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 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.

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

<table>
<thead>
<tr>
<th>Product idea</th>
<th>Design</th>
<th>Manufactured</th>
<th>Sale</th>
<th>Support</th>
</tr>
</thead>
</table>

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, 23andMe, 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

Keith Yamamoto

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