

Career Opportunities and Tips on Career Searching



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Career Searching is a Journey



Making Connections that Fuel Innovation!

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Outline

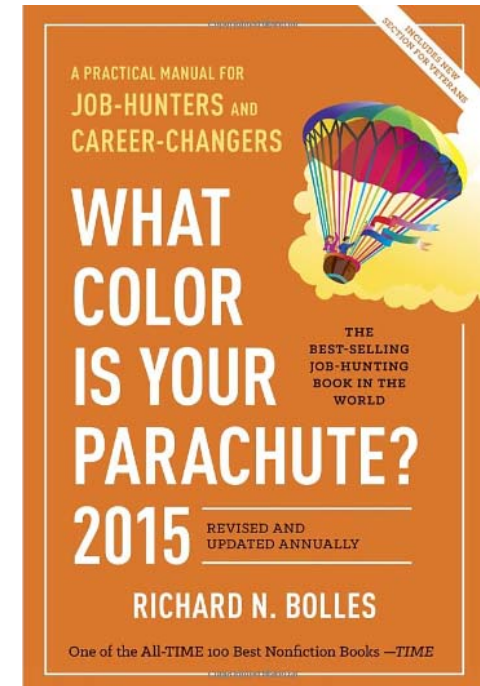
- Overview: Life Sciences Landscape
- Career Opportunities
- Networking to find opportunities
- Informational Interviewing
- Job Search Process and Tips
- Resumes



Finding a Career – Where to Start?

A few questions to ask yourself:

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

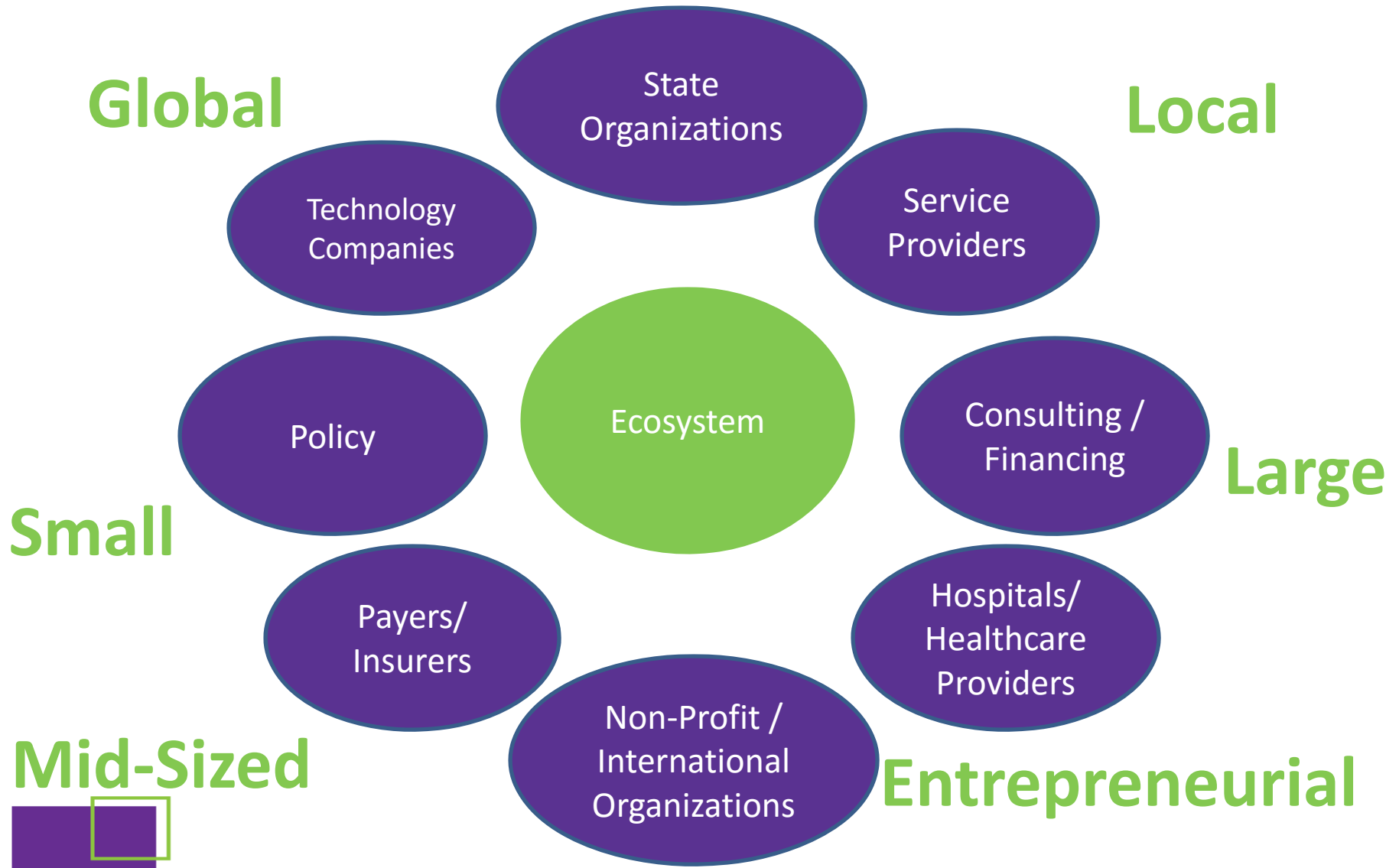


Answers to these questions can narrow down your focus areas as you think about your career



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Industry Ecosystems



Types of Roles within Industry



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Types of Roles

Technology Development Firms

R&D

- Basic Science
- Epidemiologist
- Product Development
- Regulatory Affairs
- Clinical Trial Research
- Clinical Data Analysis
- Drug Safety
- Medical Affairs
- Biostatistician

Commercialization

- Marketing
- Product Management
- Market Research
- Sales/Business Development
- Market Access/ Reimbursement
- Medical Science Liaison
- Medical / Technology Communication
- Community Development Specialist
- Health Policy Specialist



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Additional Roles

Consulting

- Scientific Evaluation
- Strategic Analysis
- Competitive Landscape
- M&A Analysis
- Financial Valuation
- Partnership Strategy
- Intellectual Property
- Sales
- Marketing Strategy
- Pharmacoeconomics
- Pricing Scenarios
- Reimbursement
- Market Assess
- Health economics
- Global Healthcare Systems Evaluation
- Commercialization in Global Markets



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2016 Futures in Life Science Events

- **Life Sciences Overview of Career Paths:** Jan
- **Consulting Career Paths:** Feb
- **Commercialization 1:** (Marketing, Product Management, Business Development): March
- **Research & Development I: Preclinical / Discover Research:** April
- **Clinical Development, Regulatory, Medical Affairs:** May
- **Bio-Informatics, Modeling, Systems Biology:** Sept
- **Commercialization 2:** (Reimbursement, Market Access, Pharmacoeconomics, Patient Advocacy): Oct
- **Research & Development 2: Development / Clinical Research** Nov



Example Titles for MPH Grads

- Director, Clinical Research
- Manager, Market Research and Forecasting, AMAG
- Senior Analyst, Health Advances
- Policy Manager, Amgen
- Epidemiology Associate, Genentech
- Research Scientist at California Dept of Health Services
- Clinical Project Manager, VA Medical Center
- Project Manager, Drug Development at Repligen
- Preclinical Program Manager at Synta
- Clinical Research Associate at Clinquest
- Senior Counsel at Vaccinex, Inc
- Business Development Consultant at Genomic Expressions
- Director at Consulting Firm
- Corporate Development at Purdue Pharma
- Sr. Manager at Pfizer
- HCV Therapeutic Specialist at Vertex Pharmaceuticals
- Hepatology Sales Specialist at Genentech
- Senior Policy Analyst, at FDA
- Fellow at Agency for Healthcare Research and Quality
- CMO, Medical Device Company
- Senior Manager Strategy and Innovation at Pfizer Pharmaceuticals
- Sr. Manager, Competitive Intelligence, Personalized Genetic Health at Genzyme
- Principal Information Analyst at Genzyme
- Senior Analyst, Competitive and Technical Information, Genzyme
- Associate Consultant at The Frankel Group
- Reimbursement Manager, EMD Serono
- Consultant, Boston Healthcare Associates
- Patient Advocacy, Medimmune
- Biostatistician, Pfizer



Considerations for Joining a Firm

- Culture
- Team
- Types of projects performed
- Management Style
- Focus area(s)
- Growth potential
- Travel requirements
- Size

Understand the dynamics of a firm to see if it is a fit for you!



