

# What's next after graduation and how to find the best career path for YOU

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# Outline

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- Overview of Career Opportunities
- The Job Search Process
- Networking to identify Opportunities
- The Importance of Finding the Right Fit

# Finding a Career – Where to Start?

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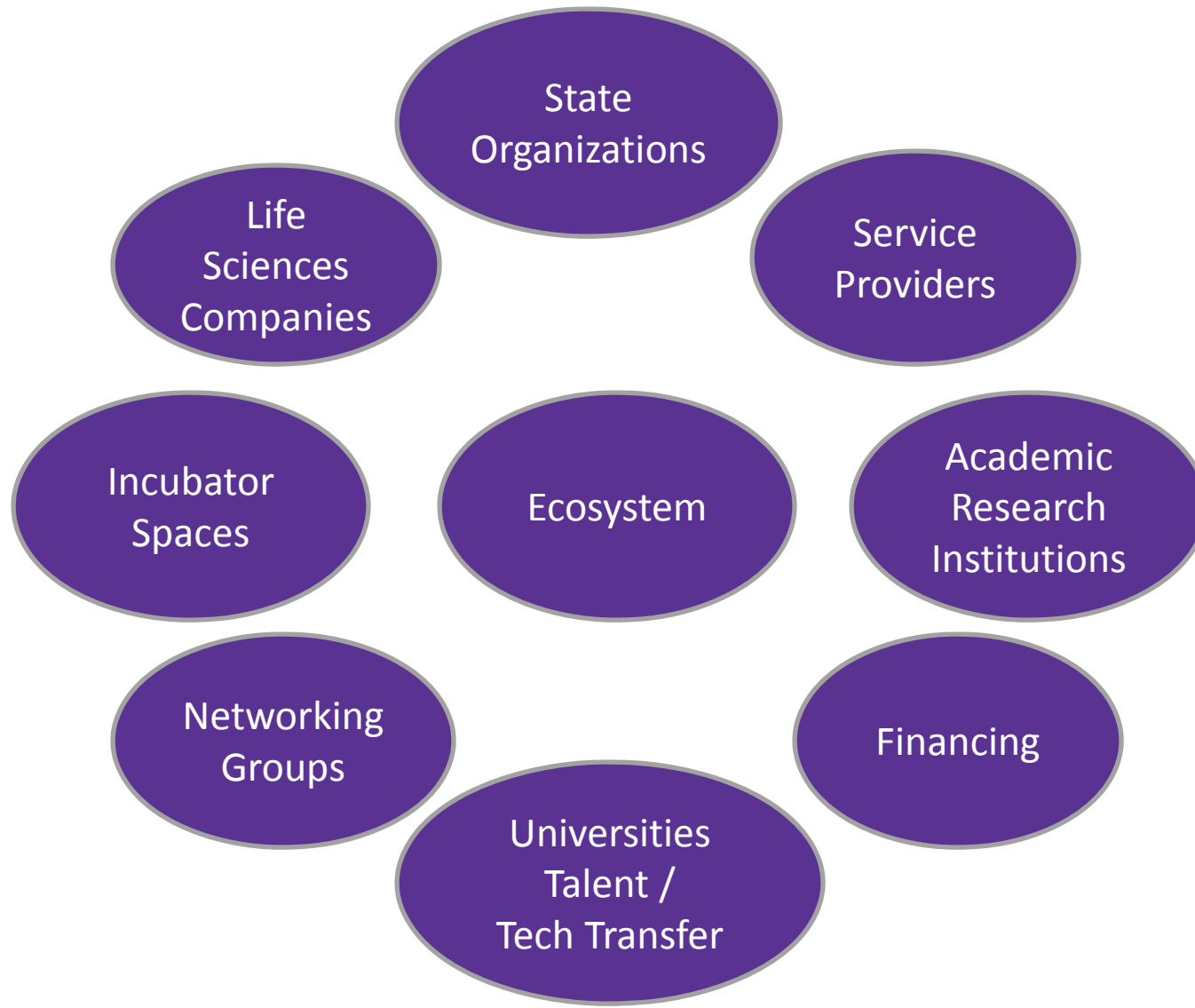
A few questions to ask yourself:

- 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 can narrow down your focus areas as you think about your career**

