

Careers in Biotech

UC Irvine Friday October 16, 2015

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Goal:

“What do I do now? I have few opportunities”

“I don’t know what I want”

..... TO

“What do I do now? I have too many opportunities”

“I know what I want or want to choose wisely “



Agenda

- How I got here
- Questions to to ask yourself
- Types of industries
- Industry Positions
- Career paths
- “Breaking In” There is no secret

BSc

Lab Technician

PhD

Post Doc

Field Application Scientist

Genomics Applications Supervisor

FAS Manager, U.S.A

Technical Support Manager



- Technical Support requires:
 - Excellent trouble shooting skills
 - Excellent verbal and written communication skills
 - Usually Masters or PhD
 - Excellent and quick decision making
 - Can learn quickly
 - Enjoys helping people
 - Enjoys working in a team environment
 - Wants to move away from the bench
 - Interdepartmental collaboration (Quality, R&D, Product Managers, Training etc.)



Question and Answer for Technical Support positions

What Career do I want?



Know yourself

Questions to ask yourself

- What are you passionate about?
- What qualities in a career do you want?
- What makes you happy in your career?
- What are your professional strengths and weaknesses?

- How do you define freedom in your future?
- How do you imagine your life in the future?
- What are your life goals?

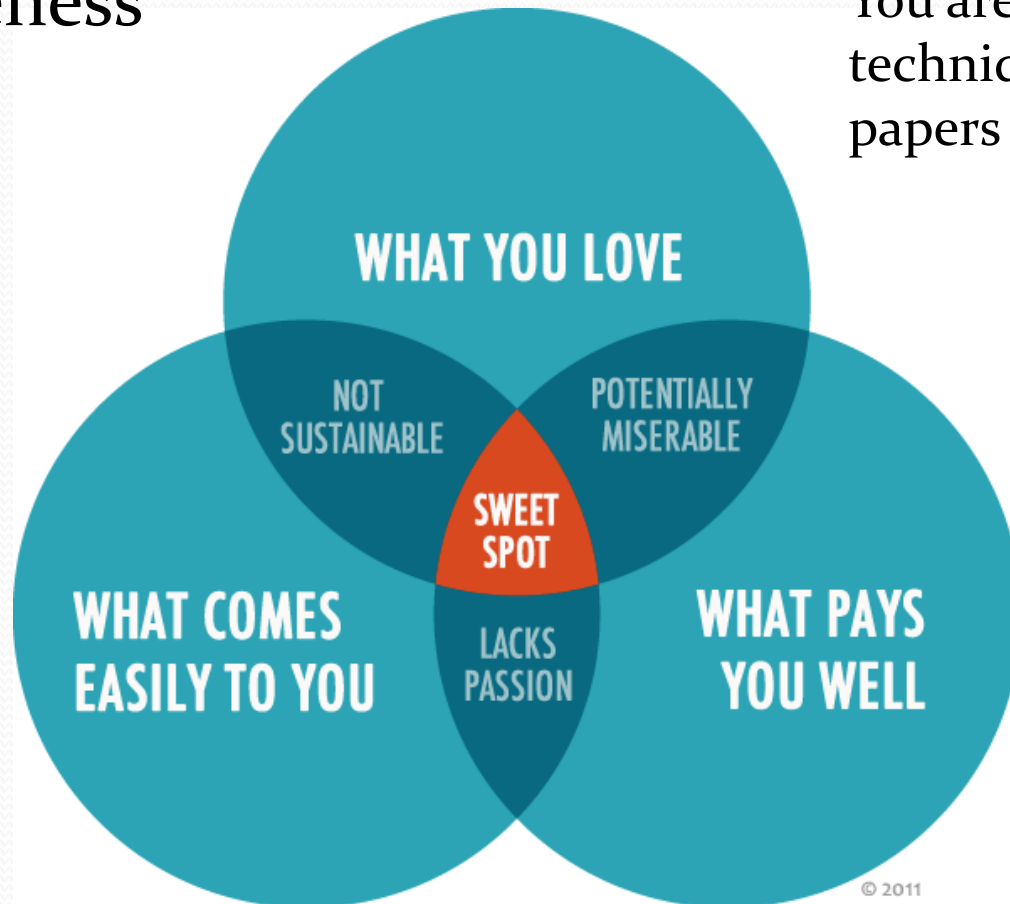
- Are you thinking of a job or a career?



