
New Year – New Career

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Making Connections that Fuel Innovation!

Outline

- Self Awareness
- Overview of Careers
- Building Skills for Career Success
- How to identify organizations
- How to identify relevant roles
- Networking to learn about career paths
- Tips to accelerate your search
- What companies look for when evaluating talent

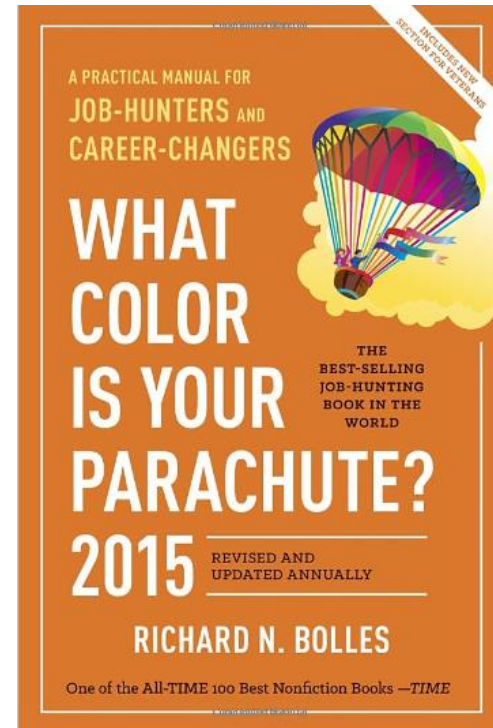


Where to Start?

A few questions to ask yourself:

- What do you like?
- What are you passionate about?
- What are you good at?
- What do your peers/teachers think you are good at?
- What motivates you?
- What culture do you want to be in?
- What location do you want to be in?

Answers to these questions will narrow down your focus areas as you think about your career



Develop your Job Search Checklist

Item	Must Have	Nice to Have	Definitely No



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Develop your Job Search Checklist

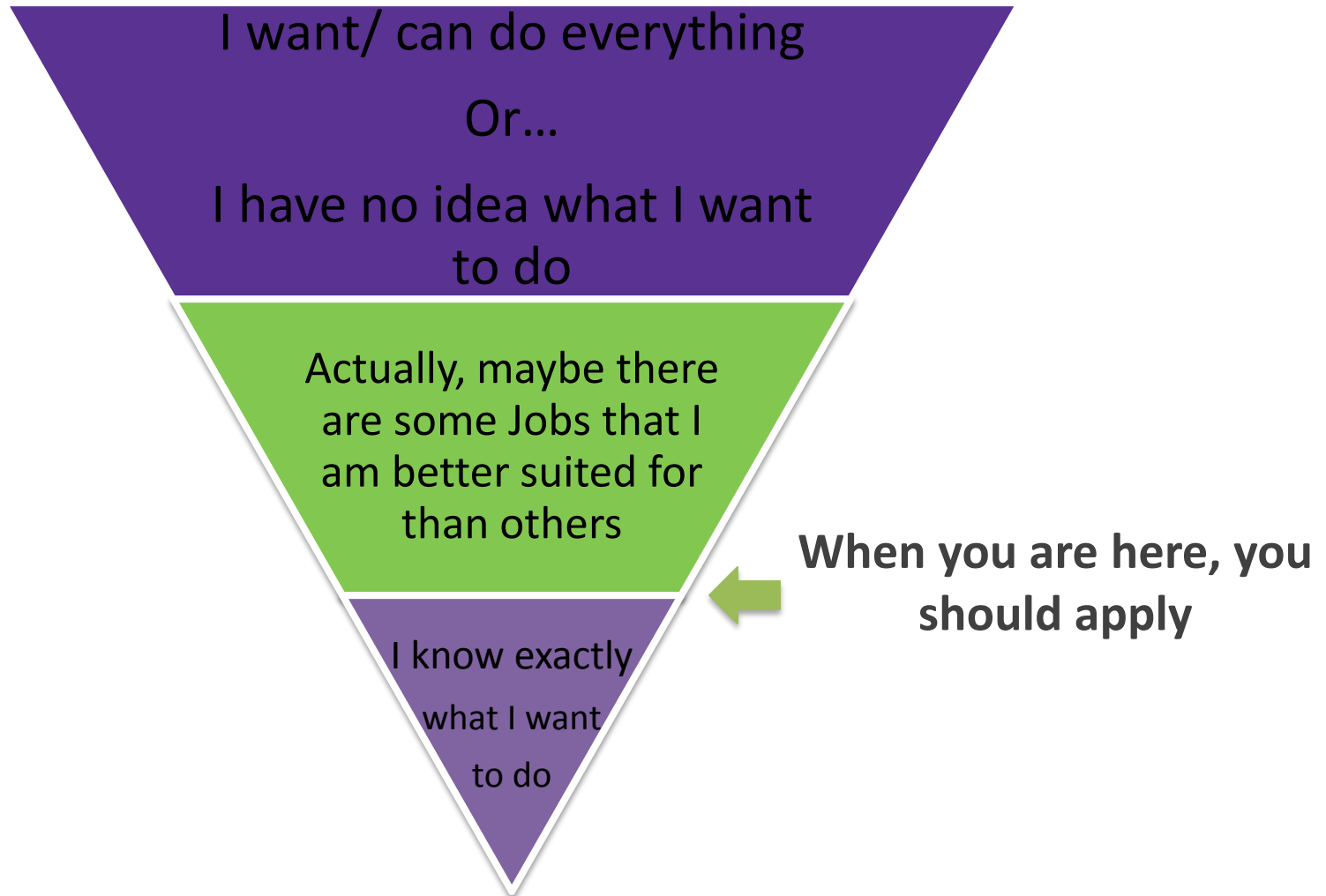
- Outline what you want in a job

- Location
- Requirements
- Responsibilities
- Size of company
- Salary
- Culture
- Management style
- Etc...