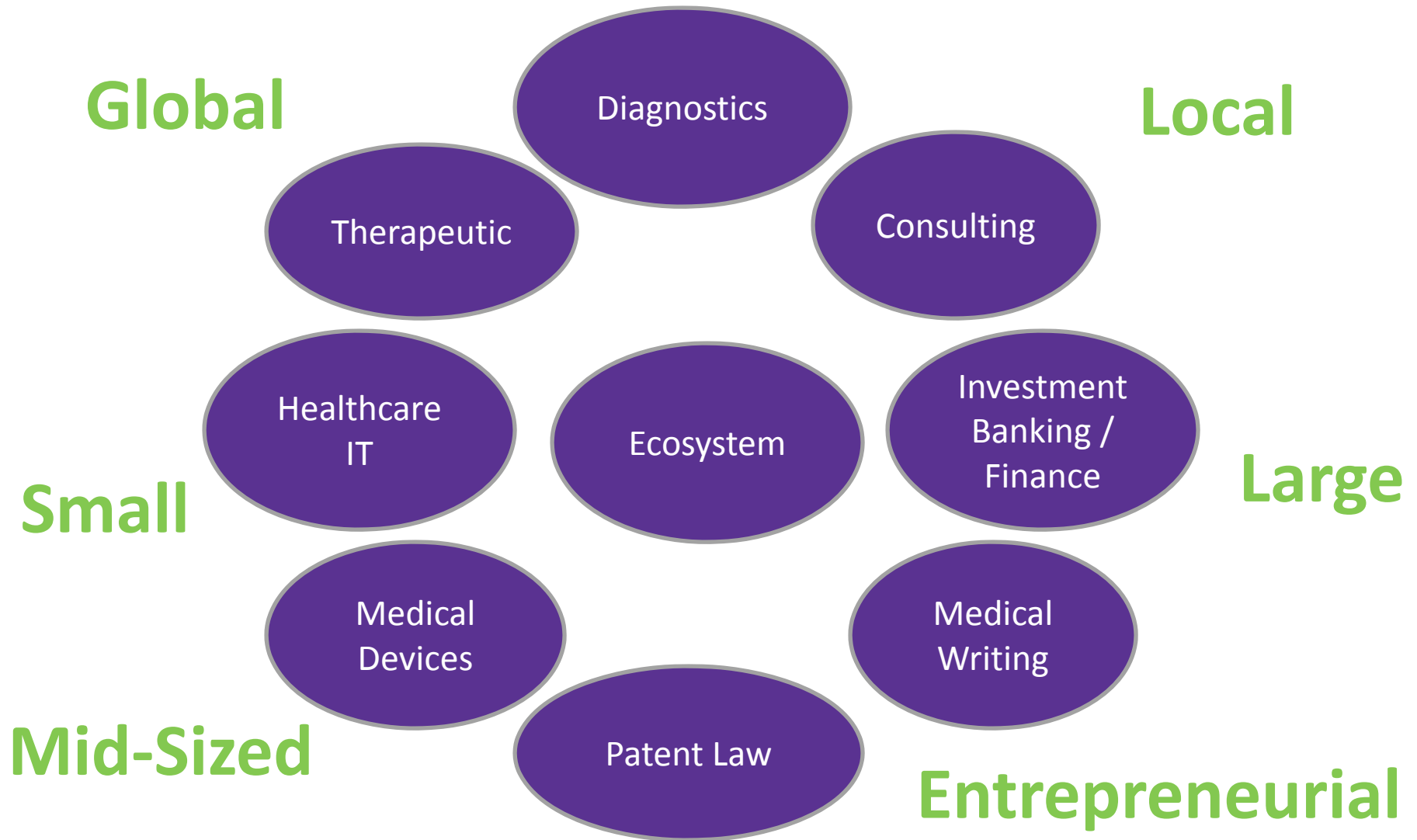
# Life Sciences Ecosystem

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# Types of Companies

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# Types of Career Opportunities

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# Types of Roles

## Technology Development Firms – Biotech, Pharma, Med Device, Diagnostics, Healthcare IT

### R&D

- Basic Science
- Preclinical or Development
- Engineering
- Product Development
- Epidemiologist
- Regulatory Affairs
- Clinical Research
- Clinical Data Analysis
- Drug Safety
- Medical Affairs
- Biostatistician
- Bioinformatics

### Commercialization

- Marketing
- Product Management
- Project Management
- Market Research
- Sales
- Business Development
- Market Access/ Reimbursement
- Pharmacoeconomics
- Medical Science Liaison
- Medical / Clinical Communications
- Medical Writing
- Health Policy

**Making Connections that Fuel Innovation!**

# Additional Roles

## Consulting Firms, Investment Banks, Venture Capital

### Consulting

- Scientific Evaluation
- Strategic Analysis
- Competitive Landscape
- M&A Analysis
- Financial Valuation
- Partnership Strategy
- Intellectual Property
- Sales Strategy
- Marketing Strategy

