

Savvy On-Site Visitor or How to Become One

**CAREER
CENTER**
career.berkeley.edu

Andrew Green, PhD
PIEP Program

You are the hiring manager of a modest biotech

- What words come to mind when you hear someone described as a “Berkeley Postdoc”?
- What are the words you would like to come to mind when she/he sees it on your biosketch?
- Our goal tonight is to talk about how to span that potential divide.

How the PIEP process works

- We arrange for site visits
- We solicit interest from eligible postdocs
- We send biosketches to the company
- They make their selections
- The biosketch is the sole basis for their decision

What do you think about the biosketch below?

George W. Bush is currently a postdoctoral scholar appointed to the Energy Biosciences Institute (EBI) and advised by Danielle Clinton at UC Berkeley. Having earned a Ph.D. in molecular biology from Princeton University, and working with the EBI to improve microbial tolerance to biofuels, George wishes to move into a position that will allow him to combine his interest and experience in bench research with science policy, science outreach, investor relations, or public relations. George has become increasingly interested in making high-level scientific concepts accessible and engaging to the general public, the majority of which is composed of non-experts. While George undergraduate, graduate, and postdoctoral experiences have exposed him to a wide range of techniques in synthetic and molecular biology and biochemistry, including generating, characterizing, and screening libraries of proteins, he has also helped to organize events that share science with the public, such as a symposium to examine the way that the media portrays science, and the EBI's showcase at the Cal Science and Engineering Festival that will inform the general population about EBI biofuels research at a level that is understandable to teenagers and adult non-scientists. During his tenure as a graduate student at Princeton, George regularly attended the Biosecurity, Biotechnology, and Global Health Seminar Series and earned an IGCC Public Policy and Biological Threats Fellowship. George is enthusiastic about the prospect of learning more about career opportunities that exist in industry. (234)

How about this one?

I believe that without research and discovery the development of new innovative therapies and diagnostics for unmet medical needs will never be satisfied. Academic research is at the centre of revealing detailed mechanisms of disease that open up promising new avenues for treatment and detection of serious disorders. However, I am more attracted to the fact that Biotechs and Biopharmas are making major discoveries too and they are better equipped to capitalize and translate knowledge of disease mechanisms into effective new treatments and diagnostics. This is a really exciting time for me to explore career opportunities in the life sciences industry. I am a Post-doc in the Department of Molecular and Cell Biology at the University of California Berkeley and the Molecular Foundry at the Lawrence Berkeley National Lab. Prior to coming to Berkeley in July 2007, I did my graduate work at the University of Toronto and Sickkids Hospital in the Departments of Biochemistry, Cell Biology and Physiology. My research has been a multi disciplinary endeavor that spanned molecular and cellular sciences to whole animal studies so my technical background is in electrophysiology cellular imaging mouse genetic engineering

My company has agreed to host a site visit

- My job is to narrow down the list invitees
- Am I going to devote a whole afternoon to the Task?
- What am I interested in? What is my mental checklist?
- Most CVs & resumes I see are written from the inside out.
- You want your biosketch to be written as a response to what your audience cares most about

How do you accomplish this?

- Understand the sources of your value (project vs. skills)
- Translate your credentials (TA Bio 1A)
- Anticipate their key concerns (team)
- Speak to the question, "Why are you here?"

Your Biosketch

- Is a hybrid document: a cross between a resume and cover letter
- Is concise
- Reflects an implicit dialogue between you and your audience.
- Allows for the most critical information to be easily assimilated

Home

[Biosketch Form](#)

Continuing Form View

Biosketch Form [More Actions](#)

First Name *

Last Name *

Your Primary Email Address *

Year PhD earned *

Graduate Institution *

Graduate Discipline *

Current Campus *

Current Department *

Career Interests (3 keywords about job titles, industry sectors, etc.):

Interest 1 *

Interest 2 *

Interest 3 *

Preferred Company Size *

Ideal Starting Date at a Company * [YY-YY-MM-dd]

Are you a US citizen or permanent resident? *
 Yes
 No

Demographic Portion

Name: Fisher, Michael

Email: mikefisher@berkeley.edu

Year Ph.D. Earned: 2009

Graduate Institution: Princeton University

Graduate Discipline: Molecular Biology

Current Department: Energy Biosciences Institute (EBI)

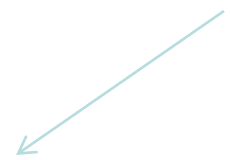
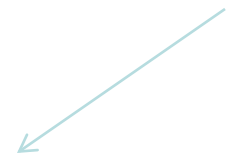
Career Interests (3 keywords): science outreach science policy public/investor relations

Preferred Company Size (Small/Medium/Large/Any): Any

Ideal Starting Date at a Company: 01-2013

Are you a US citizen or permanent resident? (Y/N): Y

Your areas of expertise (3 keywords): synthetic biology protein engineering bioenergy/biofuels



Your Areas of expertise (3 keywords):

Expertise 1 *

Expertise 2 *

Expertise 3 *

Main Paragraph (100 word limit) *

Technical Skills (95 character limit per skill):

Technical Skill 1

Technical Skill 2

Technical Skill 3

Accomplishments (papers, patents, grants, etc. 85 character limit each):

Accomplishment 1

Accomplishment 2

Accomplishment 3

By completing this form, you authorize PIEP to disseminate any and all submitted information to our industry partners and release PIEP from any and all liability.

Verification Code



(enter the characters you see in the above picture)

Submit

Reset

The Text Portion

- Similar to the first paragraph of a cover letter
- Not “I’m confident that my skills and experience uniquely qualify me to ...”
- Not “Serving as a research scientist in your company would offer me an ideal opportunity to advance my interests in...”
- Rather, Speed-Dating

Career Interests: medical devices, Bio IT, management

Three keywords to describe your area of expertise: programming electro-physiology statistics

I am interested in developing medical devices in a collaborative environment. I have extensive experience conducting in vitro electrophysiology recordings from retina and cortex. I am currently a postdoctoral researcher in Dr. Dan Feldman's lab at UC Berkeley studying cortical sensory processing using 2-photon imaging, whole-cell, and field recordings. In addition to performing physiology experiments, I have the strong analytical and programming abilities required to process large datasets.