Self awareness
helps you

“Break In”

You are more than the
techniques you know or the
papers you published



From Willotoons.com

Do you want a job or a career?

Industry

- When you think of the Biotech industry what types of jobs come to mind?
- What about jobs in the Pharmaceutical industry? Pfizer, Merck, Amgen
- What about jobs in the Consulting industry? McKinsey and Co
- What about jobs in Commercial services? Labcorp, Family Tree, Ancestry.com, National Geographic



General overview of Product Development

Product idea

Design

Manufactured

Sale

Support

Market and Product Managers

(Market, competition, price point)



Development and Engineering

(how to make the product)



Manufacturing/Quality

(Makes product)



Sales/Inside sales/Customer Service

(Sell the product)



Customer contact

Technical Support

(alpha testing, training, product support)



Types of Biotech Jobs

These apply to both Clinical/Diagnostics and Life Sciences

- Commercial: Sales (field and inside), Technical Support, Field Application Scientist, Warranties and Contracts, Secondary level Support
- Research and Development: Lab scientists, Product scientists, engineers, software/bioinformatics – *This is not academic research*
- Marketing: Product marketing managers, Market/Competitive Analysis,
- Service Labs: Lab scientists, Customer designs, (Labcorp, 23and Me, Ancestry.com)

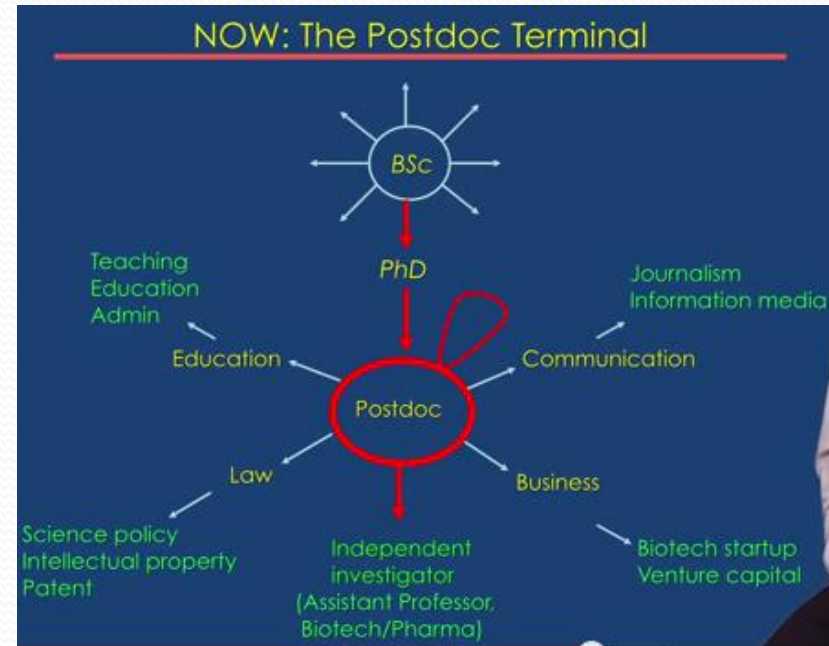
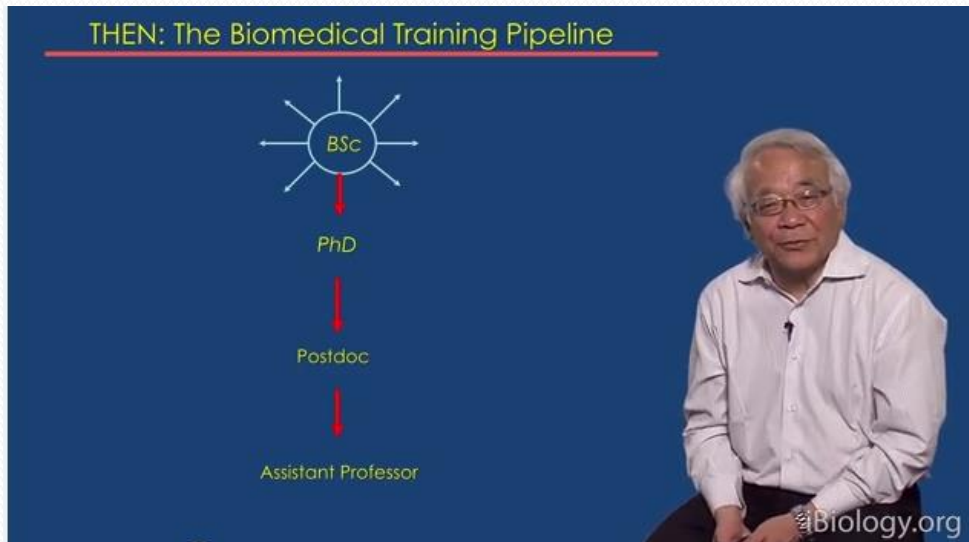
Types of Biotech Jobs