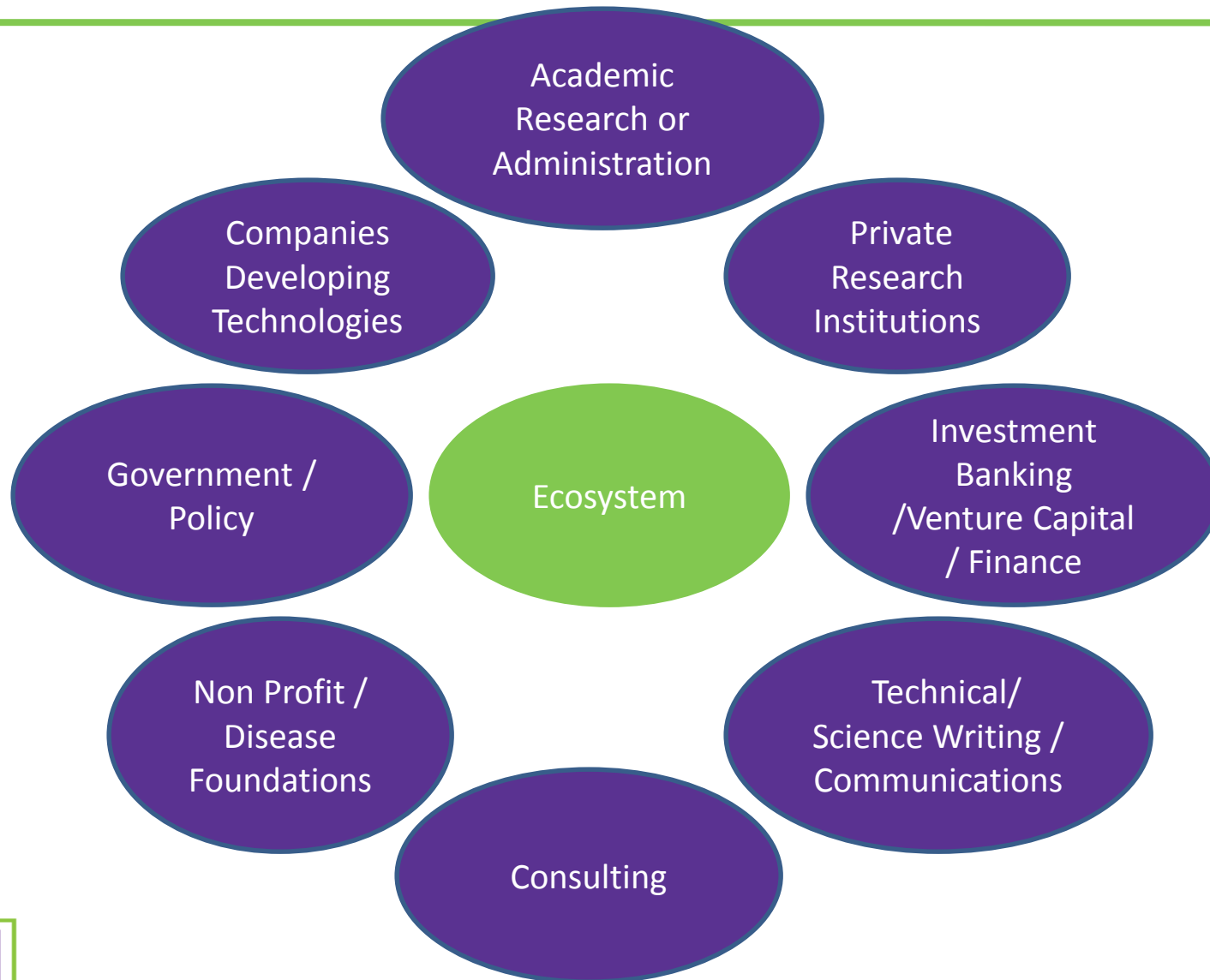
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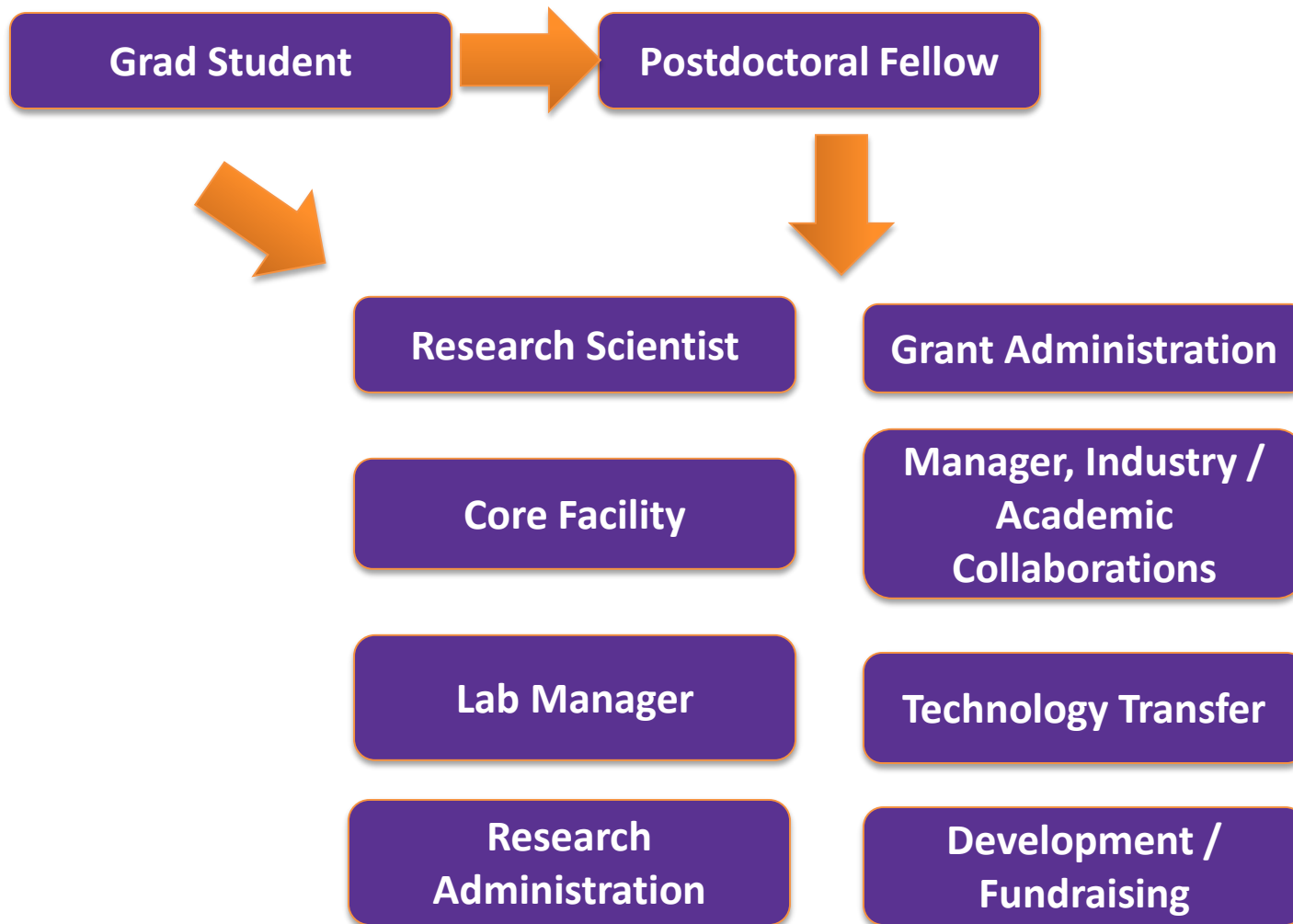
Job Searching: The Funnel Effect