Hard skills

Whole-cell patch clamp recording in retina and cortical slices

2-photon imaging in neural tissue in vitro

Large-scale extracellular recording in retina in vitro

Soft skills

Worked on teams of 2-20 people resulting in five 1st author pubs

Initiated and led training program for data analysis using Matlab

Composed and delivered over 40 technical presentations

Analytical skills

Programming: Matlab (expert), Igor, LISP (intermediate)

Extensive signal processing experience using Matlab

Extensive statistical analysis and simulation experience



Career Interests (3 keywords): science outreach science policy public/investor relations

After working at the bench throughout my graduate and postdoctoral studies, I hope to transition to a position that allows me to help make high-level scientific concepts accessible and engaging to non-experts. While my studies have exposed me to a wide range of techniques in synthetic and molecular biology and biochemistry, including generating, characterizing, and screening libraries of proteins, I have also helped to organize events that share science with the public. These include a symposium to examine the manner in which science is portrayed in the media, and the EBI's showcase at the Cal Science and Engineering Festival that acquainted the general population with biofuels research. Additionally, my role as the President of the Berkeley Postdoctoral Association (BPA) has helped me to refine my interpersonal skills and prepare for a career beyond the bench.

Hard skills

Libraries via error-prone PCR, DNA shuffling, degenerate codons
Cloning, site-directed mutagenesis, protein purification
Flow cytometry, circular dichroism, gel filtration, lab robotics

Soft skills

Team oriented both in the lab and during committee work
Receptive to community needs and meets challenges practically
Comfortably engages with skeptical and critical audiences

Analytical skills

DNA and amino acid sequence analysis (BLAST, COBALT, CLUSTALW...)
Substantial use of Guava InCyte software (flow), Microsoft Excel

By completing this form, you authorize PIEP to disseminate any and all submitted information to our industry partners and release PIEP from any and all liability.

If you're interested in a research position

- Does my current or former PI have “name brand” recognition?
- Do they care about the substance of my research **OR** the lab, instrumentation, software skills I've developed working on that and other projects?
- How do we translate the answer to the Biosketch?

If your interested in a non-bench role

- What do you want them to know about you?
- How do you convey skills in administration, project management, communication, etc.
- Don't tell, show.

This seems like a lot of work, why bother?

- It's about creating more than document
- Networking and Informational Interviews offer unparalleled opportunities to:
 - 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

What is the problem for which networking is the solution?

- Smart & able to learn is not enough
- You will need more detail about the nature of the work in a given role and/or organization than you can glean from a job description or website to be an effective candidate
- You want confirmation that the job is a match for your skills, values, and interests

If we're taking one tentative step towards exploring new options

**WHY NOT TAKE A
SECOND?**

And as you begin to explore

- New professions and potential roles
- Companies or organizations
 - You are looking for people who can serve as a guide, an ambassador, a mentor
 - UC Berkeley grad students, PhDs, and Postdocs constitute one of the most talented and sought after applicant pools in the world. You just need to help potential employers understand the value you have to offer.
- LinkedIn can greatly facilitate your search

- Edit Profile
- View Profile
- Recommendations
- Profile Organizer

SW for Counselors - Earn a Master of Social Work online through USC's Virtual Academic Center

Welcome

See who you already know on LinkedIn.

Searching your email contacts is the easiest way to find people you already know on LinkedIn.

Your email:

Email password:

Continue

We will not store your password or email anyone without your permission.

Do you use Outlook, Apple Mail or another email application? [Import your desktop email contacts.](#)

People You May Know



Megan Voorhees, Prog Director, Public Service at Ur
[Connect](#)



Sandamal Silva, Instru State University at Long Bea
[Connect](#)



Tom Lehker, Interim Univ Ombudsman at University of
[Connect](#)

The Ladders

Find \$100K+

HR Director \$130K

Benefits Manager \$150K

Director 130K



Share an update

Attach a link






Share

Creating Your Profile

[Edit Profile](#) [View Profile](#)

Andrew Green YOU
Assistant Director Career Center at UC Berkeley
San Francisco Bay Area | Education Management

Current	<ul style="list-style-type: none">• PhD counselor & Asst Director Career Center at UC Berkeley
Past	<ul style="list-style-type: none">• Asst Professor at Connecticut College• Cataloger at Sotheby's
Education	<ul style="list-style-type: none">• University of California, Berkeley• Occidental College
Connections	28 connections
Websites	<ul style="list-style-type: none">• Company Website
Public Profile	http://www.linkedin.com/pub/andrew-green/7/aa0/6a5

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Experience

PhD counselor & Asst Director Career Center

[UC Berkeley](#)

Educational Institution; Higher Education industry

April 1998 – Present (13 years 1 month)

Asst Professor

[Connecticut College](#)