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LinkedIn as a Career Search Tool

- Search via Title
- Company
- Location
- Key Words
- Connections – 1st, 2nd, 3rd ...
- Look at profiles to see career paths



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Job Qualifications

- When reading through a job description, look at the qualifications and compare with your background.

Job Description: We are searching for a full-time Master level biostatistician to support research studies across a range of clinical topics and programs relevant to pediatric and adult psychiatry. Current research areas include attention-deficit/hyperactivity disorder, mood and substance use disorders, pervasive developmental disorders, neuroimaging, molecular genetics and neuropsychology. The successful candidate will be expected to collaborate with a team of investigators from several disciplines. Candidates will also help prepare manuscripts for submission to peer-reviewed journals. Additionally, successful candidates will be responsible for the management and quality control of several large databases.

Qualifications:

- Excellent writing and interpersonal skills, and the ability to work on several projects simultaneously are required.
- MPH or MS/MA in Biostatistics, statistics, mathematics or related field. Proficiency in the biostatistical analysis of observational cohorts and clinical trials is preferred. Software package STATA is preferred.
- 1-2 years of experience required.



Searching by Job Title

- Make a list of relevant titles, i.e.
 - Biostatistician
 - Sr. Data Analyst
 - Data Analyst
 - Sr. Biostatistician
 - Manager
 - Project Manager

- Use the list of titles to search for people with the title(s) that you know



Create a Career Skills List

Item	Must Have	Nice to Have
Specific disease knowledge – i.e. infectious disease	X	
Experience Leading a Team	X	
Analytical Skills – STATA, SAS, R	X	
Experience working on collaborative projects and with people from different disciplines	X	
Clinical Research Experience		X



Advanced Search Feature

The screenshot shows the LinkedIn homepage. At the top, the search bar is highlighted with a blue oval and contains the text "Search for people, jobs, companies, and more" followed by a magnifying glass icon and the word "Advanced". Below the search bar, the navigation menu includes "Home", "Profile", "Network", "Jobs", "Interests", "Business Services", and "Upgrade". A banner below the navigation menu reads "Tell your professional network you're hiring with a LinkedIn job post - click to learn more >>". The main content area features a "Share an update..." box, a "LinkedIn Today" recommendation for a news article titled "The Most Valuable Lesson That Changed My Life" by James Caan, and three other news items: "The Jobs That Launched The Biggest Names in Business", "The World's Most Powerful People 2013", and "The Most Powerful Person in the Office". On the right side, there is a "PEOPLE YOU MAY KNOW" section listing three individuals: Meghan Conway Robbins, Patrick Hogan, SR., and Maja Sedic, each with a "Connect" button. At the bottom right, there is an advertisement for American Express Rewards, titled "REWARDS MADE EASY" and offering a "Free Reward Certificate with Purchase".



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Title Search on LinkedIn

The screenshot shows the LinkedIn search interface. On the left, the 'Advanced' search filters are visible. The 'Keywords' field contains 'MPH' and the 'Title' field contains 'project manager', both of which are circled in blue. Below these are fields for 'First Name', 'Last Name', 'Company', 'School', and 'Location'. On the right, the search results are displayed under the '1st Connections' tab. The results list five individuals: Clara (Sr. Clinical Project Manager), Esther (Project Manager), Gregory (Principal Global Project Manager), Catherine (Instructor), and Vaishali (Clinical Project Manager). Each result includes a profile picture, name, title, company, location, and a 'Message' or 'Connect' button. A summary for Catherine is also visible.

Name	Title	Company	Location	Connections	Action
Clara	Sr. Clinical Project Manager	Analgesic Solutions	Greater Boston Area · Biotechnology	11 shared connections · Similar	Message
Esther	Project Manager	bluebird bio	Greater Boston Area · Biotechnology	10 shared connections · Similar	Connect
Gregory	Principal Global Project Manager	Rare Disease Program at Genzyme, A Sanofi Company	Greater Boston Area · Biotechnology	2 shared connections · Similar	Connect
Catherine	Instructor	Harvard Medical School	Greater Boston Area · Biotechnology	12 shared connections · Similar	Connect
Vaishali	Clinical Project Manager, UBC; Assistant Director of Volunteers	PMI Central Massachusetts Chapter	Greater Boston Area · Pharmaceuticals	4 shared connections · Similar	Connect



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Compare LinkedIn Profiles

- Evaluate the background of people at your desired level
- Are they similar or different from yours?