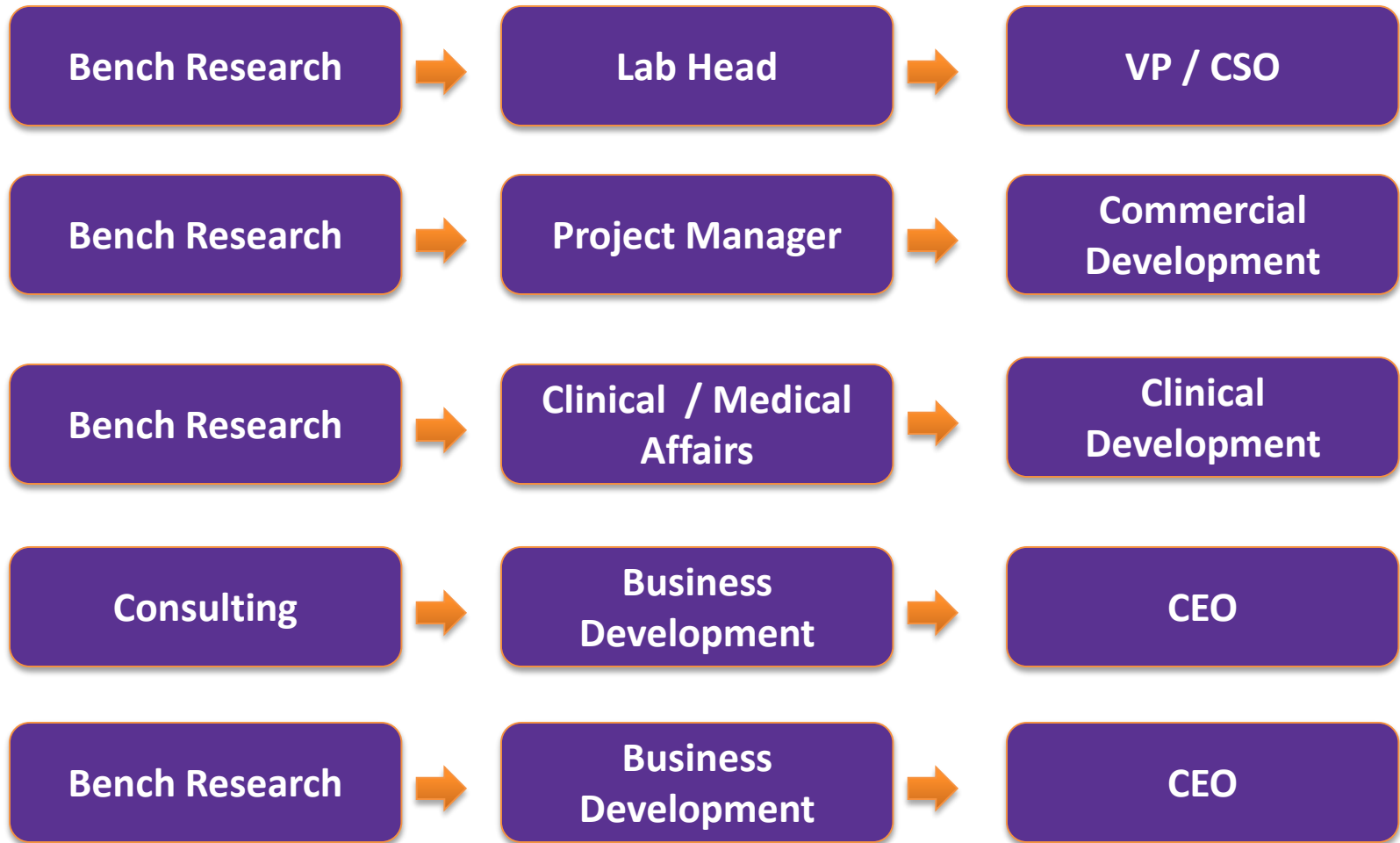
Various Career Paths



A Few Academic Career Paths



A Few Industry Career Paths



Additional Roles

Consulting

- Scientific Evaluation
- Strategic Analysis
- Competitive Landscape
- M&A Analysis
- Financial Valuation
- Partnership Strategy
- Intellectual Property
- Sales Strategy
- Marketing Strategy
- Grant Writing
- Pharmacoeconomics
- Pricing Scenarios
- Reimbursement
- Market Assess
- Health economics
- Operations
- Commercialization
- Emerging Markets
- Supply Chain
- Communications

Patent Law

- Technical Specialist
- Patent Analyst (licensed patent agent) (future)

Editor / Writing

Venture Capital / Investment Banking

- Analyst

Non-Profit Organizations – such as...

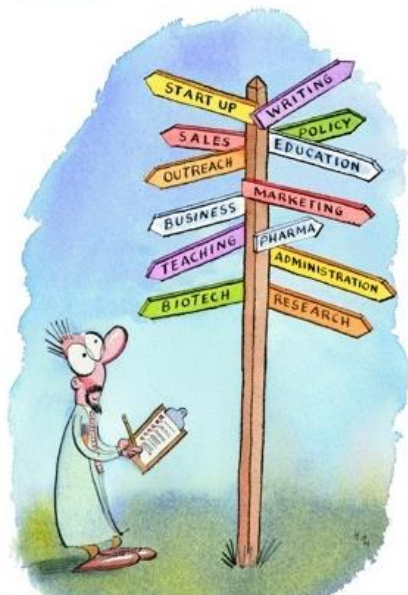


- Research Roles
- Alliance / Project / Program Management Roles
- Grant Administration / Evaluation
- Patient Advocacy Roles
- Licensing / Partnership Roles

My IDP - <http://myidp.sciencecareers.org/>



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You have put a lot of time and effort into pursuing your PhD degree. Now it's time to focus on how to leverage your expertise into a satisfying and productive career. An individual development plan (IDP) helps you explore career possibilities and set goals to follow the career path that fits you best.

myIDP provides:

- Exercises to help you examine your skills, interests, and values
- A list of 20 scientific career paths with a prediction of which ones best fit your skills and interests
- A tool for setting strategic goals for the coming year, with optional reminders to keep you on track
- Articles and resources to guide you through the process

There is no charge to use this site and we encourage you to return as often as you wish. To learn more about the value of IDPs for scientists, read the first article in our myIDP series.

Click below to get started.

[First Time Here?](#)

[Returning User](#)

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20 Different Career Paths

Principal investigator in a research-intensive institution:

Independent researcher at a medical school, private research institute, government lab or university with minimal teaching responsibilities

Research in industry:

Discovery or preclinical researcher; manager of a research team or facility

Research staff in a research-intensive institution:

Staff scientist or researcher in academia or government, lab manager, director of a multi-user research facility in an academic institution

Combined research and teaching careers:

Faculty at a liberal arts college or university whose job includes both research and major teaching responsibilities

Teaching-intensive careers in academia:

A primarily teaching faculty position in a research university, liberal arts college, community college

Science education for K-12 schools:

Classroom teacher; curriculum developer; science specialist

Science education for non-scientists:

Education or public outreach specialist such as at a science museum or scientific society

Clinical practice:

Clinician such as genetics counselor, therapist, physician

Public health related careers:

Public health program analyst or evaluator; epidemiologist; biostatistician; medical informaticist

Drug/device approval and production:

Regulatory affairs professional; quality control specialist

Scientific/medical testing:

Testing specialist in an environmental, public health, genetics, or forensic science setting (intelligence agencies, federal/state departments of justice); clinical diagnostician

Science writing:

Science, medical, or technical writer or journalist; science editor; science publisher

Research administration:

Research administrator in private or public research institutions, government or academia, including compliance officers, grants and contracts officers; dean or director of research programs

Science policy:

Public affairs/government affairs staff at scientific societies, foundations, government entities, or think tanks

Intellectual property:

Patent agent; patent attorney; technology transfer specialist

Business of science:

Management consultant; business development professional in a biotech company; venture capitalist; market researcher; investment analyst

Entrepreneurship:

Starting your own business

Sales and marketing of science-related products:

Medical science liaison; technical sales representative; marketing specialist

Support of science-related products:

Technical support specialist; field application specialist; product development scientist or engineer

Clinical research management:

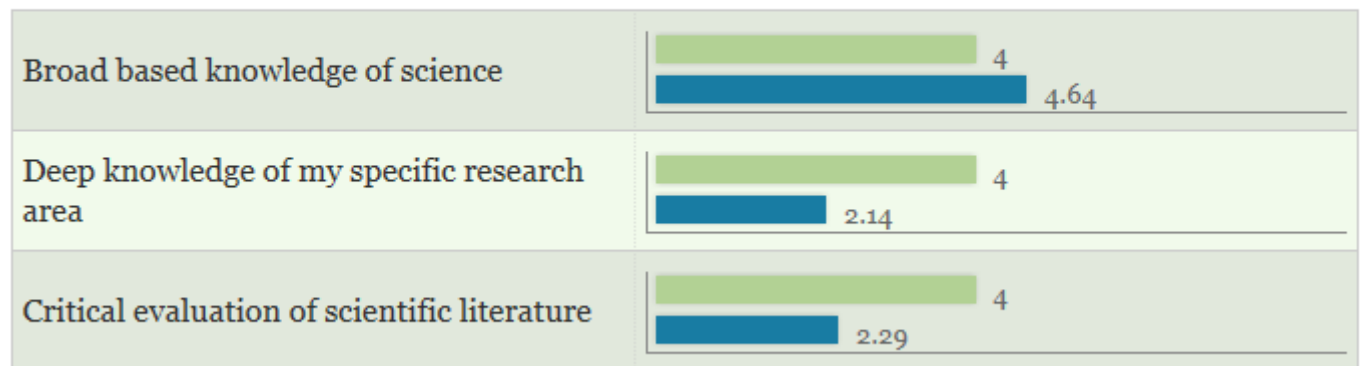
Clinical research project/trials manager or coordinator

Compare Skills Match to People in the Role

Career Path	Skills Match	Interests Match
Science education for non-scientists: Education or public outreach specialist such as at a science museum or scientific society	79%	82%
Sales and marketing of science-related products: Medical science liaison; technical sales representative; marketing specialist	82%	80%
Science policy: Public affairs/government affairs staff at scientific societies, foundations, government entities, or think tanks	79%	80%
Intellectual property: Patent agent; patent attorney; technology transfer specialist	77%	76%
Business of science: Management consultant; business development professional in a biotech company; venture capitalist; market researcher; investment analyst	74%	78%



Scientific Knowledge



Important Considerations to Keep in Mind

Variety of Career Paths - Postdocs

Academic

- Research fellowship
 - Medical Institution
 - Research Institution
 - Non-profit
 - NIH
- Policy Fellowship
 - i.e. AAAS
- Mass Media Fellowships
 - i.e. AAAS

Industry

- Research Postdoctoral fellowships
- Non Research Postdoctoral Fellowships
 - Regulatory
 - Medical affairs
 - Quality

Choosing an Academic Track Post-Doc

- Choose a post-doc at:
 - a highly respected Institution
 - a highly respected lab, “pedigree” will get you interviews!
- Change your research focus (i.e. Ph.D. in *Drosophila* genetics sleep research), Post-doc:
 - Same behavior, new organism (human sleep research)
 - Same organism, new behavior (ie. *Drosophila* memory)
 - Same organism/behavior, new approach (*Drosophila* sleep electrophysiology)
- To move to industry, choose a post-doc lab that will:
 - Expose you to a disease-relevant field
 - Train you in industry-relevant techniques
 - Allow you to initiate collaborations with industry partners



Choosing a Post-Doc Within Industry

- Find a company that has a successful research program
- Be open to doing research that may not be your “expertise”
- Choose a lab doing research that you are passionate about
- Prepare ahead of time in graduate school by learning industry relevant techniques
- You often will need to propose a research plan to be considered for a postdoc in industry



Post-Doc's

- Postdocs can open up many doors for your career
- If you plan to be an academic lab head, or head of a research group in industry or a non-profit, a **productive postdoc is necessary**

Research Career Paths

- Many organizations have different career tracks:
 - Management track
 - Do research in an org → 3-5 years later Manage people, projects, teams, etc
 - Research track
 - Strong bench researchers are invaluable. If you like research, you can have a fulfilling career at the bench

How to Identify the Right Career Path



Fit Matters



VS



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Job Search Checklist

- Outline what you want in a job

- Location
- Requirements
- Responsibilities
- Size of company
- Salary
- Culture
- Management style
- Etc...

Item	Must Have	Nice to Have	Definitely No



Articulate What you Want

- Reflecting on these helps you articulate what you want
 - ✓ **Location** – i.e. I am looking for a role that is non-car accessible
 - ✓ **Requirements** – i.e. I am looking for a heavy research role
 - ✓ **Responsibilities** – i.e. I am looking for a role where I manage
 - ✓ **Size of company** – i.e. I am looking to work in a startup
 - ✓ **Salary** – i.e. I am looking for a salary in the \$80-90K range
 - ✓ **Culture** – i.e. I am looking for a team based culture
 - ✓ **Management style** – i.e. I am not looking for a micromanaging environment
 - ✓ Etc...



Are you a fit for a Small Organization?



Small Organization

Research

Training
Colleagues

Grants

Managing
Collaboration

Interact with
Vendors

Fix machines

Write SOP's

Prepare
presentations
for Business
Group

Etc...

How about a Large Organization ?



Your Training has Taught you many skills ... which do you want to use?

- Excellent Scientific Foundation!
- Data analysis skills
- Ability to synthesize information/learn new areas
- Ability to ask questions
- Writing ability – abstracts, papers, grants
- Work ethic and drive
- Work independently and be accountable
- Exposure to Clinical Research
- Disease Knowledge
- Management of the Lab
- Training of People
- Grant Writing
- Interacting with Collaborators
- Finding Collaborators
- Starting new Groups / Initiatives
- Presenting
- Developing new processes
- etc



How to Identify Organizations



Identifying Organizations – Search...

- Conferences
 - Exhibitors
 - Sponsors
 - Presenters
 - Poster Sessions
 - Conference Career Fairs



Conferences provide a wealth of Information



Advancing the Understanding of the Brain and Nervous System

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October 17-21 | Chicago



My SfN



Don't Forget a Certificate of Attendance

Certificates must be obtained on-site and are available in the designated area of Hall A.

Thank You for Joining SfN in Chicago

Arrange Your Transportation to the Airport

Don't Forget a Certificate of Attendance

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[Sessions and Events](#)

[Registration](#)

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[Exhibits](#)

[At the Meeting](#)



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Exhibit Hall Information: a wealth of details



October 17-21 | Chicago

Exhibit Hall

See a list of Neuroscience 2015 exhibitors. [My Neuroscience Marketplace](#) (MNMP) is a virtual directory of Neuroscience 2015 vendors. Use the marketplace to:

- Search companies specializing in neuroscience products before, during, and after the annual meeting
- Use 3D push pins as visual cues for return MNMP visits
- Browse by alphabetical or category listing and search by product, company description, keyword, exhibitor name, and booth number



Making Connections that Fuel Innovation!

SfN Exhibitor List

Show entries

Search:

<input type="checkbox"/>	Exhibitor	Booth	Web Site	Enhanced	Featured Exhibitor
<input type="checkbox"/>	Carl Zeiss Microscopy, LLC	711			
<input type="checkbox"/>	Cell Signaling Technology, Inc.	1616			
<input type="checkbox"/>	Charles River	1415			
<input type="checkbox"/>	CrestOptics	1406			
<input type="checkbox"/>	Electrical Geodesics, Inc. (EGI)	1937			
<input type="checkbox"/>	Elsevier	130,134			
<input type="checkbox"/>	Essen BioScience, Inc.	1752			
<input type="checkbox"/>	Fine Science Tools	900			
<input type="checkbox"/>	Kent Scientific Corporation	1652			
<input type="checkbox"/>	Kopf Instruments	1025			
<input type="checkbox"/>	Lonza	1473			



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Identifying Organizations – Search...

