Informational Interviewing: How to find the right opportunity
Job Search Tips

- Make a target list of companies/roles that interest you
- Try to identify people who can help you find more about the company/role
- Track your progress and grow/change the list over time
- Be strategic and focused
Connections Through People

- Lab mates
- Former colleagues
- Individuals you meet at events
- Biotech professionals who speak at events
- Friends
- Mentors
- LinkedIn connections
Informational Interviewing

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

An informational interview is not a job interview. Rather, it's an interview with an individual working in a career you would like to learn more about.
Once you have identified a person at a company/role you are interested in, ask them for 15-30 minutes to tell you about their company and role.

Tell them why you are interested in talking with them. Make sure they are relevant either because of their role or company.

Use this time to learn about their role, their company, their career path, **NOT** to ask for a job.

The goal is to help you become more informed to see if the company/role is even a fit for you before you apply.
Informational Interviewing Questions

- Prepare questions to ask, such as
  - What is your day like?
  - What skills do you find helpful for your role
  - How did you get into your role?
  - What growth opportunities exist in your role?
  - What do you like best about your role?
  - What is your company like?
  - How is your company different than other companies?
  - Is there anyone else you know of who I should talk with?
Follow Up With Your Network

- Use Linkedin to keep in touch
- Send a thank you note (hand written preferred)
- Try to help your contacts – 2 way relationships go along way!
- If you get a job, update your contacts to keep in touch.
- Relationships are built over time