Educational Institution; Higher Education industry

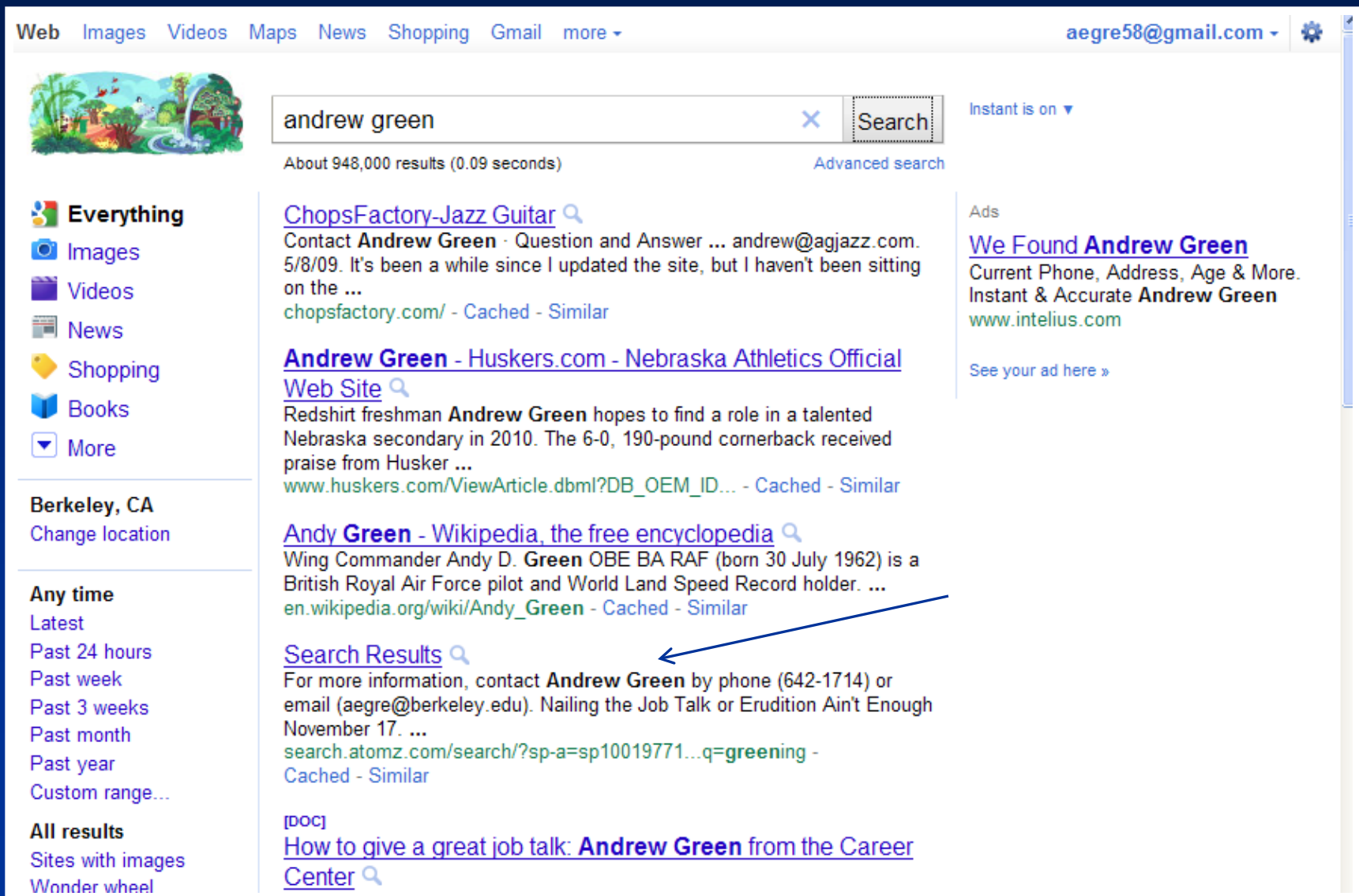
September 1991 – June 1997 (5 years 10 months)

Key Tips for Getting Started

- Informative Profile “Headline”
- Photo
- Grab your “custom” url
- Bullet-style summery statement
- List any significant part-time, volunteer, consulting, contract work, etc. under “Experience” (jej)
- Collect recommendations that highlight your strengths
- Upload your gmail or yahoo contact list to begin populating your contact list
- Schedule 15 minutes a day to update/engage
- Enhancing your profile in Google (AG)

Use LinkedIn activity to boost your Google profile

Web Images Videos Maps News Shopping Gmail more ▾ aegre58@gmail.com ⚙



andrew green X Search Instant is on ▾

About 948,000 results (0.09 seconds) Advanced search

Everything
Images
Videos
News
Shopping
Books
More

Berkeley, CA
Change location

Any time
Latest
Past 24 hours
Past week
Past 3 weeks
Past month
Past year
Custom range...

All results
Sites with images
Wonder wheel

[ChopsFactory-Jazz Guitar](#) 🔍
Contact **Andrew Green** - Question and Answer ... andrew@agjazz.com. 5/8/09. It's been a while since I updated the site, but I haven't been sitting on the ...
[chopsfactory.com/](#) - Cached - Similar

[Andrew Green - Huskers.com - Nebraska Athletics Official Web Site](#) 🔍
Redshirt freshman **Andrew Green** hopes to find a role in a talented Nebraska secondary in 2010. The 6-0, 190-pound cornerback received praise from Husker ...
[www.huskers.com/ViewArticle.dbml?DB_OEM_ID...](#) - Cached - Similar

[Andy Green - Wikipedia, the free encyclopedia](#) 🔍
Wing Commander Andy D. **Green** OBE BA RAF (born 30 July 1962) is a British Royal Air Force pilot and World Land Speed Record holder. ...
[en.wikipedia.org/wiki/Andy_Green](#) - Cached - Similar

[Search Results](#) 🔍
For more information, contact **Andrew Green** by phone (642-1714) or email (aegre@berkeley.edu). Nailing the Job Talk or Erudition Ain't Enough November 17. ...
[search.atomz.com/search/?sp-a=sp10019771...q=greening](#) - Cached - Similar

[DOC]
[How to give a great job talk: Andrew Green from the Career Center](#) 🔍

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Current Phone, Address, Age & More.
Instant & Accurate **Andrew Green**
[www.intelius.com](#)
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Update and participate on a regular basis



[✉ Send an email](#)

Information

Location: Chapel Hill, NC

Gender: Male

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Andrew Green

[About](#)

[Buzz](#)

[PicasaWeb](#)

Introduction

"A man said to the universe:
'Sir, I exist!'
'However,' replied the universe,
'The fact has not created in me
A sense of obligation.'"