- Papers (Science, Nature, Cell, etc)
- Patents
- Grants
- Personal Connections



LinkedIn Job Search

LinkedIn PREMIUM Search for people, jobs, companies, and more... Advanced

Home Profile Connections **Jobs** Interests







Jobs

research scientist boston ma

Search

210 results for research scientist boston ma Sort by Relevance

-  **In Vivo Neurobiology Research Scientist (BS/MS)**
Novartis Institutes for BioMedical Research
Greater Boston Area • Nov 7, 2014
Similar [View](#)
-  **RESEARCH SCIENTIST / 40 HOUR / DAY / BWH - MEDICINE**
Brigham and Women's Hospital
Boston-On Campus/Longwood Area • Nov 7, 2014
▶ 1,726 people in your network • Similar [View](#)
-  **Research Scientist, Health Economics Modeling & Simulation (consulting)**
Evidera
Greater Boston Area • Nov 12, 2014
▶ 5 connections to the poster • Similar [View](#)
-  **Research Scientist**
Thermo Fisher Scientific (Life Technologies)
Boston, MA, US • Nov 7, 2014 • From jobs.at.thermofisher.com
▶ 822 people in your network • Similar [View](#)
-  **Senior Research Scientist**
Northeastern University
Boston, MA, US • Nov 13, 2014 • From apptkr.com
▶ 1,753 people in your network • Similar [View](#)
-  **Research Scientist - Commercial Insurance**
Liberty Mutual
US-MA-Hopkinton • Oct 20, 2014
▶ 1,503 people in your network • Similar [View](#)



Making Conn

Organizations may have a career page

www.wibcareercenter.com



Search Jobs

Keywords

Boston, MA

Go

Advanced



Welcome to **Women In Bio's** Career Center

We are dedicated to helping you find your next career in all professions in the life sciences industry. Create your professional profile or import your LinkedIn® information to apply for jobs, create personalized Job Alerts, and connect with recruiters.

[Get Started Today!](#)

Become a WIB Member



Women In Bio (WIB) was established in 2002 to help women entrepreneurs and executives in the Baltimore-Washington-Northern Virginia area build successful bioscience-related businesses. WIB includes women from all sectors of the bioscience industry, including executives, scientists, academics and professionals. Chapters are opening across North America in all the key biotech hubs, as the organization continues to attract energetic and engaged women to join as members and volunteers.

For Employers

Are you seeking to support women in the life sciences, as well as market your company to life science leaders? See our posting prices and learn how we can help you create a strong employer brand with WIB.

[Learn More »](#)

Post Jobs | Get your job in front of hundreds of WIB members.

Analytics | Receive real-time performance metrics on your job posting.



Mal

Job Boards can be useful



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what

research scientist

job title, keywords or company name

where

Cambridge, MA

city, state or zip code

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Careers

Careers

Search Jobs or Internships

Post a Job or Internship

Careers Page FAQs

JOB
SEARCH



Search Jobs or Internships

Please apply for any open positions using the information contained in the job listing. MassBio does not process applications for the positions listed here — all applications must be sent directly to the member company that is posting the job.

Listing Type	Job
Category	Scientist (42)
Keywords:	scientist
Sort By:	Date Posted
Results Per Page:	10

SEARCH

Showing jobs: 1–10 of 160 matching scientist

naturejobs.com

What

scientist

Description or keyword

Where

cambridge

Country, city or postal code

Find Jobs



Making Connections that Fuel Innovation

Confidence

Identifying Smaller Organizations

Incubators/Incubator Spaces

- MassChallenge: <http://www.masschallenge.org>
- Tech Stars: <http://www.techstars.org/>
- Dog Patch Labs: <http://dogpatchlabs.com/>
- North Shore Technology Council – www.nstc.org
- Cambridge Innovation Center: www.cictr.com
- Lab Central: <http://labcentral.org/>
- HealthBox



Financing Organizations Provide a Wealth of Information

Venture Capital Organizations Including:

 EXCEL VENTURE MANAGEMENT



HealthCare Ventures LLC



Corporate Venture Funds Including:



Identifying International Companies - Consulates

- Business development people at Consulates are connectors
- They may know which companies (from their country) are hiring locally or hiring in their home country. In Boston, >30 consulates.

Most active are:

- Swiss
- Canadian
- UK
- French



Read Industry News

FierceBiotech
THE BIOTECH INDUSTRY'S DAILY MONITOR

BioSpace
Life • Science • Community

naturejobs.com

conomy



Maki

Make a List of Organizations to Apply to

Organizations Interested in	Organizations that are a fit	Organizations applied to	Status
X	X	X	
X	X	X	
X	X		
X	X		
X			
X			
X			



Making Connections that Fuel Innovation!

Make a List of Organizations to Apply to

- Use this list...
 - to search LinkedIn
 - to identify posters to view at an upcoming industry meeting
 - to let your close contacts know about which companies you are interested in
 - to search events to see if people from these companies are speaking
 - etc

Company Interested in	Companies that are a fit	Companies applied to	Status
X	X	X	
X	X	X	
X	X		
X	X		
X			
X			
X			



Use LinkedIn Advanced Search to Identify People you know at Companies

The screenshot shows the LinkedIn Advanced Search interface. At the top, there is a search bar with the text "Search for people, jobs, companies, and more..." and a blue search button with a magnifying glass icon and the word "Advanced" next to it. Below the search bar, the "People" tab is selected. The "Advanced People Search" section is visible, with several filters. The "Relationship" filter is circled in blue and includes the following options: 1st Connections, 2nd Connections, Group Members, and 3rd + Everyone Else. The "Company" filter is also circled in blue and includes the text "Biogen" and a dropdown menu set to "Current or past". Other filters visible include "Keywords", "First Name", "Last Name", "Title", "Location", "Current Company", "Industry", "Past Company", "School", "Profile Language", and "Nonprofit Interests".



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When talking to your contacts

- Don't be afraid to tell them what you are thinking about, i.e.
- I am interested to work at a company like (Google or Pfizer), do you know of other companies similar to them, that I can add to my target list?
- Your contacts may be able to provide other company names because you were specific.



If you are not sure about company names

- Don't be afraid to tell them what you are thinking about, i.e.
- I am interested to work at a (startup company doing novel drug delivery for oncology), do you know of any companies that I should look into?
- Your contacts may be able to provide other company names because you were specific.



How to Identify Relevant Roles

Thoroughly Read Job Qualifications

When reading through a job description, look at the qualifications. Compare with your background.

Qualifications

- The candidate must have a Ph. D. in Molecular Biology, Biochemistry, or a closely related field, preferably with oncology/immunology experience.
- Hands-on experience with molecular biology (including recombinant DNA construction , RNA quantification using RT-PCR, transfection, western blotting techniques, etc) and cell biology (such as maintenance of variety of cell lines).
- Experience with protein purification, enzymatic characterization and inhibition assays desirable.
- Excellent written and oral communication skills.
- He or she should be highly motivated, productive and team oriented with demonstrated ability to work independently and to solve problems as they arise.



Reading Job Descriptions

- 3 years of experience vs. 3 years of industry experience
- Required vs. preferred
- Typically first few bullet points are most critical

Tips

- If you are a “stretch” explain why you are applying in your cover letter
- Companies want to know that you read the job description

Which title is relevant to you?

When reading through job descriptions and talking with people, make a list of relevant job titles

- i.e. Research Roles **(these may all mean the same thing)**
 - Scientist
 - Sr. Scientist
 - Investigator
 - Manager
 - Research Scientist



LinkedIn for Title Searches

The screenshot shows the LinkedIn Advanced People Search interface. At the top, a search bar contains the text "Search for people, jobs, companies, and more..." and a blue search button with a magnifying glass icon, which is circled in blue. To the right of the search bar is an "Advanced" link. Below the search bar, the "Advanced" filter menu is open, showing tabs for "1st Connections", "2nd Connections", and "Group Members". The "Relationship" section is circled in blue and contains four checkboxes: "1st Connections" (checked), "2nd Connections" (checked), "Group Members" (checked), and "3rd + Everyone Else" (unchecked). The "Title" field is also circled in blue and contains the text "scientist". The "Current or past" dropdown is set to "Current or past". The "Company" field is empty. The "School" field is empty. The "Location" field is set to "Located in or near:". On the right side, the "Groups" section is visible, listing several groups with checkboxes. The "Years of Experience", "Function", "Seniority Level", "Interested In", "Company Size", "Fortune", and "When Joined" sections are also visible.