This can shed light on whether your background is a fit for this company and level



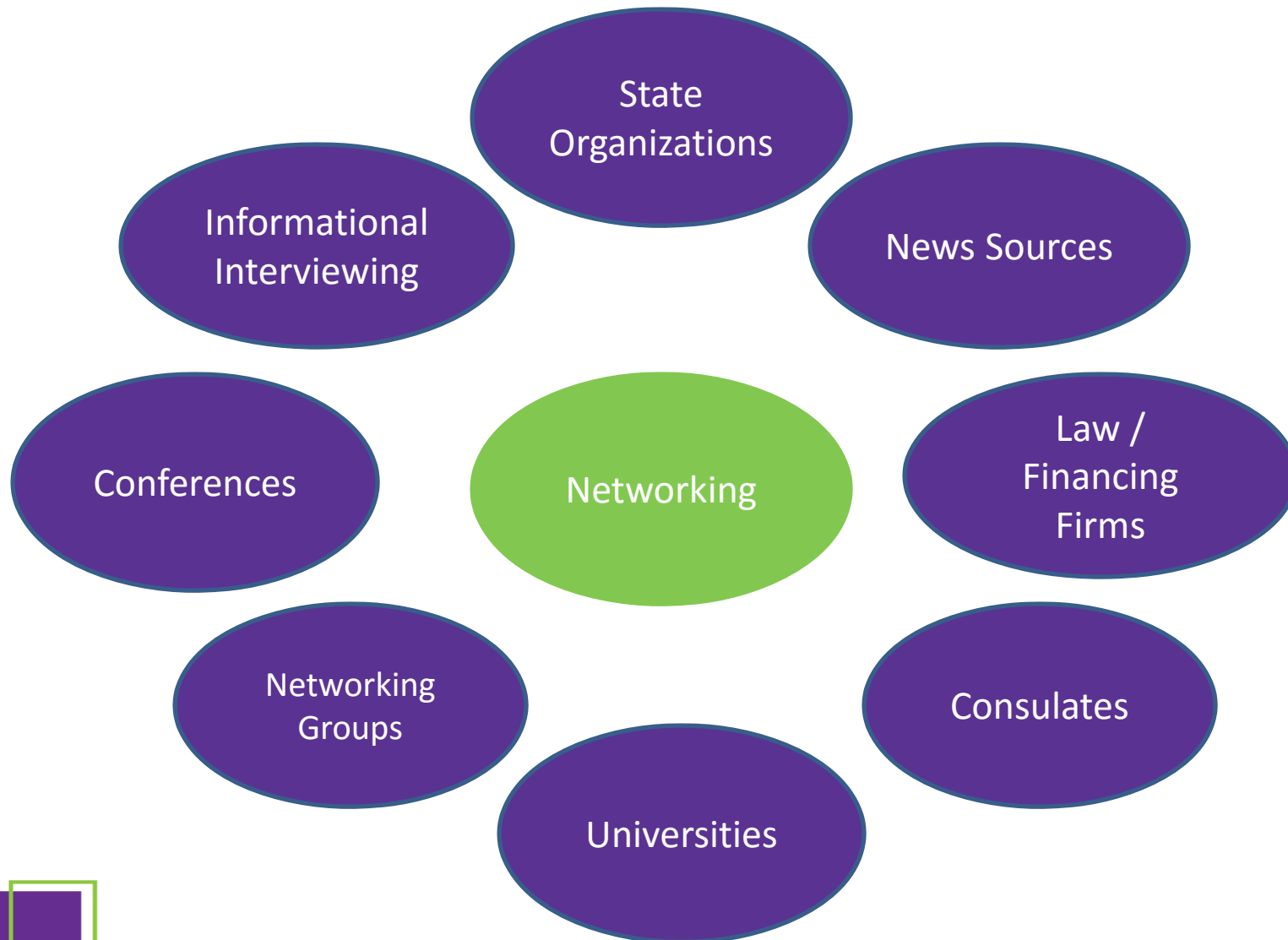
Networking



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Networking



Connections Through Organizations



www.massbio.org



www.massmedic.com



www.masslifesciences.com



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Connections Through Organizations