- Pharmacoeconomics
- Pricing Scenarios
- Reimbursement
- Market Assess
- Health economics
- Operational Assessment
- Commercialization
- Emerging Markets
- Supply Chain

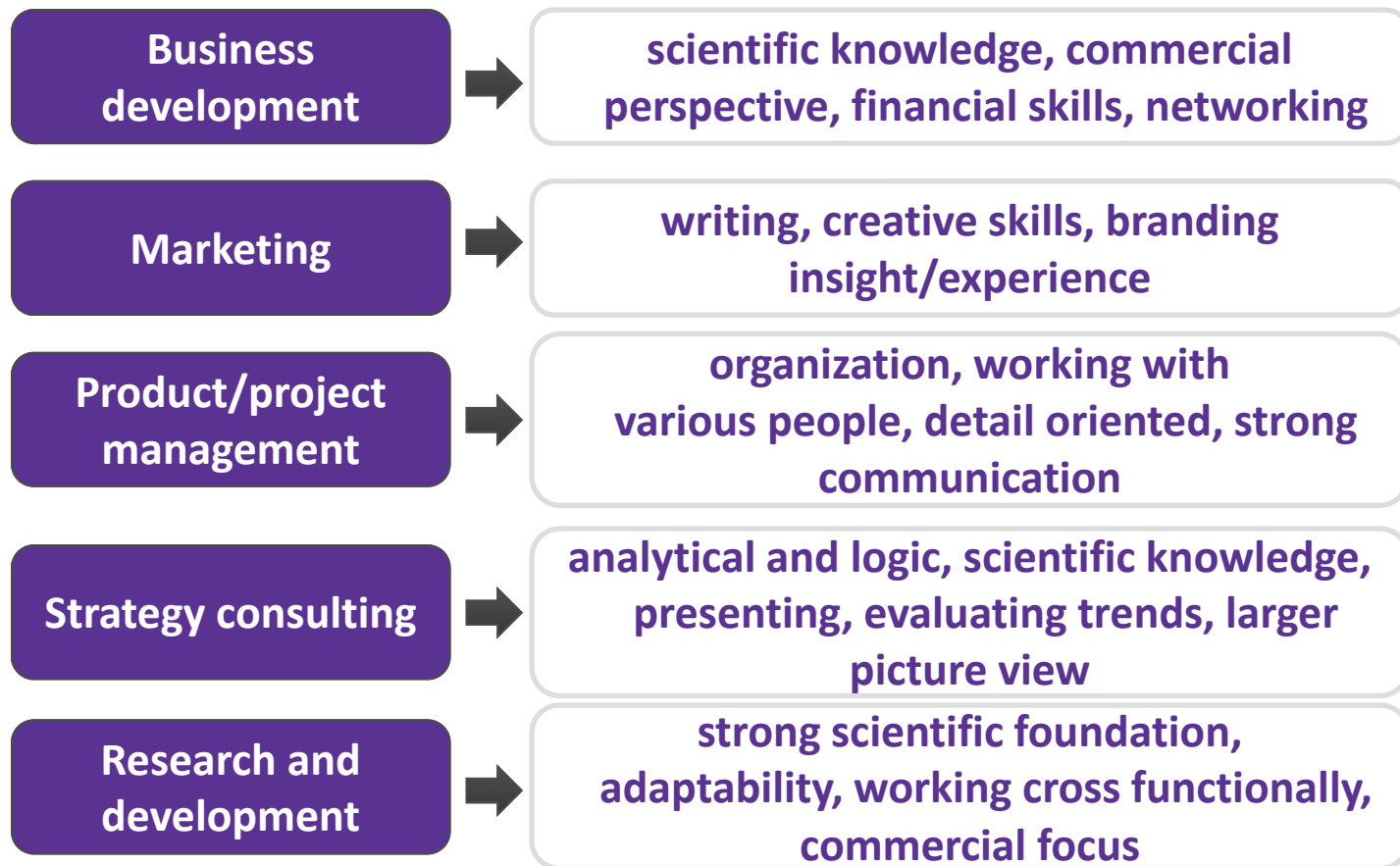
### R&D, Operations

- Scientific Research Evaluation
- Grant Writing
- Intellectual Property Assessment
- Financial Modeling
- Organizational Structure



# Transferrable Skills for Specific Roles

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# How do you find the right opportunity?