- Stephen Crane

Employment


UNC School of Information & Library Science Library
present

Education

University of North Carolina at Chapel Hill
present

Places I've lived

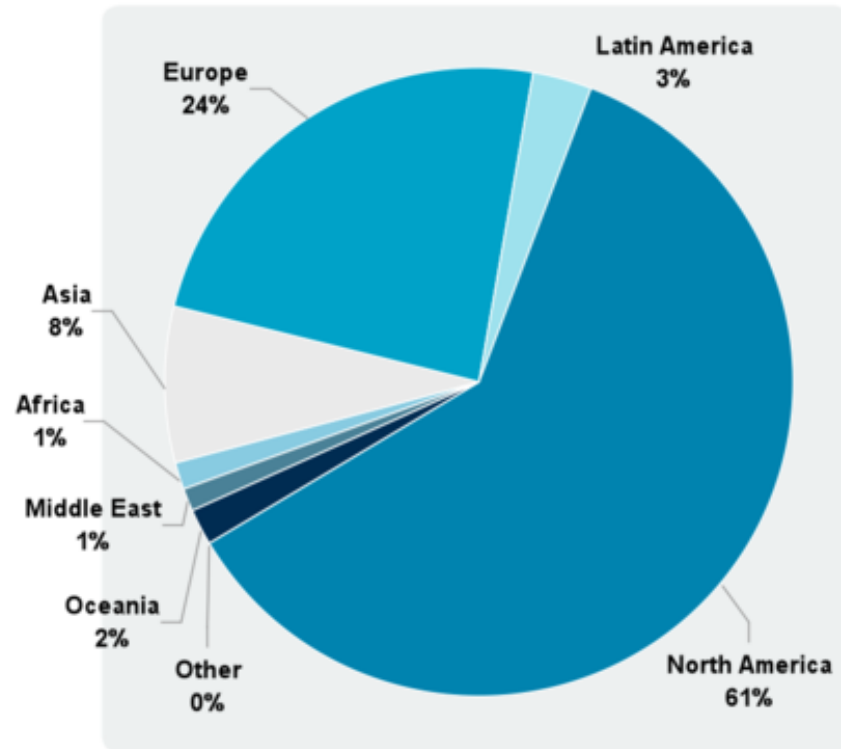


 Chapel Hill, NC
Charlotte, NC
Boone, NC



Who Uses LinkedIn?

- **75 million+** professionals
- Over 150 industries
- Executives from every Fortune 500 firm
- 2 million+ students
- 37,000 college and university alumni groups



The power of LinkedIn Groups (30k)



Occidental College Alumni

All are welcome!

Occidental College is a small private coeducational liberal arts college located in Los Angeles, California. Occidental has produced a number of NCAA Division III national championship teams and Olympic athletes.

[Join Group](#)

[Forward](#) [Report as...](#)

Group Members in Your Network

2nd

[Sue Bethanis](#), CEO/Founder, Mariposa Leadership, Inc.
San Francisco Bay Area

About this Group

Created: March 13, 2008

Type: Alumni Group

Members: 1,556

Subgroups: 4

Owner: [John Wilson](#)

Managers: [Elizabeth J.C. Cutler](#) and [Nicole Merchain](#)

Website: <http://www.oxy.edu/>



Search Results (1)



Saarland University Alumni

This group is for alumni of all departments of the Saarland, Universität Saarbrücken
Owner: [Minko Dudev](#) | 335 members | Share

Groups

- Harvard University Alumni**
14,061 members
- Harvard University Graduate School of Design**
1,620 members
- Harvard University Graduate School of Business**
724 members
- Harvard University Extension School**
334 members
- Harvard University Social Media**
202 members

Companies

- Harvard University**
Higher Education; 10,001+ employees
- Harvard University Extension School**
Leisure, Travel & Tourism; 51-200 employees



Seoul National University Alumni

Did you know that you are eligible for the resources from 300,000 intelligent minds, rated top in the world? Do you aspire to a top-notch CEO as a graduate of the university which was honorably recognized the 16th in the world for CEO capabilities? (according to the Ecole des Mines report) Have you considered yourself belonging to the generous group that gave \$140 million for the last two years?

It's about you because you're SNU. SNU LinkedIn even goes beyond the already firm ground. Faster, broader, more accurate and above all, more enjoyable will it be. Because it's running on the system that supports 39 million users spanning 170 industries. In fact, a clever mind like you can't wait and hunger for the better, aren't you?

We are creating a city where you trade job opportunities, knowledge and experience not to mention products and services. Arts, design, music inclusive. Can you imagine a life without them? Dull and boring...

You are invited to this common space only if you already have been to the mother SNU, and only if you think this sounds worth.

One last comment, configure your setting open to receiving information from us unless you want to miss out on valuable stuffs. Go SNU!

한국과 세계 여러 곳에 계신 동문 여러분, 가끔 외롭고 누군가 허심탄회하게 학창시절을 추억하며 얘기할 사람이 있으면 좋겠다는 생각 해 본 적 없으세요? 저는 이곳 저곳 돌아다니다 보니 그런 생각이 많이 들더군요. 그러면서 개인적으로는 하나같이 수재이고 둘째 가라고 하면 서러운 사람들이 힘을 모을 수 있다면 서로에게 더 큰 보탬이 되지 않겠나 생각하면서 이 커뮤니티를 만들었습니다.

서울대학교의 위상은 위에 보신 것처럼 세계의 명문대로 자리잡고 있습니다. 모교의 위상이 개개인의 비즈니스 가운데 피부로 느껴졌으면 하는 바램입니다.

이 커뮤니티는 무한한 잠재력을 갖고 있습니다. 저의 비전은 위키의 오픈 스페이스처럼 mass participation이 활발히 이뤄지고 각자의 비즈니스에 실질적으로 도움을 주는 공간으로 자리잡길 기대하고 있고, 그렇게 되도록 노력하겠습니다. 신선한 아이디어가 있으시면 허심탄회하게 연락 주시기 바랍니다.