- **Local Networking Groups**
 - i.e. AWIS, WEST, HBA, AAPS, AACR
- **National Organizations**
 - Biotechnology Industry Association (Bio); Medical Technology Association (AdvaMed)
- **Industry Associations**
 - i.e. Drug Information Association (DIA), American Association of Pharmaceutical Scientists (AAPS), International Health Economics Association (iHEA)



Women's Networking Groups Include

Women Based:



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



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



<http://womeninbio.org/>



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



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Student 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/>



bbo@bu.edu



eclub@bu.edu



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Financing Organizations

Venture Capital Organizations Including:

 EXCEL VENTURE MANAGEMENT



HealthCare Ventures LLC



Corporate Venture Funds Including:



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Connections with Smaller Companies

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
- HealthBox



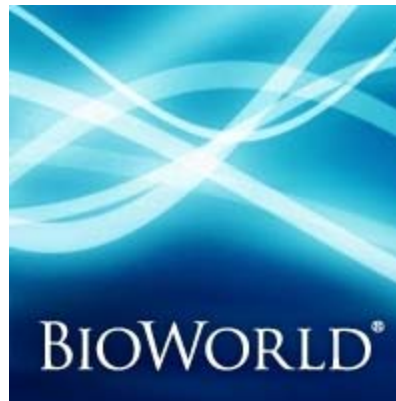
Networking - News and PR Sources

FierceBiotech
THE BIOTECH INDUSTRY'S DAILY MONITOR

Xconomy

Google reader

 **BioSpace**
Life • Science • Community



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Additional Networking Opportunities

- Law Firms
- Finance Firms
- Consulting Firms
- Realty Firms
- International Consulates
- Etc

**Making connections happens in many ways
Be creative – your career will benefit from this.**



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.



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What To Ask About

Particular Job

Company

Career Progression

Career Entry



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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

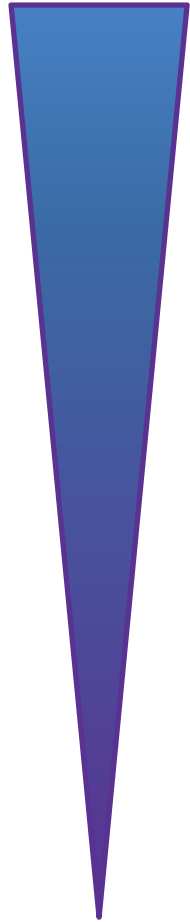


Sample Elevator Pitch

I am an (MPH student) at (Boston University) with a focus on (Epidemiology). I will be finishing in (6 months) and looking for a (data analytics role) in a (pharmaceutical firm) focusing on (oncology) in (Boston).