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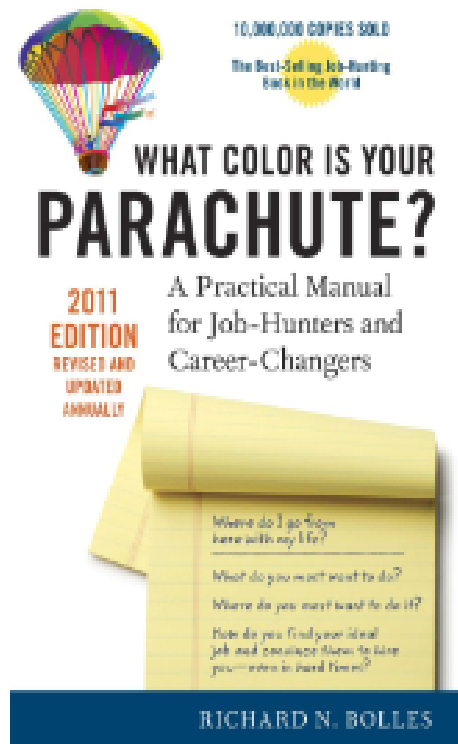
# Your job search process

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- Self Assessment
- Informational Interviewing
- Networking

# Evaluating your skills and career path

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# The Importance of Transferable Skills

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- Working in a lab is not only about the science. There are many OTHER skills that you have which are transferrable to non-academic careers.
- Transferrable skills are applicable to many career opportunities.
- These assets are important to highlight!

# What Graduate School Teaches You

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- 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

# Transferrable Skills – “Your Tool Kit”

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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



# Transferrable Skills – “Your Tool Kit”

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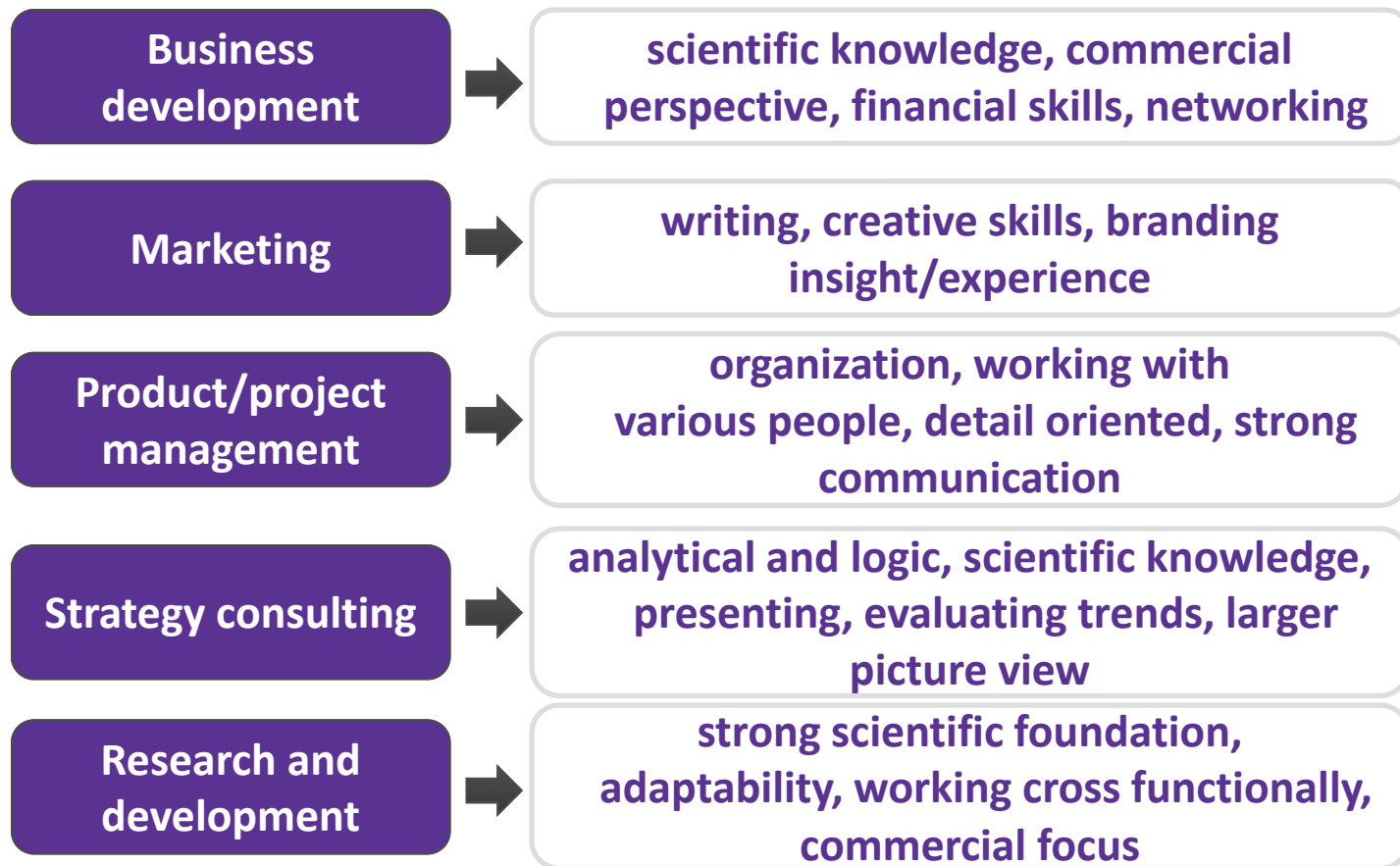
These will help to define the types  
of roles which could be a fit