About this Group

Created: July 7, 2008

Type: Alumni Group

Members: 1,197

Owner: [Joseph Janghee Im](#)

Managers: [Kyu Ha Lim](#)

UC Berkeley Alumni Group



Cal Alumni Association | UC Berkeley

Discussions

Members

Promotions

Jobs

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Share group

NEW What is Following in LinkedIn groups? Following makes it easy for your connections and others to see your contributions across groups you Just click on "Follow" next to any name in your groups.

Search members

Search for names or keywords to find specific members of this group.

Search

Advanced Search

New Members: Last 7 Days

GROUP

Jennifer Conlu, Payroll Manager at UC Berkeley San Francisco Bay Area

GROUP

Wendy Zheng, Corporate Controller and Director of SEC Reporting at Copart San Francisco Bay Area

GROUP

Master Fernandez

Members (22,442)

Sorted by: most relevant

Showing



Andrew Green YOU

Assistant Director Career Center at UC Berkeley, San Francisco Bay Area
28 followers | See activity »



Susan Dennehy 1st

Academic Advisor, Department of Sociology at DePaul University, Greater Chicago Area
175 followers | Stop following | See activity »



Pamela Wallace 1st


Career Counselor UC Berkeley Career Center, San Francisco Bay Area
62 followers | Stop following | See activity »




Priya Sreedharan 1st

AAAS science and tech policy fellow & energy specialist at the U.S. Environmental Protection Agency, Washington D.C. Metro Area
361 followers | Stop following | See activity »


Non-Alumni Groups


LinkedIn  Account Type: Basic Andrew Green [Add Connections](#)


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Groups You've Joined (4) [Reorder »](#) [+ Create a group](#)





Alumni of Occidental College
 Your membership is pending approval.
[Send message](#) · [Withdraw request](#)




Cal Alumni Association | UC Berkeley
 3  1




Career Counselors Network
 2




National Postdoctoral Association (NPA)
 2


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Cal Band

 Cal Band Alumni
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Berkeley EECS

 Berkeley EECS
[Join](#)



Phi Beta Lambda - UC Berkeley

 Phi Beta Lambda - UC Berkeley
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But I don't want to be a Career Counselor (28)



Intellectual Property Professionals

This is a group for intellectual property professionals (attorneys, in-house IP counsel, licensing managers, ...) to exchange ideas and promote networking.

Join Group

Share group Report as...

About this Group

Created: April 17, 2008

Type: Professional Group

Members: 16,898

Owner: Michael Beck

Group Members in Your Network

2nd

Zhaoyu (Jesse) Wang, Process Engineer at United Solar Ovonic
Greater Detroit Area

2nd

Ruiting Liang, Analytics Development Chemist I at Avecia Biotechnology, Inc.
Greater Boston Area

2nd

David Goetz, Law School Student at UC Berkeley
San Francisco Bay Area

2nd

Neelaabh Shankar, Technical Specialist at LeClairRyan
Rochester, New York Area

2nd

David Kline, Journalist, Author & Communications Consultant
Portland, Oregon Area

2nd

Chris Crowley, President and Owner, Pathways Personnel
San Francisco Bay Area

2nd

Steve Englund, Partner at Jenner & Block LLP
Washington D.C. Metro Area

What do I do now?

- Join the Group
- Monitor discussions
- Post a question or initiate a new discussion
- Search the “Jobs” tab
- Connect with an individual

Created: April 17, 2008
Type: Professional Group
Members: 16,898
Owner: Michael Beck

Join Group

Share group Report as...

Group Members in Your Network

2nd

Zhaoyu (Jesse) Wang, Process Engineer at United Solar Ovonic
Greater Detroit Area

2nd

Ruiting Liang, Analytics Development Chemist I at Avecia Biotechnology, Inc.
Greater Boston Area

2nd

David Goetz, Law School Student at UC Berkeley
San Francisco Bay Area

David Goetz 2nd

Law School Student at UC Berkeley
San Francisco Bay Area

View profile | Invite to connect

2nd

Neelaabh Sha, Rochester, New York

2nd

David Kline, Journalist, Author & Communications Consultant
Portland, Oregon Area

2nd

Chris Crowley, President and Owner, Pathways Personnel
San Francisco Bay Area

2nd

Steve Englund, Partner at Jenner & Block LLP
Washington D.C. Metro Area

2nd

Alyssa Harvey, Associate General Counsel at Netflix
San Francisco Bay Area

2nd

Howard Cohen, Owner, Cohen Software Consulting, Inc., Computer Software Consultant
and Expert Witness
San Francisco Bay Area

People

« Go back to

David Goetz 2nd

Law School Student at UC Berkeley

San Francisco Bay Area | Biotechnology

Current	<ul style="list-style-type: none">• Law School Student at UC Berkeley
Past	<ul style="list-style-type: none">• Scientific Advisor at Wilson Sonsini Goodrich and Rosati • postdoc at University of California San Francisco • Graduate Student at Fred Hutchinson Cancer Research Center
Education	<ul style="list-style-type: none">• University of Washington• Rice University• University of California, Berkeley - School of Law
Connections	186 connections
Public Profile	http://www.linkedin.com/pub/david-goetz/6/9a1/a81

Share

PDF

Print

Add David to your network

Send InMail

Get introduced through a connection

Save David's Profile



Ducati is ready for real business.
Are you?

get ready

Ready For Real Business **xerox**

Summary

Scientific Advisor at Wilson Sonsini Goodrich and Rosati. Advising clients in the fields of personalized medicine, medical devices, gene therapy, and small molecule therapeutics on intellectual property related matters. Preparing and assisting in the prosecution of patent applications and licensing matters.

