, Gerard spent several years working in the areas of hypertension, heart failure, renal disease and left-ventricular hypertrophy as part of the global marketing team for Cozaar/Hyzaar, Merck's market-leading antihypertensive products. Gerard started his career with Merck as a Sales Representative based in Bellingham, WA.

Prior to his positions at Merck, Gerard was an intern at the International Monetary Fund (IMF) supporting small business development loans in Sub-Saharan Africa. He was also awarded a student facilitator scholarship to the University of Michigan's Global Leadership Program.

Gerard has Masters Degrees in Engineering and Manufacturing Engineering from Cambridge University. During his time at Cambridge, Gerard completed study programs in French language and culture and won the Kurt Hahn Trust award for proficiency in Business German. He was awarded the Eugene B. Power Exchange Scholarship (between the Universities of Cambridge and Michigan) and completed his MBA at the Ross School of Business Administration at the University of Michigan, with emphases in international business and marketing. Gerard has been active in fundraising for Cambridge University, and in recruiting at the University of Michigan since his graduation.