# Transferrable Skills for Specific Roles

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# Job Search Tips

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- 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

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# Elevator Pitches

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# Importance of Elevator Pitches

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- Having a polished elevator pitch ready makes a memorable first impression.
- Shows that you can communicate effectively.
- Should be a short (~30 second) description of your background and what you are looking for. **(being succinct is key!)**
- If people want to learn more, then they can ask you for more details.
- Provide the listener with an opportunity to assist you.

# Sample Elevator Pitch

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Hello (Ellen). I am a (post doc) at (Boston University) studying (neuroscience – specifically Alzheimer’s formation). I will be finishing up in (6 months) and looking for a (research role) in a (smaller biotech) in the (Boston area). What is your background?

# Elevator pitch emails

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Hello (Ellen).

I was referred to you by (NAME). I am a (post doc) at (Boston University) studying (neuroscience – specifically Alzheimer's formation). I will be finishing up in (6 months) and looking for a (research role) in a (smaller biotech) in the (Boston area). Would you have 15 minutes to talk more about your background and industry so that I can learn more about potential career paths? Attached is my resume so that you can see more of my background.

Thank you in advance for your time,

Lauren

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# **Informational Interviewing: How to find the right opportunity**

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# Informational Interviewing

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**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 a individual working in a career you would like to learn more about.





# Informational Interviewing

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- 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.

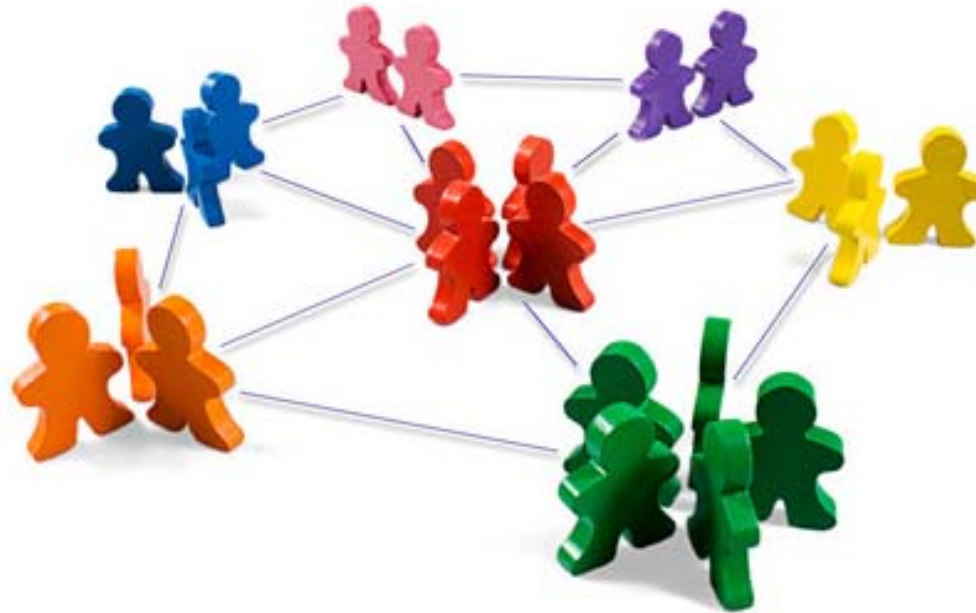
# Informational Interviewing Questions

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- 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?