Specialties

personalized medicine, medical devices, gene therapy, and small molecule therapeutics, structure assisted drug design, drug delivery devices

How you're connected to David



Scroll down

Experience

Law School Student

[UC Berkeley](#) 

Educational Institution; Higher Education industry

August 2009 – Present (1 year 9 months)

Scientific Advisor

[Wilson Sonsini Goodrich and Rosati](#) 

Privately Held; 1001-5000 employees; Law Practice industry

April 2008 – August 2009 (1 year 5 months)

postdoc

[University of California San Francisco](#) 

Educational Institution; 10,001+ employees; Research industry

2002 – April 2008 (6 years)

Graduate Student

[Fred Hutchinson Cancer Research Center](#)

Biotechnology industry

1997 – 2002 (5 years)

Education

University of Washington

Ph.D., Molecular and Cellular Biology

1997 – 2002

Rice University

BA, Biochemistry and Biology

1993 – 1997

[2nd](#) David Goetz

Viewers of this profile also viewed...



Jeff Stear

Mini-Group-Leader at Humboldt...



Neal Van Hoeven

Research Scientist at Immune Design



Carole Weaver

Science Writer at The Scripps Research



Justin Ho

Student at University of California,...



Gary Juskowiak

Law Student



Chris Clay

Marketing Specialist at Native...



Jennifer Zamanian

Postdoc at Stanford University School..



Edward Reines

Attorney at Weil Gotshal and Manges



Jennifer Lowe

Assistant Researcher


Request an Introduction

To: **David Goetz**


From: Andrew Green

Include my contact information

Enter the contact information you would like to share

Email: 

Phone:

Category: 

Subject:


Your message to David:

David is interested in:

career opportunities,
consulting offers, new
ventures, expertise
requests, reference
requests, getting back
in touch

Include a brief note for Bill Lindstaedt:

Advanced search

LinkedIn  Account Type: Basic

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Find People **Advanced People Search** Reference Search Saved Searches

Keywords:

Title:

First Name:

Last Name:

Location: Located in or near:

Country: United States

Company:

School:


Postal Code: [Lookup](#)

Within: 50 mi (80 km)

Industries:

- All Industries
- Accounting
- Airlines/Aviation
- Alternative Dispute Resolution
- Alternative Medicine

Seniority Level:

BETA 

- All Seniority Levels
- Manager
- Owner
- Partner
- CXO
- VP
- Director
- Senior
- Entry
- Students & Interns
- Volunteer

Groups:

- All Your Groups
- National Postdoctoral Association (NPA)
- Cal Alumni Association | UC Berkeley
- Career Counselors Network

Relationship: All LinkedIn Members

So I talked to David, and Grant Writing

Find People | [Advanced People Search](#) | [Reference Search](#) | [Saved Searches](#)

Sort by: [Relevance](#) | View: [Basic](#) | **88,438 results** [Save](#)

Search

Keywords:

First Name:

Last Name:

Title:

Company:

School:

Location:

Country:

Postal Code:
 [Lookup](#)

Within:

Keep filter selections

[Show less...](#)

Cynthia Fuhrmann (1st)
Program Director, Academic Career Development at UCSF
San Francisco Bay Area | Higher Education
In Common: [6 shared connections](#) | [1 shared group](#)

Consultant - Fund Development and Grant Writing at Discovery!
Austin, Texas Area | Fund-Raising


Pablo Gutierrez (2nd)
Account Manager at Practice Fusion
San Francisco Bay Area | Hospital & Health Care
In Common: [1 shared connection](#) | [1 shared group](#)

Lisa Sanders (2nd)
Career Adviser
Sacramento, California Area | Education Management
In Common: [1 shared connection](#) | [1 shared group](#)

Alaina Feltenberger (2nd)
Writing Instructor at University of Colorado at Boulder
Greater Denver Area | Education Management
In Common: [1 shared connection](#)

Shauna Farr-Jones (2nd)
Academic Coordinator III at QB3/University of California, San Francisco

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Cynthia Fuhrmann [1st](#)
Program Director, Academic Career Development at UCSF
San Francisco Bay Area | Higher Education
In Common: [6 shared connections](#) | [1 shared group](#)

Vivek Mutalik [in](#) [2nd](#)
Team Leader at BioFAB
San Francisco Bay Area | Biotechnology
In Common: [1 shared connection](#)

Jill Dunham, PhD [2nd](#)
Postdoctoral Researcher
San Francisco Bay Area | Research
In Common: [1 shared connection](#)

Lia Economos [2nd](#)
Student/Outreach and Marketing Intern at Cal Corps Public Service Center
San Francisco Bay Area | Renewables & Environment
In Common: [1 shared connection](#) | [1 shared group](#)

Laurence Clement [2nd](#)
Bio-Link and City College of San Francisco Project Coordinator and Biotech Faculty
San Francisco Bay Area | Biotechnology
In Common: [1 shared connection](#)

Scroll Down



Lisa Green 2nd

Chief of Staff at Creative Commons
San Francisco Bay Area | Public Policy

- Current**
 - **Chief of Staff at Creative Commons**
- Past**
 - Program Director at Creative Commons
 - Technology Transfer Manager at Creative Commons
 - Corporate Development at NextBio
- Education**
 - University of California, Berkeley
 - The Evergreen State College
- Connections** 421 connections
- Websites**
 - Company Website
- Twitter** boudicca
- Public Profile** <http://www.linkedin.com/in/lisagreen>



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How you're connected to Lisa



Groups you share with Lisa:

Cal Alumni Association | UC



Summary

+ Add Summary

Specialties

Science policy, corporate development, research, analysis, science writing and communications, public speaking, fundraising

Events

Scroll down

Postdoctoral Fellow

University of Hawaii

Educational Institution; 1001-5000 employees; Higher Education industry

January 2008 – July 2008 (7 months)

Postdoctoral Fellow in the Raman spectroscopy lab. Work includes establishing the biophysics component of the lab and creating an online database of biological Raman spectra.

Recherche Post-doctoraux

Groupe INRA (Paris)

Research industry

September 2007 – January 2008 (5 months)

Postdoctoral fellowship with Professor Hervé This.

Chemistry Graduate Student

UC Berkeley

Educational Institution; Higher Education industry

September 2002 – August 2007 (5 years)

Grad school - it is really great when they pay you just for doing your research and it is not so bad when they make you teach undergraduate chemistry to get paid.

