## Postdoc Industry Exploration Program (PIEP)

Sponsored by the:
Berkeley Postdoctoral Association
Visiting Scholar and Postdoc Affairs Program
UC Berkeley Career Center

### PIEP Committee

**Christopher Tsang** 

cwtsang@berkeley.edu

Postdoc, Molecular & Cell Biology

Justin Elstrott jelstrott@berkeley.edu

Postdoc, Neuroscience / Molecular & Cell Biology

Corinne Hausmann chausmann@berkeley.edu

Postdoc, Energy Biosciences Institute

Mike Fisher mikefisher@berkeley.edu

Postdoc, Energy Biosciences Institute

Sam Castaneda samc@berkeley.edu

Director, VSPA Program

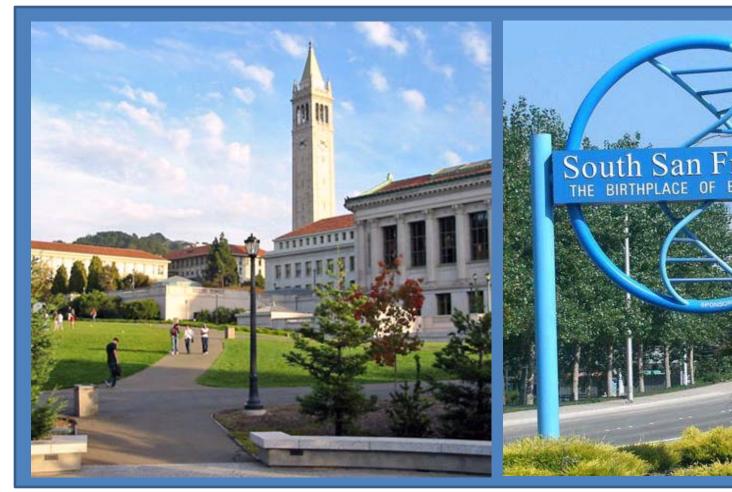
Andrew Green aegre@uclink.berkeley.edu

Assistant Director, UCB Career Center

Lynne Hollyer | lhollyer@berkeley.edu

Associate Director, UCB Industry Alliances Office

# Academia or Industry?









## PIEP Model and Objective

## The ABC's of industry: a postdoc program provides a sneak peek into industry careers

Adnan O Abu-Yousif, Erik C Hett, Ann M Skoczenski & Tayyaba Hasan

*Nature Biotechnology* **28**, 625-626 (2010)

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 Liason** 

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.



#### PIEP Overview

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

### PIEP Enrollment Requirements

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
Associate Director
U.C. Berkeley Industry Alliances Office
Lhollyer@berkeley.edu



# 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

#### Resources

Email listserv <u>piep@lists.berkeley.edu</u>

BPA website <a href="http://postdoc.berkeley.edu/">http://postdoc.berkeley.edu/</a>

Contact info <u>ucb.piep@gmail.com</u>

PIEP Committee:

Chris Tsang <u>cwtsang@berkeley.edu</u>

Justin Elstrott <u>jelstrott@berkeley.edu</u>

Corinne Hausmann <u>chausmann@berkeley.edu</u>

Mike Fisher <u>mikefisher@berkeley.edu</u>

Sam Castaneda <u>samc@berkeley.edu</u>

Andrew Green <u>aegre@uclink.berkeley.edu</u>

Lynne Hollyer <u>Ihollyer@berkeley.edu</u>

BPA President <u>President@postdocs.berkeley.edu</u>