# Networking

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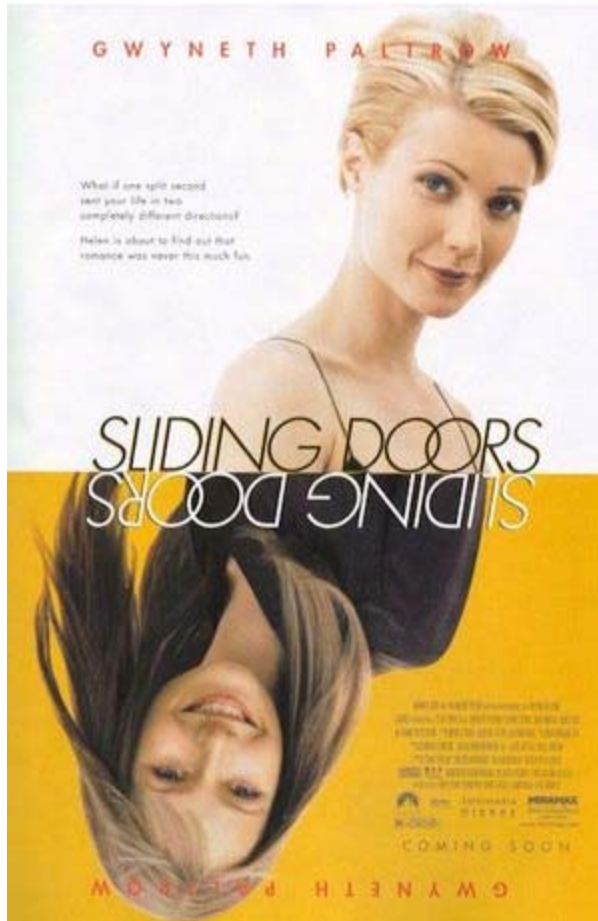
**Network ... Network... Network**

**Fueling Innovation. Fostering Leaders.**

Confidential; Not for Distribution. May 2, 2012

# Sliding Doors Concept

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- All about the what if...

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# Google Reader

# Connections Through Organizations

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- **Local Networking Groups**
  - i.e. AWIS, The Capital Network, WEST, HBA
- **State Organizations**
  - i.e. <http://www.minnesotalifescience.com/> ,  
<http://minnesotapartnership.info/>
- **National Organizations**
  - Biotechnology Industry Association (Bio)
- **Industry Associations**
  - i.e. Drug Information Association (DIA), American Association of Pharmaceutical Scientists (AAPS), American Institute of Chemical Engineers (AIChE)
- **Sector Specific**
  - i.e. Oncology focused, Medical Device focused, Drug Metabolism Focused

# Connections Through People

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

# Other ways to Connect

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- Incubator spaces
- News Sources
- International Consulates
- Networking Groups
- Companies – Law, Accounting, Consulting, Realty, Architecture, etc



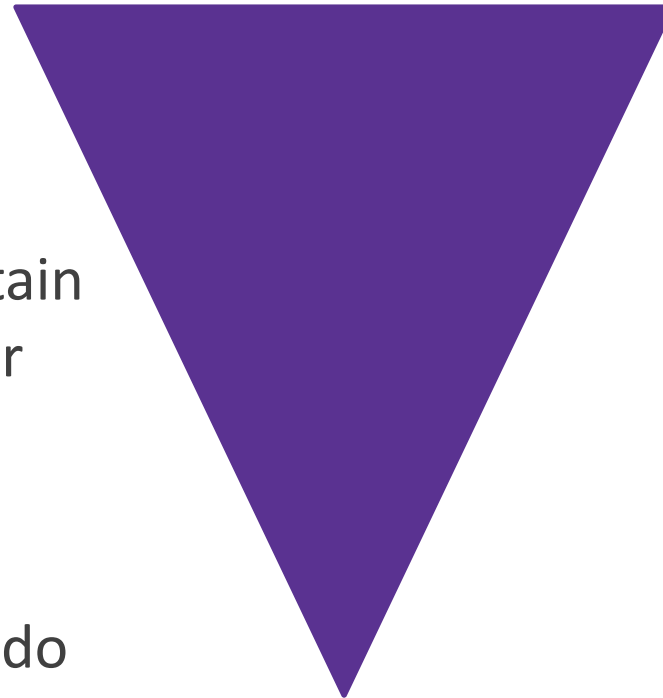
# Funnel Effect

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I want to / can do everything

Actually, maybe there are certain  
Jobs that I am better suited for  
Or like

I know exactly what I want to do



**When you are here , you should apply**

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# Finding the Right Fit for You

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# Considerations for Joining a Firm

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- 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!**

# Industry Success Based Upon

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- Team
- Cross Functional Skills
- Networking
- Softer Skills