Education

University of California, Berkeley

PhD, [Biophysical Chemistry](#)

2002 – 2007

Activities and Societies: [Berkeley Science Review](#)

The Evergreen State College

BS, [Chemistry](#)

Additional Information

Websites:

- [Company Website](#)

Professional Societies

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Search Results (34)



Non-Profit Marketing

Marketing, Communications, Public Relations, Fundraising, Grant Writing for Non-Profit organizations.

Yesterday's Activity: Discussions (10) Jobs (3)

Owner: [Carrie Montagna](#) | 6,863 members | [Share](#)

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Grant Writers - Grant Writing

Group dedicated to sharing news, opportunities, and best practices in the area of applying for government and other grants.

Yesterday's Activity: Discussions (1)

Owner: [M. N. Blair mblairmba@gmail.com](#) | 1,260 members | [Share](#)

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Greater Seattle Non-Profit Community SUBGROUP

a subgroup of [Linked:Seattle](#)

#1 Washington State Non-Profit Group on LinkedIn: financial endowment charity charities donate donations contribute contributions gifts grant grants writing volunteer volunteering volunteers bequest fundraising fundraiser fundraisers fund raiser fund raisers northwest NPO tax exempt exemption

Owner: [E Taupin](#) | 812 members | [Share](#)

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Grant Writers writing SBIR or STTR grants, other business grants

This group is for grant writers who write SBIR or STTR grants for small businesses or who write other grant proposals for businesses.

Owner: [Diane Heald](#) | 315 members | [Share](#)

[Similar groups »](#)

[Join Group](#)

Grant Writers Networking Group

This group is for sharing about grant writing, training, learning, networking and idea sharing.

Yesterday's Activity: Discussions (2)

Owner: [Kris Butler](#) | 271 members | [Share](#)

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Cal Alumni Association | UC Berkeley

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Search members

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New Members: Last 7 Days

GROUP

Ron Der, Senior Consultant at Microestimating
San Francisco Bay Area

GROUP

Jennifer Conlu, Payroll Manager at UC Berkeley
San Francisco Bay Area

GROUP

Wendy Zhong

Search Results: (330)

Sorted by: most relevant

Showing 1 - 20 of 22,443



Pablo Gutierrez **2nd**

Account Manager at Practice Fusion, San Francisco Bay Area
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63



Richard Lindstrom **2nd**

Director of Academic Infrastructure Development at Charles Drew University, Greater Los Angeles Area
143 followers | [Follow Richard](#) | [See activity](#) »



2



143



Zelideth Rivas **2nd**

Riley Scholar-in-Residence at Colorado College, Colorado Springs, Colorado Area
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196



Daniel Widome **2nd**

Evaluation Consultant, San Francisco Bay Area
253 followers | [Follow Daniel](#) | [See activity](#) »



253

What about our panelists?



Alexandra Teste 3rd
Senior Analyst at Medallia, Inc.
San Francisco Bay Area | Research

Current	<ul style="list-style-type: none">Senior Analyst at Medallia, Inc.
Past	<ul style="list-style-type: none">Post-Doctoral Researcher at University of CaliforniaRecitation instructor at Institut Universitaire de Technologie - Vélizy, France
Education	<ul style="list-style-type: none">Université Pierre et Marie Curie (Paris VI)Université Paris Sud (Paris XI)Ecole de Physique du Globe de Strasbourg (EOST) see all...
Connections	33 connections
Websites	<ul style="list-style-type: none">Personal Website
Public Profile	http://www.linkedin.com/in/alexandrasteste



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Summary

Thanks to my education and professional experience, I am able to break complex problems into smaller ones.

As a member of the Clients Services team, I currently implement Medallia's software for one of our major clients in order to help them get insights into their customers sentiment. This requires understanding the client's company organizational hierarchy and its business requirements and needs. I also proceed to data ad-hoc data analyses for another big client. Both kinds of projects aim at determining areas of improvement for our clients. Another very interesting part of my job is to work at developing a new product.

From my research, teaching and volunteering experiences, I developed the capacity of talking to different kinds of audiences (researchers, students, open public).

How you're connected to Alexandra

You



Suzanne Helbig
Sarah Schoellkopf
Sarah Backes-Diaz
Pamela Wallace
Tina Jung
... and 1 other



Alexandra's connections

Her Transition

Experience

Senior Analyst

Medallia, Inc.

Privately Held; Information Technology and Services industry
October 2010 – Present (7 months)

- take part in the implementation, for our fortune 500 clients, of the powerful and robust Enterprise Feedback Management software developed by Medallia.
- produce ad-hoc analysis upon clients requests
- participate in the development of new products.

This position allows me to apply my analytical skills to a more tangible goal, to collaborate with many colleagues, and to interact directly with clients.

Post-Doctoral Researcher

University of California

Research industry
January 2008 – September 2010 (2 years 9 months)

Institution: Space Sciences Laboratory

- Analyzed data from several multi-satellite and multi-instrument missions to identify the physical mechanisms structuring the particle populations existing in the near-Earth space environment.
- Developed numerous IDL programs to analyze these data
- Wrote 3 first-author research articles in peer-reviewed journals, two more in preparation
- Co-authored 6 other articles
- Presented my results at 9 international and 3 national meetings

- Languages: IDL, C, Matlab, Latex, HTML, Visual Basic (learning), MySQL (learning)
- Platforms: Windows, UNIX, Linux
- Software: Microsoft Word, PowerPoint, Excel

Recitation instructor

Institut Universitaire de Technologie - Vélizy, France

Research industry
2004 – 2007 (3 years)

During my Ph.D. program:

- Taught problem-solving skills, designed test questions, graded student work in mathematics



Emily Boswell
Analyst at Medallia, Inc.



Stephanie Bitz
Senior Analyst, Client Services at...



Janet Stegner
Senior Analyst at Medallia, Inc.



Jasmin Yu
Analyst at Medallia, Inc.