Advanced <

1st Connections x 2nd Connections x Group Members x

People

Jobs

Keywords

First Name

Last Name

Title

scientist x

Current or past

Company

School

Location

Located in or near:

Advanced People Search

Relationship

1st Connections

2nd Connections

Group Members

3rd + Everyone Else

Location

Current Company

Industry

Past Company

School

Profile Language

Nonprofit Interests

Groups

BU Health Sector Management Program

Biotech & Pharma Professionals Network

MBAs Helping MBAs

Mass Medical Angels (MA2)

Harvard Business School Recruiting

Years of Experience

Function

Seniority Level

Interested In

Company Size

Fortune

When Joined

Reset Close

Look at Profiles to View Backgrounds

Advanced >

1st Connections x 2nd Connections x Group Members x Reset

All
People
More...

Keywords

First Name


Last Name


Title


Current or past ▾


Company


School

 **Gene** 1st
Scientist at Dyax
Greater Boston Area · Biotechnology
14 shared connections · Similar · 344 Message

 **Dong** 1st
Scientist II at Biogen Idec
Greater Boston Area · Biotechnology
26 shared connections · Similar · 500+ Message

 **Jaison** PhD 1st
Biotechnology Professional
Greater Boston Area · Biotechnology
74 shared connections · Similar
Current: Senior Scientist at Olympus Biotech America Message

 **David** 1st
Senior Scientist at RaNA Therapeutics
Greater Boston Area · Biotechnology
15 shared connections · Similar · 235 Message

 **John** 1st
Associate Principal Scientist at Merck
Greater Boston Area · Biotechnology
8 shared connections · Similar Message



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Compare Profiles to your Background

- Look at titles in different companies
 - Where do you fit?
- How do people in “your desired role” describe their experiences/skills
- Do you need to build skills/experiences?
- Are you over or under qualified?
- **Use LinkedIn connections for Informational Interviewing!!!**



Use the job titles to search for roles



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what

research scientist

job title, keywords or company name

where

Cambridge, MA

city, state or zip code

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Careers

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naturejobs.com

What

scientist

Description or keyword

Where

cambridge

Country, city or postal code

Find Jobs



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Confidential

Utilize Informational Interviewing

How to find the right opportunity:

Definition: An informational interview is an interview conducted to collect information about a job, career field, industry or company.

It is **not a job interview**. Rather, it's an interview with an individual working in a career you would like to learn more about.



What to ask about

Particular Job

- Responsibilities
- Day to Day
- Like
- Dislike
- Growth potential
- Skills needed

Company

- Culture
- Work Environment
- Management Style
- Growth Potential
- Personality Fit
- Skills needed
- Skills valued

Career Progression

- Growth Opportunities
- Career Path
- Skills to Develop

Career Entry

- How to get in a role
- Networking
- Experience required
- Skills needed
- Skills one can learn
- Best way to enter field

Networking to Learn about Career Paths

State Organizations



www.massbio.org



www.massmedic.com



www.masslifesciences.com



www.cleanenergycouncil.org



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Women's Networking Groups Include



<http://www.awis.org/>



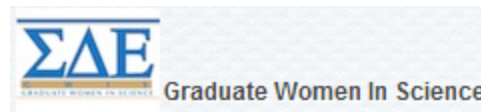
<http://www.westorg.org/>



<http://womeninbio.org/>



<http://www.hbanet.org/>



<http://gwis.org/>

Professional Associations

- Regulatory Affairs Professional Society
- Association of Clinical Research Professionals
- Medical Writers Association
- Drug Metabolism Discussion Group
- Mass Spectrometry Discussion Group
- Boston Area Pharmaceutical Toxicology Group
- Boston Chapter of Disease Associations i.e. AACR
- Boston Area Systems and Synthetic Biology Association -
<http://bassbiology.org/>



University / Local Chapters



<http://www.aiche.org/community/students/chapters/find>



Institute of Electrical and Electronics Engineers

<http://www.ieee.org/index.html>



American Society of Mechanical Engineers

<https://www.asme.org/>

Connect with “Relevant” People

- Join an industry organization, relevant to your interests
 - i.e. [Medical Writers Association](#) (if you want to be a medical writer)
- Join a committee in the organization. Become involved!
 - Membership
 - Outreach
 - Programming
 - Finance
 - Etc



Tips to Accelerate your Search



Accelerate your Search

- Set goals: i.e.
 - Learn about 5 organizations a week
 - Attend an industry relevant networking event once a quarter
 - Informational interview with 4 people a month
- Sign up for an industry relevant newsletter(s)
- Develop / refine your Resume
- Develop / refine your LinkedIn Profile



Don't be too Technical ...

I am a (postdoctoral fellow) at (Boston University) studying (the role of different cell types in VNH with emphasis on key proteins such as VEGF-A, miRNA-21 and IEX-1) to understand (disease progression). I will be finishing up in (6 months) and looking for a (research role) in a (smaller biotech) in the (NYC or Boston area).



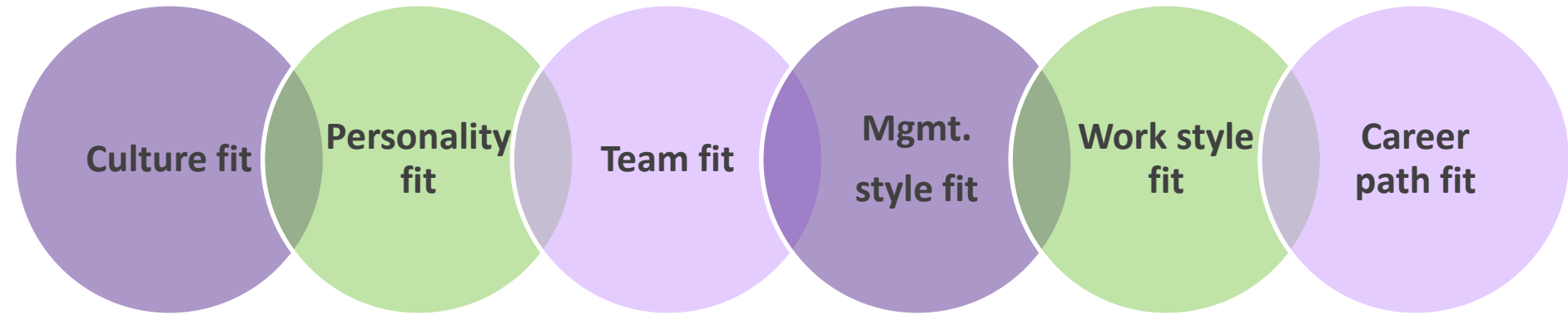
Rephrased...

I am a (postdoctoral fellow) at (Boston University) studying (chronic kidney disease and the role of key proteins in an oxygen-deprived environment) the findings may help understand (disease progression). I will be finishing up in (6 months) and looking for a (research role) in a (smaller biotech) in the (NYC or Boston area).

