

Straight Talk.....



Career Opportunities and Jobs in the Life Sciences Industry

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Career Opportunities In The Biosciences

- Traditional opportunities
 - Academic positions
 - Government jobs
 - Industrial jobs
- Alternate career paths
 - Medical communications
 - Marketing and sales
 - Law
 - Financial
 - Management consulting
 - Entrepreneurial



Where Are The Jobs?

- Academia=no
- Government=not really
- Industry=maybe
 - No need for more Ph.Ds in R&D
 - PhDs needed in:
 - Drug development e.g., pharmacology, toxicology process development, analytical scientists
 - Clinical development
 - Manufacturing, e.g. quality control and assurance
- Alternate careers=yes



Required Skill Sets

- Thorough understanding of your area of expertise and a large amount of flexibility within disciplines
- Good oral and written communication skills
- Ability to work both independently and as part of a highly integrated team
- Professional appearance and demeanor
- **PREVIOUS JOB EXPERIENCE**
- Additional training for alternate career paths



Your Career Objectives Have Changed...

Other things will need to change if you are to be successful

- Skill sets
- Job Search Tools
- Network/References
- Additional training



Enhance Your “Selling Points”

- It's not enough to simply say you want to make a career transition..
- You should demonstrate your Desire and Intent through:
 - Coursework/Matriculation
 - Seminars/Workshops
 - Entrepreneurial initiatives
 - Volunteering
 - Professional Certifications
 - Associations/Committees
 - Conferences



Your Changing Career

- Cover Letter/Objective- needs to be concise and focused, leaving no room for the reader to misinterpret your new career goals.
- CV/Resume – will need to evolve from a research-based document to one that reflects your new interests/career objectives
- Summary- Great opportunity to catch the reader's eye
- List- any relevant coursework, certifications, etc that are specific to the new career. Must be easy to find and understand.
- **DO NOT** include a publications list for a non-research position (Sends a very mixed message)



Your Expanding Network

- Think **BEYOND** advisors, collaborators, colleagues
- Spread the word about your pending career change through your expanding network
 - Lab sales reps and exhibitors at meetings
 - Association members/Meeting attendees
 - Colleagues who may have made a similar career transition
 - Social media and online networking sites



References

- Select references who *know* of your planned change in careers and who will be *supportive*
- Requires talking frankly with possible references
- Any hesitation on ability to write an exception letter is a reason not use that person as a reference
- Keep the referee informed of:
 - Your progress/any changes in status
 - Reference calls they should expect
 - What you hope they will emphasize



In Conclusion....

- Your career objectives have changed. So, too, must your:
 - Marketable skill sets
 - Jobs search tools
 - Network/ Contact/Resources
- Be persistent and don't give up
- There is no right or wrong career path: just the one that you create for yourself!



- **BioJobBlog (www.biojobblog.net)**
 - Life science career development blog
 - Discusses industry issues
- **BioCrowd (www.biocrowd.com)**
 - Social networking site for life scientists
 - Networking and career development focus
- **BioJobCenter (www.biojobcenter.com)**
 - Optimized for life sciences jobs
 - Free resume/cv posting
 - Customized e-mail job alerts