- Writing Services: Product and Marketing
- Training: Internal and external
- Business Development: Market analysis, Companies strengths and weaknesses, Mergers and Aquisitions
- Quality/Regulatory: Audits, Product improvement,

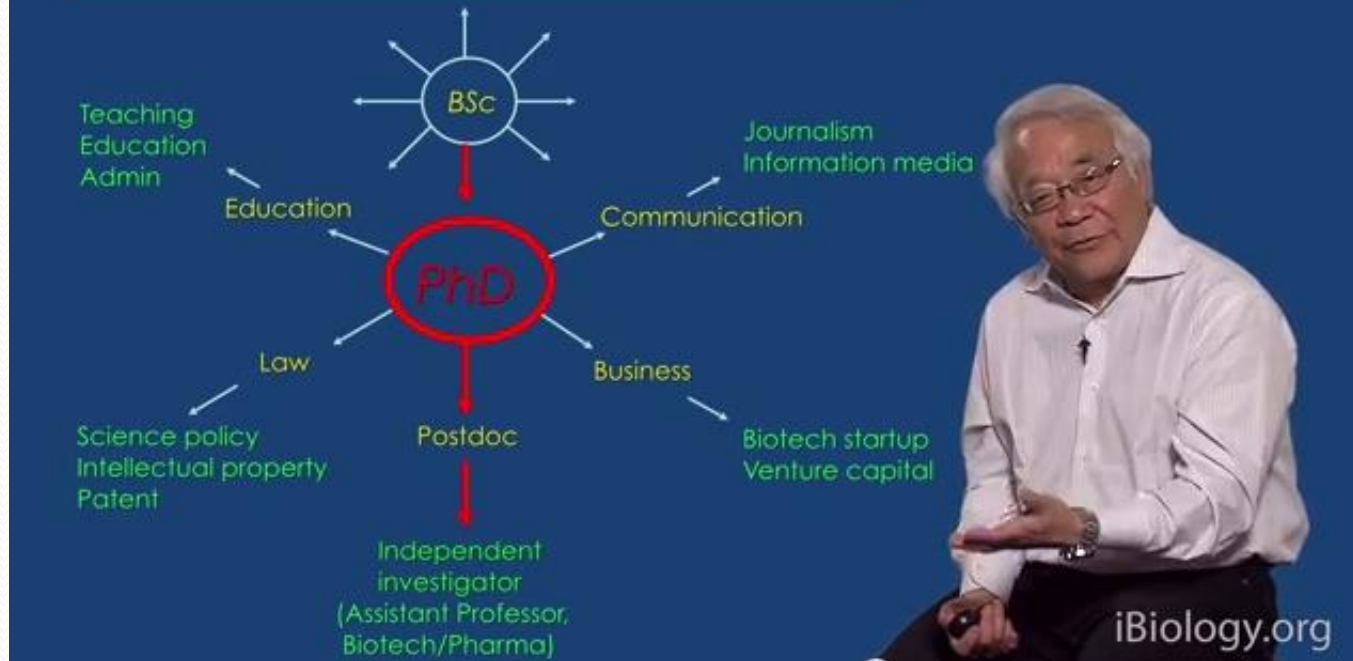
- Does the type of degree matter?
 - Commiserate with the level of the position: Associate, Level 1, Level 2 etc.
 - R&D: MS or Ph.D. for upper management.
 - Sales: BSc to postdoc
 - FAS/Technical Support: Usually MS or Ph.D.
 - Marketing: Usually MS or Ph.D.