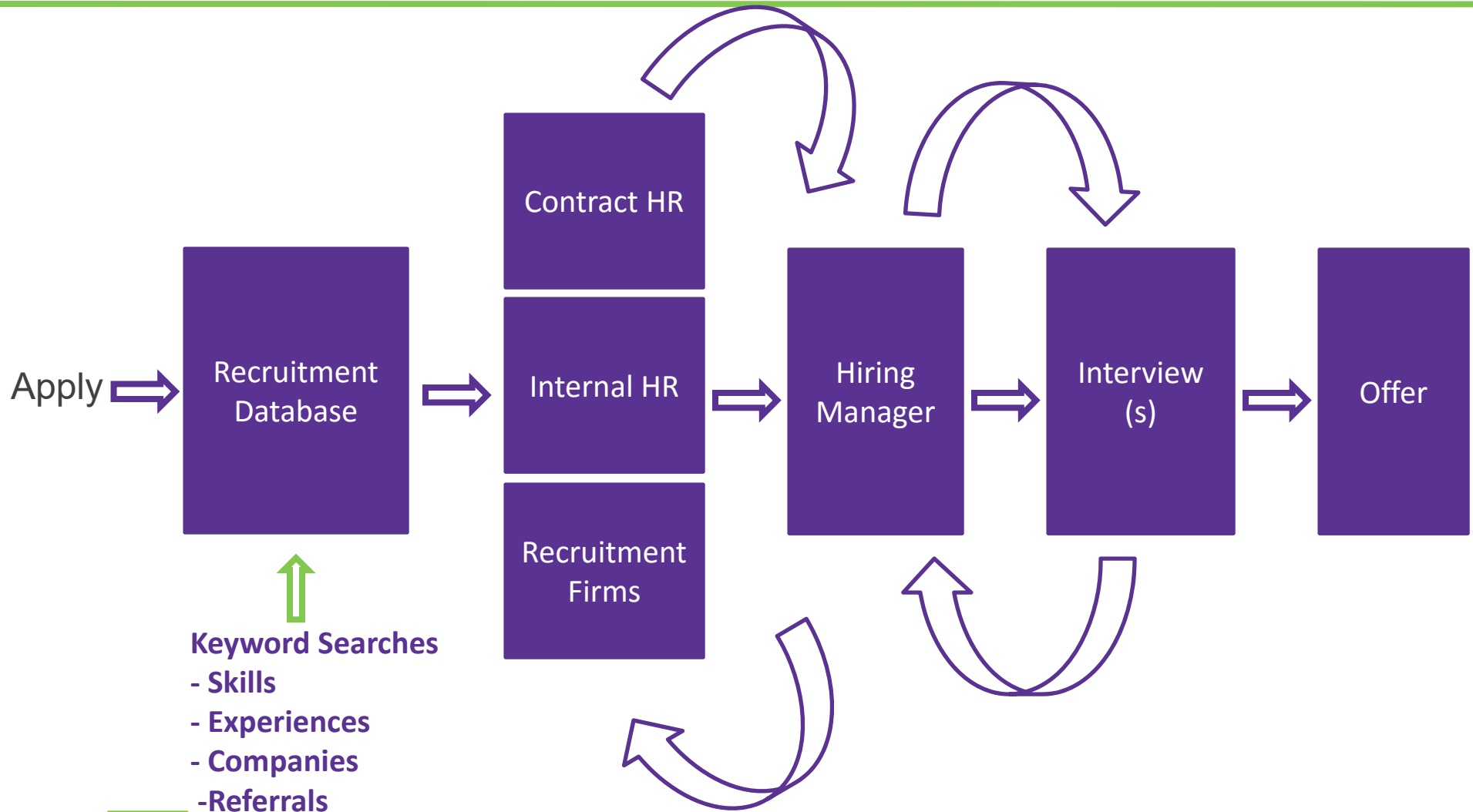
Three Levels of Elevator Pitches



- **The overview pitch** – networking events, cocktail hours, people who don't know much about your area
- **The deeper dive** – meant for someone who knows a little about your area
- **The really deep dive** – meant for someone who knows your specific area



Recruitment Process



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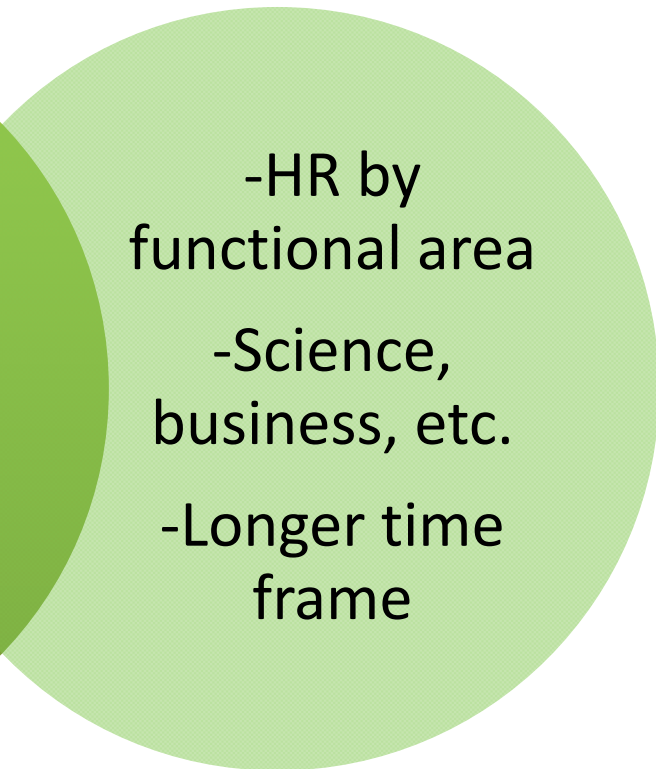
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HR Professionals