# Skills Consulting Firms Look For

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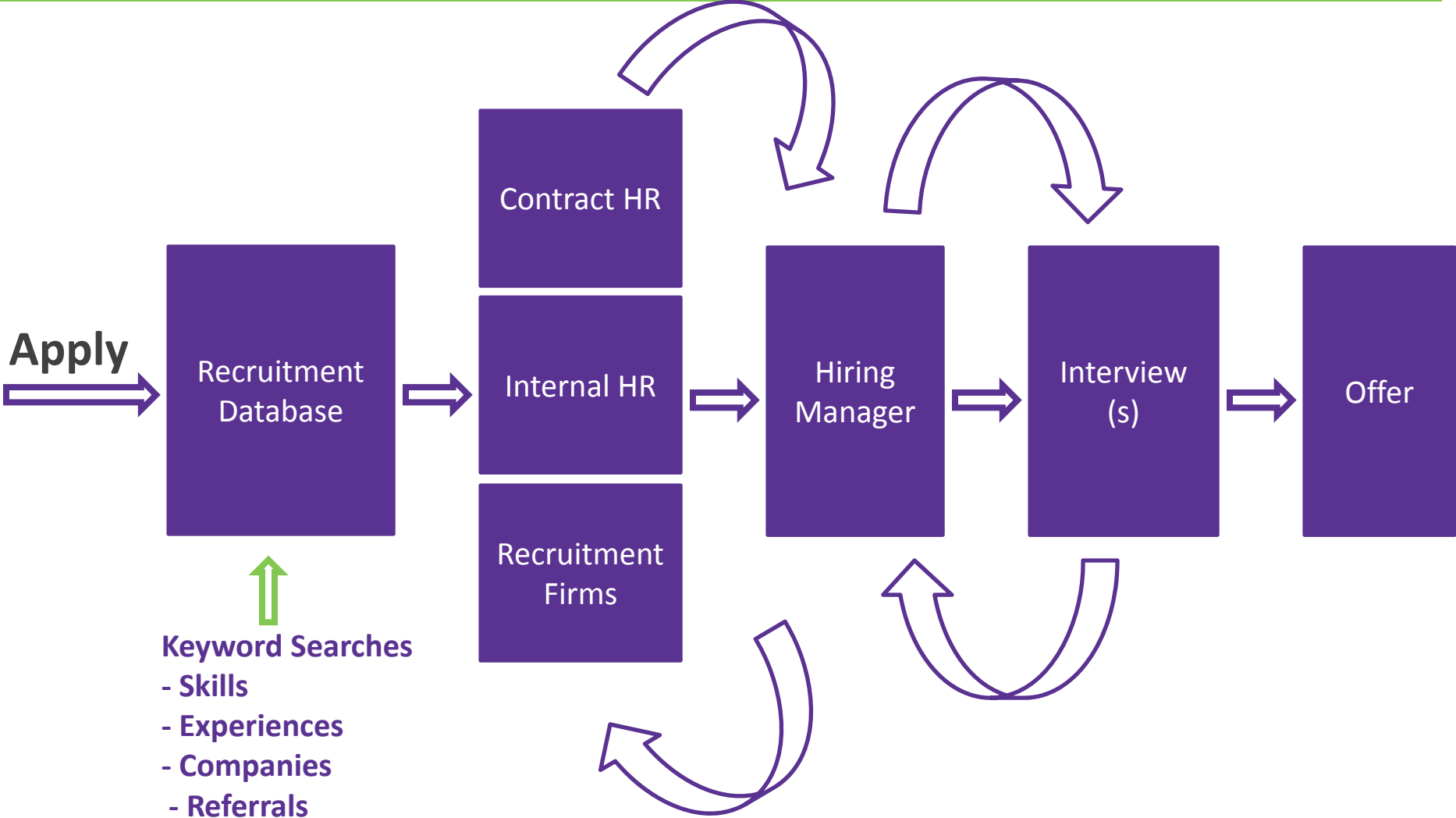
- Commercial/business focus
- Strong qualitative and quantitative skills
- Personable
- Networking interest/ability
- Strong scientific /technical foundation
- Organized
- Excellent communication skills – written and verbal
- Presentation skills
- Ability to learn new areas/technologies quickly

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# Recruitment Process

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# Recruitment Process



# What Companies Look For

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- That you are interested in the company/role
- That you have relevant skills
- A personal connection to the company/people in the company, is huge
- Team Work Skills
- People Skills
- Passion



# Highlighting Transferrable Skills

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- On your resume, include non-scientific details
  - Leadership
  - Managing people, projects, budgets
  - Collaboration experience
  - Presentations
  - Business exposure/experience

**FIRST, LAST, Ph.D.**

Address

City, State, Zip

Email: [NAME@hotmail.com](mailto:NAME@hotmail.com)