What Organizations Look for When Evaluating Talent



HR cares about “Softer Side”



HR want to see ... Focus



**Do not apply
for many
different jobs
at the same
time**

Organizations Value Teamwork

- Work on a multidisciplinary project with people outside of your expertise
- Work together with your lab mates to solve a problem
- Work on an external collaboration (academic, industry, or non-profit)
- Be active in a group, such as the postdoc association, an academic committee or industry association



Organizations Values Leadership in Academia

- Lead / initiate collaborations with academic labs / industry partners / non-profits
- Lead / contribute to grant writing opportunities
- Lead reporting activities for annual report process for grants
- Train students, interns, lab members in techniques; Mentor
- Improve processes and efficiency
- Set up new techniques, write protocols
- Give tours of your lab; Become a spokesperson for your lab
- Provide scientific input for non-profits



Skills for Academic Success can also apply to Industry

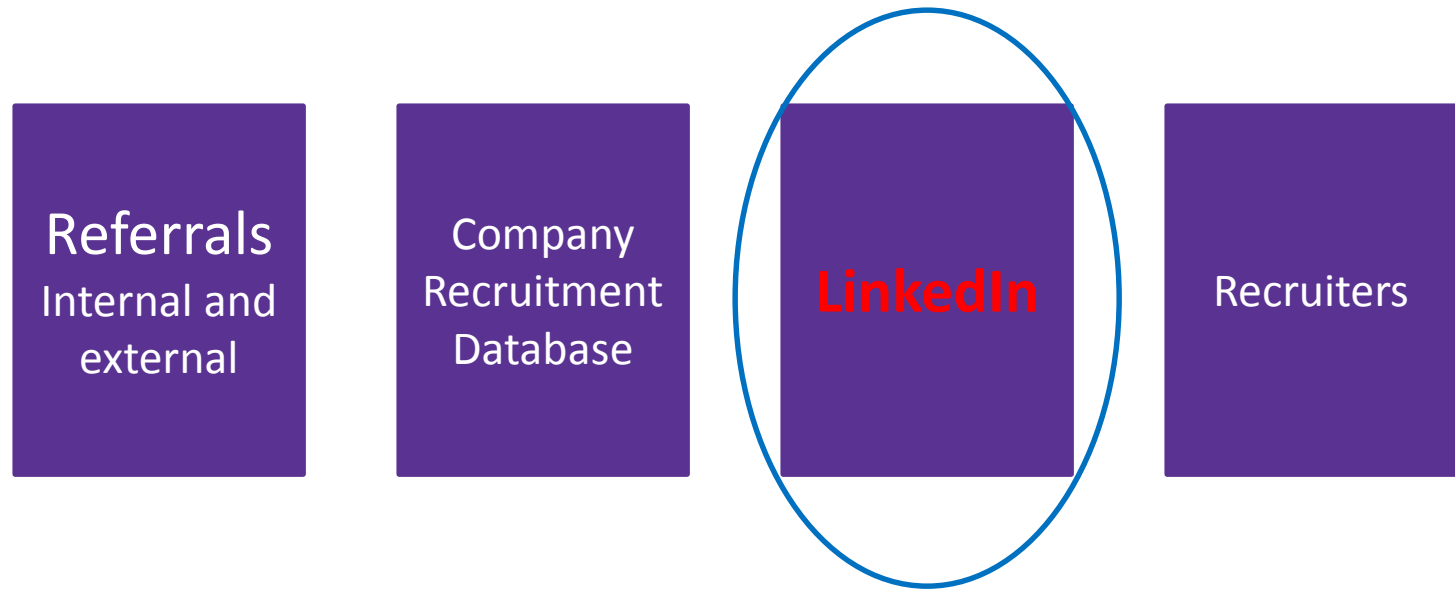
- **Publications and Presentations**
- **Thought Leadership (e.g.)**
 - Peer Reviewing
 - Chairing conferences
 - Advisory Roles
- **Grants Navigation / external funding**
- **Involvement in the University**
 - IRB, IACUC, etc
 - Admissions committees
 - Departmental initiatives
- **Collaborations**
- **Teaching**
- **Mentoring**

Additional Skills Gained in Academic relevant to Industry

- Writing / reviewing intellectual property
- Developing Business plans; market research
- Consulting clubs / case studies
- **Writing:** blogs, technical / non-technical writing
- **Software:** Illustrator, photoshop, indesign
- **Quantitative Skills:** SAS, Matlab, STATA, R, SPSS, Matlab, etc
- **Courses:** i.e. Drug discovery, entrepreneurship, finance, regulatory, etc
- Leadership roles in organizations



HR Searches ...



Advanced >

1st Connections x

2nd Connections x

Group Members x

Reset

All

People

More...

Keywords

oncology, PCR, ELISA, x

First Name

Last Name

Title

Company

School

Location

Located in or near: v

Country

United States v

Postal Code

02113



Julie

1st

Principal Scientist at N-of-One Therapeutics
Greater Boston Area · Biotechnology
7 shared connections · Similar · 162

Message

Past: Scientist at EMD Serono, Antibody/Hybridoma Technologies Group
Developed and utilized 2D and 3D cell culture... activity in both 2D and 3D cell culture systems...



Manasi I

1st

Experienced Biotechnology Professional actively seeking full-time opportunity in Biotechnology/ Pharmaceutical sector
Greater Boston Area · Biotechnology
12 shared connections · Similar · 332

Message

Past: Associate Scientist (Development Specialist) at Shire Pharmaceutical
...and Transfection for stable cell line generation · Perform Cell culture, Cell line characterization using...
Summary: ...Oncology for three years, I am a focused and motivated... , Mammalian cell culture, Molecular biology, Molecular...



Deepal

1st

Document Specialist II at Genzyme (Contract)
Greater Boston Area · Biotechnology
9 shared connections · Similar · 400

Message

Specialties: ...Risk Assessment for ELISA-based potency assay, cell-based potency assay, and cell culture...
Past: Research Associate at BIOGEN IDEC, Cambridge, MA
...oncology, neurology, and immunology. •Screened small... mammalian A2a, A1 cell lines.



Dhanrajan T

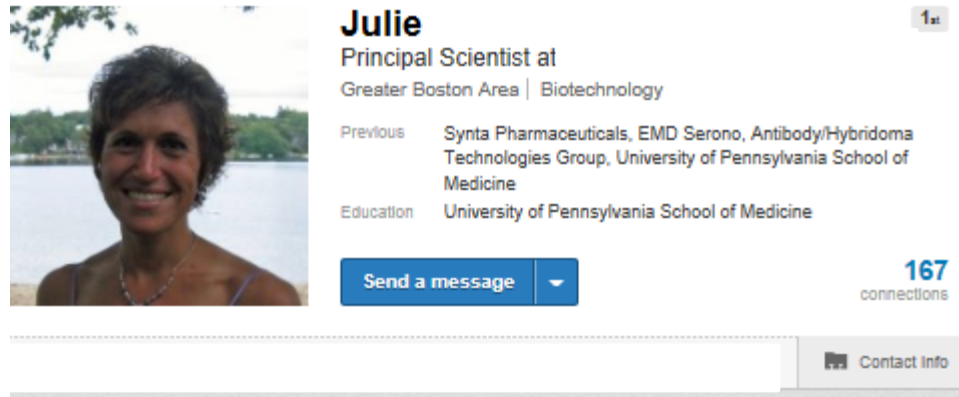
1st

Principal Scientist, Strategic Program Manager and Innovations Management
Greater Boston Area · Biotechnology

Message

Making connections that fuel innovation!