Small Company



Large Company



Types of HR people:

- Company Hired, Full Time HR, Contract HR, Consultants – project by project



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Reading Job Descriptions

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

Tip

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



Using LinkedIn

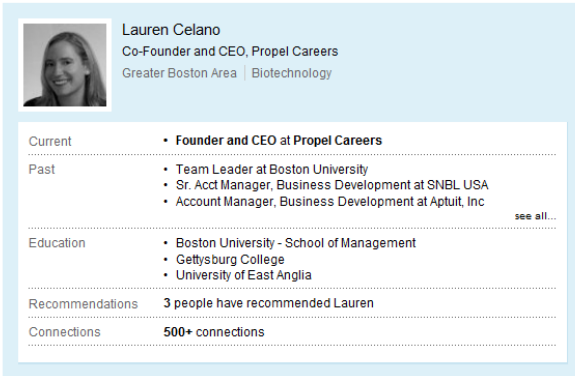


- **>30% of jobs are filled using LinkedIn**
- This is not just for filling jobs...
 - Networking event follow-up
 - Informational Interviews
 - Keeping in touch
 - Searching for types of roles / companies to gain insight



Build out Your Profile

LinkedIn



Lauren Celano
Co-Founder and CEO, Propel Careers
Greater Boston Area | Biotechnology

Current

- **Founder and CEO at Propel Careers**

Past

- Team Leader at Boston University
- Sr. Acct Manager, Business Development at SNBL USA
- Account Manager, Business Development at Aptuit, Inc

Education

- Boston University - School of Management
- Gettysburg College
- University of East Anglia

Recommendations 3 people have recommended Lauren

Connections 500+ connections

Lauren Celano's Summary

Successful business development professional with a proven track record of establishing strong relationships, growing existing client relationships, and managing complex projects. Diverse knowledge of drug discovery and development areas and experience with small and large molecule development programs.

Lauren Celano's Experience

Founder and CEO Propel Careers

Privately Held; Human Resources Industry
April 2009 – Present (2 years 2 months)

Propel Careers is a recruitment firm focused on delivering a wide array of placement and career development services in the life sciences sector. Whether you are an undergraduate or graduate student, a recent graduate, or experienced professional, Propel's resources and network can be an asset to your career growth. The Propel website (www.propelcareers.com) contains information on how we can assist you with:

- Recruiting services for full-time positions with leading life sciences companies
- Securing a project based opportunity or internship in the life sciences sector
- Identifying a seasoned professional who can serve as a mentor
- Career counseling and resume review
- Networking

Please contact me at Lauren @propelcareers.com with any questions about how we might be able to help you.

Experience

Associate Director - Global Marketing

Public Company; ; Biotechnology industry
May 2008 – Present (3 years 1 month)

Product Manager - Oncology -

Public Company; 10,001+ employees; Pharmaceuticals industry
January 2007 – May 2008 (1 year 5 months)

Cardiovascular specialty sales

Public Company; , Pharmaceuticals industry
September 2003 – January 2007 (3 years 5 months)

Sales representative for cardiovascular portfolio at covering the Washington, DC territory.

Senior Account Executive

Public Company; Marketing and Advertising industry
August 2001 – July 2003 (2 years)

Managed marketing and advertising for pharma and biotech clients in Oncology.

VS



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Resumes - a Few Points to Consider...