Home Phone

Cell Phone

**Professor:** Course for subject area in genetics

- Course 1
- Course 2

**Research:**

Specialist in research area focusing on neurobiology

Expert in animal models of disease states

Extensive knowledge in research area with &gt;20 peer-reviewed publications

**Professional Experience**

2010- Present

**Harvard School of Medicine**, Boston, MA**Instructor and Course Director** for Graduate Classes

2004–2009

**Harvard School of Medicine**, Boston, MA**Postdoctoral Research Associate** at the Department of [NeuroBiology](#)

1999-2003

**University of Pennsylvania**, Philadelphia PA

Research Fellow

1995-1998

**University of Pennsylvania**, Philadelphia PA

Research Assistant

**Education**

2003

Ph.D. in [NeuroBiology](#), University of Pennsylvania

1995

BA. in [Molecular Biology](#), UCSD, CA**Awards**

2006-2007 Exploratory research grant RXX XXXXX from NIH

2004-2006 Postdoctoral Research Fellowship Award

**FIRST LAST Ph.D.**  
ADDRESS, CITY, STATE, ZIP  
Phone, EMAIL: [Name@hotmail.com](mailto:Name@hotmail.com)

**SUMMARY OF QUALIFICATIONS**

- Experienced scientist with focus on neurobiology an signaling pathways involved in development
- Skilled in gathering, analyzing and synthesizing data and developing/testing of new hypotheses
- Excellent writing, verbal communication and presentation skills
- Experienced in scheduling, budgeting and leading projects for nonprofit organizations
- Demonstrated ability in writing successful grants, teaching materials and engagement proposals

**PROFESSIONAL EXPERIENCE**

**Harvard School of Medicine, Boston, MA** 2010- Present  
Instructor

- Directing Research Seminar focusing in Developmental Neurobiology
- Developing the content (lectures and case studies) for the coursework
- Taught two courses each semester, 25 graduate students per course

**Harvard School of Medicine, Boston, MA** 2004 –2009  
Postdoctoral Research Associate, Department of Neurobiology

- Published the first report on the involvement of novel receptor to neural development and growth
- Unraveled the molecular mechanism utilizing XX research areas
- Reported on novel receptor for its functional implications for conditional gene inactivation
- Demonstrated the involvement of this receptor in a specific disease state
- Presented research at the annual NSF conference
- Experienced in other research areas such as XX, XX, and XX

**University of Pennsylvania, Philadelphia, PA** 1999-2003  
Research Fellow

- Investigated mechanisms of intracellular signaling pathways of growth factors.
- Conducted cloning and biochemical characterization of proteins involved in neural development
- Performed assays including XX, XX, and XX
- Established a mammalian/insect cell-based transient and stable cell lines for protein expression, purification and protein interaction studies

**SCIENTIFIC ACCOMPLISHMENTS**

- Demonstrated the role of novel receptor in neural development
- Unraveled the mechanism by which the receptor is controlled
- Developed an animal model to evaluate efficacy

**PRESENTATIONS**

- NSF conference, "Novel Receptor and it's Importance" 2008
- Keystone Research Conference oral presentation 2006

**EDUCATION**

**University of Pennsylvania, Philadelphia, PA** 2003  
Ph.D. in NeuroBiology

# Using LinkedIn

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- >30% of jobs are filled using LinkedIn
- If you are serious about your career, you will be on LinkedIn
- Add details about your research/background
- Build out your profile
- Join LinkedIn groups to keep informed
- Strive for quality of people, not quantity of names

# Building Your LinkedIn Profile

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- Add details from your resume to build out your experiences
- Add interest groups, affiliations
- Add details about leadership activities, AWIS, HBA, WEST, etc.
- Add details about research

# Example



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

Current	• <b>Founder and CEO at Propel Careers</b>
Past	• Team Leader at Boston University • Sr. Acct Manager, Business Development at SNBL USA • Account Manager, Business Development at Aptuit, Inc <a href="#">see all...</a>
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](http://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](mailto:Lauren@propelcareers.com) with any questions about how we might be able to help you.

# Example

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## Experience

### **Associate Director - Global Marketing**

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

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### **Product Manager - Oncology -**

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

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### **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.

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### **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.

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# Building an Online Presence

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LinkedIn



Facebook



Twitter



Blogs



# Overseeing Your Online Presence

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- Your online avatar meets the hiring manager before you do
- Online material lives forever
- Privacy rights vs. due diligence

# Follow Up With Your Network

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- 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

# Contact Details

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Lauren Celano

Founder and CEO

Propel Careers

cell: 215-370-2285

email: [Lauren@propelcareers.com](mailto:Lauren@propelcareers.com)