LinkedIn Search Feature



Julie
Principal Scientist at
Greater Boston Area | Biotechnology

Previous: Synta Pharmaceuticals, EMD Serono, Antibody/Hybridoma Technologies Group, University of Pennsylvania School of Medicine

Education: University of Pennsylvania School of Medicine

Send a message

167 connections

Contact Info

Background



Summary

Cellular, molecular, and matrix biology expertise includes extensive experience in mechanism of action studies, screening cell lines for drug response, biomarker studies and in studying signaling pathways involved in cell transformation, metastasis and drug resistance. This research has included examining cells in both a 2D monolayer and a 3D microenvironment.

I have significant knowledge in molecular and cellular biology techniques as well as in vivo xenograft models and in vivo applications with small animals in conducting behavioral studies, drug administration, and performing surgical procedures.

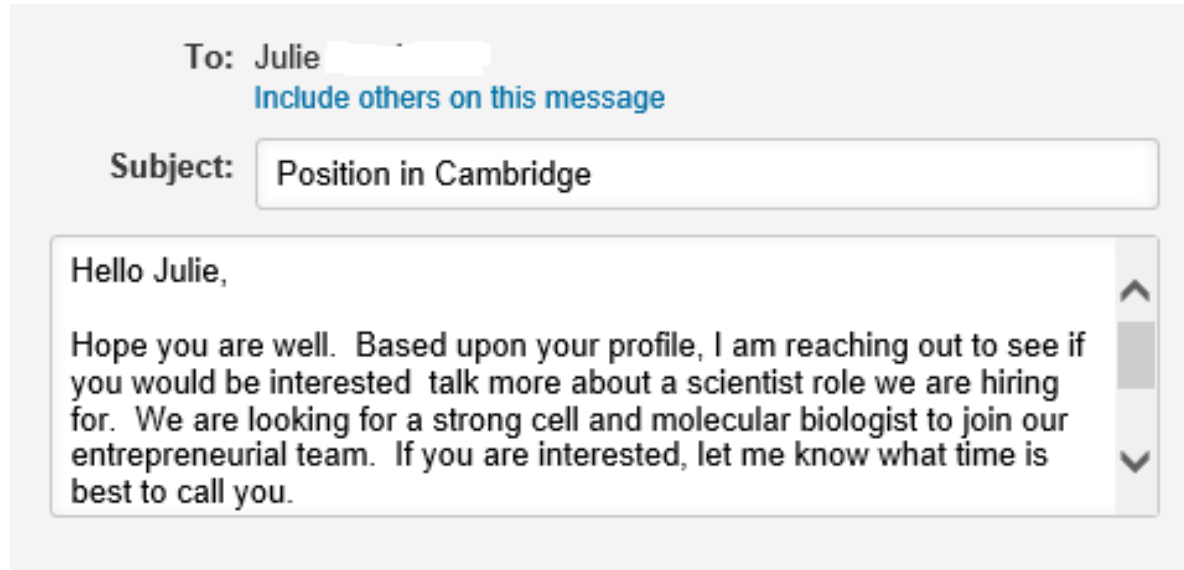
My background is a broad one, ranging from extensive research in oncology to neurotrauma/ischemia and neuroscience/mental disorders (depression, anxiety and schizo-affective disorders). I am very interested in being a part of research with clinical applications and am enrolled in a CRA/CRC course to help expand my knowledge of clinical trials.

Specialties: • Single agent/combination dose response curves/IC50s • Migration/invasion assays • IF & confocal microscopy • 3D cell culture models (polyacrylamide gels, embedding cells in rBM) • Molecular bio (ELISA, Western/Northern blot, PCR & activity assays) • Lenti-, retro- & adeno-virus • Protein purification • Survival/apoptosis/ADCC assays • Animal handling/behavioral studies (depression, anxiety, brain trauma & ischemia models) • Cell culture • Flow cytometry • Reporter assays • Spinning disc



Making Connections that fuel innovation

LinkedIn Inmail...



Recruitment Database



- Used by many firms, both large and small
- Key word searchable
 - Details in resume = searchable
 - Searches for key words in job description
- User created profile (typically)
- Systems can track applications over time

Companies use Key Word Search

Skills and Techniques

- **Molecular Biology:** Cloning, PCR, quantitative PCR, mutagenic PCR, DNA purification from Gram-positive and Gram-negative bacteria, DNA sequence analysis, plasmid design and construction, microarrays, Illumina-based sequencing
- **Protein:** Protein expression, protein purification via affinity chromatography, protein separation by SDS/PAGE, ELISAs, Western blotting, protein quantification, enzymatic protein digestion
- **Microbiology:** Construction and maintenance of mutant bacterial strains, characterization of mutant phenotypes (ie. growth curves, cell wall protein profile, biofilm assays, antibiotic and stress susceptibility, etc.), quantitative plating, bacterial staining, light and fluorescent microscopy, electronic microscopy sample preparation, transcriptional profiling
- **Virology:** Manipulation of positive RNA virus (Dengue virus) including tissue culture infection, plaquing assays, and mouse model of infection
- **Immunology and Tissue Culture:** Growth of bacteria in primary macrophages and tissue culture cells; maintenance of tissue culture lines; isolation and differentiation of primary cells; flow cytometry; cytokine analysis by ELISAs and Western blotting; immunofluorescence; transcriptional profiling by qPCR and microarray analysis; Tcell stimulation assays; quantitative and qualitative antibody assessment
- **Animal Infections:** Intravenous, intraperitoneal, and pulmonary infection, nasopharyngeal colonization of mice, full dissections and determination of bacterial load in liver, spleen, intestines, lymph nodes, lungs, nasal lavage; cytokine and antibody assessment from serum and tissue samples
- **Computer:** Microsoft Office, Swiss PDB, GraphPad Prism, Kaleidagraph, Adobe Photoshop and Illustrator, Vector NTI, EndNote, Literature Search (PubMed, MEDLINE, GoogleScholar, Science Direct)

Recruitment Firms



- Partner with big and small companies to find talent
- Typically work on specific roles
- Typically have a specific focus
 - i.e. Medical affairs, R&D, Business Development
- Paid upon filling a role
- Good source of industry information
- Can typically get you in front of hiring manager if you are a fit for the role
- If you are not a fit for a role, may be hard to get their attention

How to Identify Recruitment Firms



- You will see their names come up as you search job postings / boards
- Ask your connections for recommendations
- Search conference lists for recruitment firms
- Key word search

- **Thousands exist: it will take time to identify ones relevant to you**

Job Search Timeframes

- 2 years out: Self-awareness, Informational interviewing, and networking
- 1-2 years out: Informational interviewing and networking
- 3-6 months: Actively apply for roles
 - except for many larger consulting firms, investment banks, AAAS fellowships, usually ~ 1 year in advance
- Time to decide upon an offer: as short as 48 hours
- Offer to start date: 2-4 weeks



Specific Job Search Timelines

- Large Consulting / Investment Banks: apply Fall 2016; start ~ June 2017
- Boutique consulting firms / investment banks: Some fall application process, other rolling hiring
- AAAS fellowships – Nov 1 application deadline, Sept start



Contact Details: Connect with Propel

**Full time
jobs and
Internships**

Coaching:
Resume,
LinkedIn, Job
Search, etc

Newsletter

**Networking
Events**

Lauren Celano

Founder and CEO

Propel Careers

cell: 215-370-2285

email: Lauren@propelcareers.com

Twitter: [@Propel_Careers](https://twitter.com/Propel_Careers)

Facebook: [Propel Careers](#)

LinkedIn: [Propel Careers](#)

Web: www.propelcareers.com



Making Connections that Fuel Innovation!

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