Postdoc Industry Exploration Program (PIEP)

Sponsored by the:
Berkeley Postdoctoral Association
Visiting Scholar and Postdoc Affairs Program
UC Berkeley Career Center
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Academia or Industry?
Toronto: A vibrant academic community...

...but very little biotech
The simple objective is to “create an innovative partnership that allows local companies to educate postdocs about careers in industry.”
Alternatives to the Bench

Operations & Project Management
Medical Liaison
Clinical Research
Production & Supply
Regulatory & Stewardship
Marketing & Sales
Communications
Business Development - Mergers, Acquisitions, Collaborations
Legal & Intellectual Property
Help postdocs explore industry career paths by connecting them with Bay Area companies.
A collection of bio-sketches (training, skills, career interests) will comprise the PIEP “database.”

Information from the bio-sketches will be used by Bay Area companies to select postdocs for site visits.

A workshop requisite for enrollment in PIEP will cover the mechanics of a bio-sketch and how to navigate a site visit.
Site Visits

8-10 site visits per year, diverse companies

Scaled-up informational interview

Employees’ perspectives (talks, conversations)

Breakout lunch sessions

Networking opportunity
Requisite workshop: “The Savvy Site Visitor” (3 times/year)
Andrew Green - UCB Career Center
Lynne Hollyer - UCB Industry Alliances Office
Guarding intellectual property
Site visit etiquette
How to write a bio-sketch
Getting Your Foot in the Door

Lynne Hollyer
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Our Upcoming Industry Education Program Series

- Assessment
  - What do you want to do
  - Do you want to work IN science or ON science
  - What’s your tolerance for risk?

- Researching Companies
  - The ones you know
  - Finding the ones you want to know
  - You know more companies than you think

- Creating Your Network

- Informational Interviewing
Our Upcoming Industry Education Program Series

- Exercises
- Group participation and information gathering
- Roleplays
- Resources
Andrew Green

Assistant Director of the UC Berkeley Career Center
What do you think comes to mind when a hiring manager at a biotech hears the phrase, “She/he’s a postdoc at Berkeley?”
Your challenge is

• To confirm the positive associations

• Educate them about what you have to offer

• Ameliorate their concerns about the more problematic preconceptions
How do you accomplish this?

• I’m confident that my skills and experience uniquely qualify me to …
• Understand the sources of your value (project vs. skills)
• Translate your credentials (TA Bio 1A)
• Anticipate their key concerns (team)
• Showing not telling
• Speak to the question, “Why are you here?”
The value of PIEP

• Learn about the specific and more general aspects of organizational cultures and management styles within Biotechs
• Better understand their language and terminology
• Discover what “soft skills” are seen as valuable
• Identify science-based career paths with trajectories from the bench
Benefits for Us

Free on-site visits to companies of interest

Exposure to current industry trends and careers paths

Insight into the cultures of different companies

Network with industry employees in a small group setting

Career guidance
Benefits for Companies

- Exposure by hosting qualified postdocs on-site
- Ability to identify potential future hires
- Potential scientific collaborations
Your Next Steps

**Now:** Sign in!

**Next week:** Take the (short) online survey

**Jan:** Take the mandatory prep course

**Jan-Feb:** Submit biosketch

**Feb-Mar:** First site visit
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