Career Paths: Changing the Perspective of Post-Graduate Education

ex. Keith Yamamoto



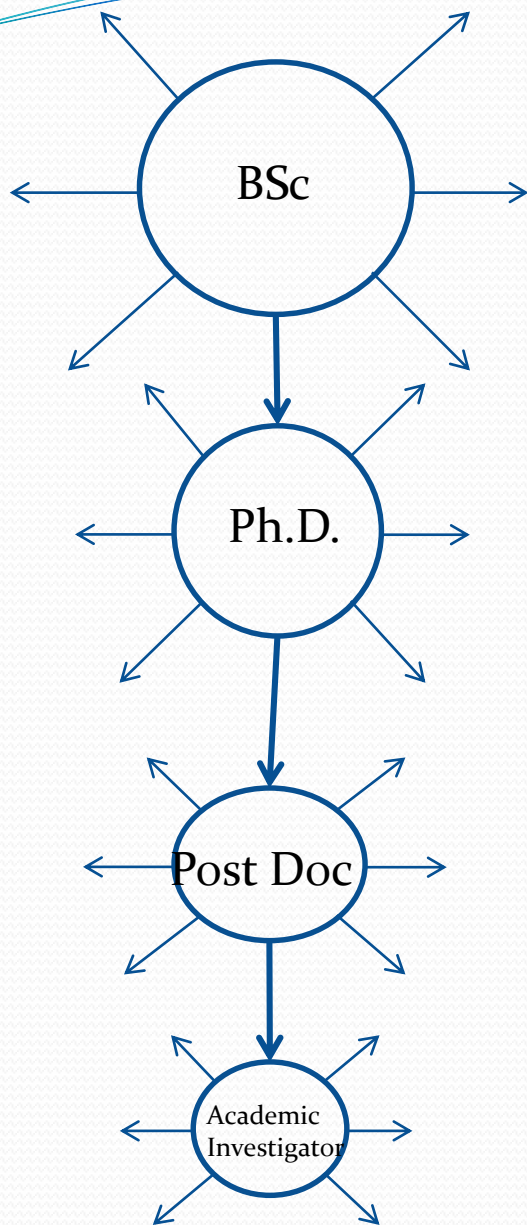
GOAL: PhD "hub" with career option "spokes"



Keith Yamamoto

<http://www.ibiology.org/ibiomagazine/issue-11/keith-yamamoto-time-to-rethink-graduate-and-postdoc-education.html>

How I View Career Paths



Every Degree/experience Provides Opportunities and Options

Own your career path. Follow your strengths and passion. Take risks.

Is there a Typical Career Path in Industry?

No

- Field Applications>Marketing>Sales>Business development>Operations>R&D Director
- R&D>Sales>Operations>VP>CEO
- Sales>Sales>Sales>Sales
- Lab scientist>Supervisor>Manager Director
- Lab scientist>Technical Support>Product Manager>Manufacturing



“Breaking” Into Biotech



- Talk to people in Industry
- Talk to Sales reps and FAS/Field Service Engineers
- Differentiate/Sell yourself - Science is about selling
- Sales, FAS, Technical Support, R&D, Services Labs are great entries into Biotech Companies.
- Small start-ups require more specific technical /science expertise. Less top heavy.

“Breaking” Into Biotech

- Industry postdocs
- Prepare now: Toast Masters, Continuing Education, Teaching credentials, Certifications, Create a Solution to a problem. Role play.
- Study the types of jobs you want
 - What skill sets do you need?
 - Techniques are not skill sets
 - Soft Skills are important
- Know “why” you want the type of job you are applying



Considerations for Choosing a Biotech Company?

- Funding/Equity
- Culture
- Manager/Supervisor
- Small company you will wear lots of hats. Larger company is more stable but more specialized
- Growth Potential (Company and employee)
- Type and Classification of Company



Other types of institutions

- Private foundations: Broad, Human Longevity, CVRI
 - Lab scientists, Research managers and Directors, Core facility managers, Services, Customer Support, Operations
- Academic: Lab Manager, Director of Core Facility
- News: Writer/Editor (GenomeWeb, Science News etc.)
- Government: FDA, USDA, Forensics, EPA

Advice to Myself in Graduate School

- **Think Selling – Science and yourself**
- **Set Goals Quarterly**
- **Good enough today is better than perfect tomorrow**