- Resumes tell a story
- **Customize each resume for each job application**
- Make it easy to read
- Pay attention to formatting
 - Bullet points, fonts, size, ease of reading, etc
- Put your **first and last name** in resume file name
- Two pages are okay, if you have enough experience
- Academic CVs are different from industry resumes



Transferrable Skills – “Your Tool Kit”

Organized

A networker

A negotiator

A leader

A manager

A presenter

An excel guru

Detail oriented

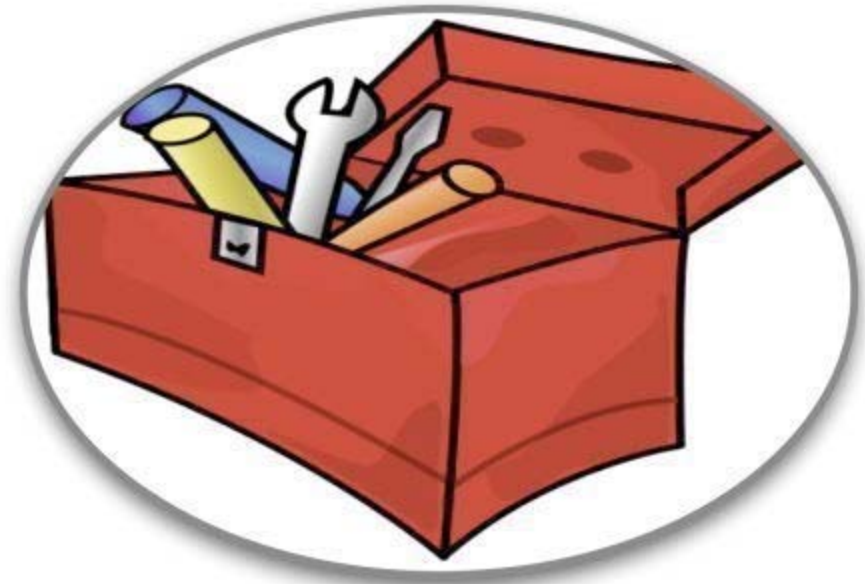
Good at writing

Skilled at programming

Good at keeping track of projects

A communicator (written and verbal)

Good at drawing/other artistic activities



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Networking and Leadership Skills

- Have you taken leadership roles within your institution?
- Are you involved in a local or national chapter of a networking group?
 - AWIS, AAPS, ACS, HBA, etc.?
 - Do you have a leadership role in one of these above organizations?
- Community Service



Highlight Course Projects

EDUCATION

Boston University School of Public Health, Boston, Massachusetts

January 2012

Candidate, Master of Public Health **GPA 3.66/ 4.00**

Concentrations: Health Policy and Management (HPM), and Pharmaceuticals Program

Honors: Boston University School of Public Health Merit Award

Key course deliverables:

- Designed and presented cost-effectiveness analyses comparing Flu Vaccinations in seniors, and mixed treatment comparisons on osteoporosis treatment health plans for maximum cost benefit
- Team project on the service area competitor analysis (SACA) of Pfizer soon to be off-patent product, Celebrex and developed strategic management recommendations including: target on service area to the most prevalent arthritis group, osteoarthritis; focus on customer satisfaction for customer loyalty and market retention
- Group financial statement analyses of Tufts Floating hospital for Children over the fiscal years of 2009 to 2010 and produced a detailed summary report on the contributing factors to the hospital's financial recovery




Job Searching: The Funnel Effect

I have no idea what I want to do
or
I want/ can do everything

Actually, maybe there are some
Jobs that I am better suited for
than others

I know exactly
what I want
to do

When you are here, you
should apply



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Job Search Tips

- Make a target list of companies/roles that interest you
- Create job profile on company / recruitment sites that interest you
- Sign up for newsletters / news feeds for companies / recruiters of interest
- Ask people in roles that you want to be in, how they found their role?
 - Through which website, recruiter, job board
 - Use this to compile a list for yourself
- Track your progress
- Be strategic and focused



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



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Job Search Checklist

- Use this to compare jobs with “your fit”
 - Helpful to decide which jobs to apply for
 - Especially helpful if you have multiple offers to compare
- Your time is valuable
 - Be careful with how you spend it!
 - Interviewing for jobs that you don’t want / or are not a fit is taking time away from your job search



What Organizations Look For

- Passion and interest in the company/role
- Relevant skills and ability to learn new skills
- Team work, organizational, analytical skills
- Excellent Interpersonal skills
- A personal connection to the company/people in the company, is huge



Propel Careers

Propel Careers is a life science search and leadership development firm that specializes in connecting innovative, entrepreneurial companies and like-minded professionals in a more efficient and personal manner

www.propelcareers.com



Contact Details: Connect with Propel



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LinkedIn: [Propel Careers](https://www.linkedin.com/company/propel-careers)

Web: www.propelcareers.com



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