Runa Islam
Manager, Client Services



Dan Haynam
Analyst at Medallia, Inc.



Ambalika Sudan
Senior Analyst- Servicing at Medallia



Kaya Yuki
Analyst at Medallia, Inc.



Matthew Fulton
Project Manager at Medallia, Inc.

Research Companies

Companies > Medallia, Inc.

Overview

Careers

Products



Medallia gives you a coordinated, powerful way to monitor and improve services and products at every point of contact with the customer. Our systems collect customer feedback, process it and disseminate it, and provide the means to act on it immediately. You'll know more, you'll do more, you'll win
... more

Medallia, Inc. has **232** followers

Follow Company

Share

How you're connected to **Medallia, Inc.**

0 **1st** Connections

1 **2nd** Employee in your network

99 Employees on LinkedIn



Check out insightful statistics about Medallia, Inc. employees »

Your Network (1)

New Hires (5)

Employees (99)



CRM Recruiting Consultant

Sean Rehder, Greater Los Angeles Area

How are you connected? (1 shared connection)



Medallia, Inc. Activity on LinkedIn



Posted a new job opportunity: [Sr. Java Software Engineer - Rare and unique start-up](#)

2 hours ago



Posted a new job opportunity: [Client Services Manager](#)

13 days ago



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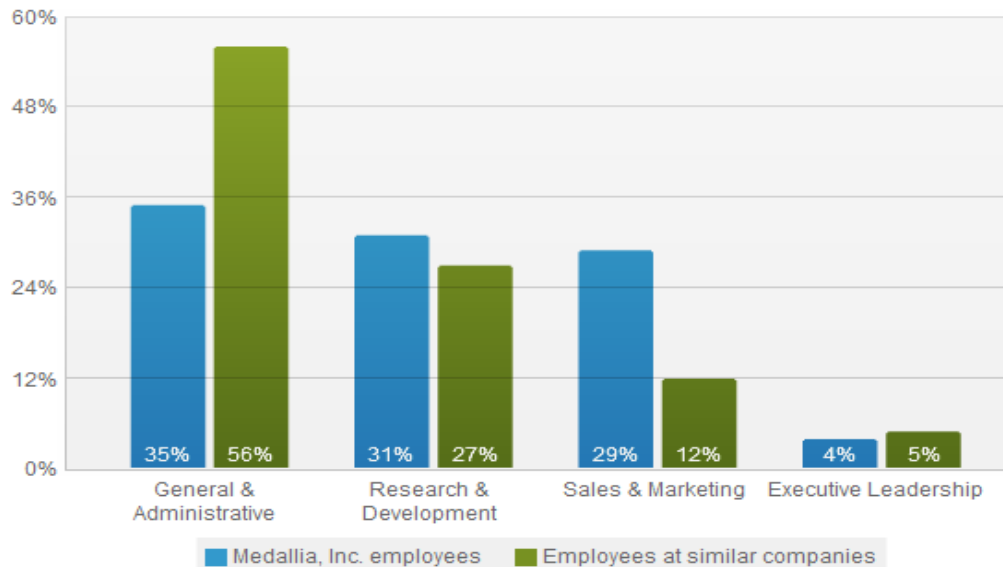
Berkeley 2nd most common source of employees

Andrew Green, your network includes 1 Medallia, Inc. connection

Employee statistics are based on 99 LinkedIn users at this company

Job Functions Years Experience Educational Degree University Attended

Job function composition



Similar companies are based on the same industry and similar size

Medallia, Inc. has 233 followers

✓ Following

Share

How you're connected to **Medallia, Inc.**

0 1st Connections

1 2nd Employee in your network

99 Employees on LinkedIn



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Before Medallia, Inc. employees worked at...

Google (6)

Globant (5)

CustomerSat (5)

I'm a Pol Sci PhD and Gilead is a mid-sized BioTech (FBI)

Companies > Gilead Sciences

Overview

Careers ←



Since 1987, Gilead Sciences has worked to discover, develop and commercialize medications to advance the care of patients suffering from life-threatening diseases in areas of unmet medical need.

Headquartered in Foster City, California, the company has expanded rapidly over the past two decades
... more

Gilead Sciences has **4,947** followers

Follow Company

Share

How you're connected to **Gilead Sciences**

0 **1st** Connections

2 **2nd** Employees in your network

3,017 Employees on LinkedIn

Check out insightful statistics about Gilead Sciences employees »

Your Network (2)

New Hires (5)

Employees (3,017)



Research Scientist

Zach Newby, Greater Boston Area

How are you connected? (1 shared connection)

2nd



Senior Research Scientist

Christian Callebaut, San Francisco Bay Area

How are you connected? (1 shared connection)

2nd



Gilead Sciences Activity on LinkedIn



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What if I don't know what fields I want to explore?

- Ask people what they do
- Explore the Career Center website & the resources such as the *Vault Employer & Industry Guides* available via Callisto
- Make an appointment with a PhD counselor
- Utilize PhD career resources

career.berkeley.edu

Berkeley University of California

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Whether you are interested in pursuing a career in academia or exploring the broad range of other professional options, the Career Center has workshops, events and online resources that can help you find job announcements, prepare your credentials, and bring you face-to-face with potential employers. Take a look at the [Grad Student & PhD Services](#) we offer, and be sure to sign up for one of the two PhD CareerMail lists.

If you're not sure what you want to do after grad school, PhD advisors [Debra Behrens](#) and [Andrew Green](#) can provide counseling and assessments that will help you in that decision-making process.

- Academic Job Search
- Careers Beyond the Academy

PhD CAREER COLLOQUIUM

April 26

Events

- Spring PhD Workshops
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Experimental Error

Issues & Perspectives

Experimental Error: Forging a Head

By Adam Ruben
April 22, 2011

with Adam Ruben

Scientific hoaxes can be fun (when they're harmless) while also serving a serious function: exposing failures of scientists' most important tool, their skepticism.

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The Job Market

Finding a Niche in Food and Health Research

Three researchers on food and health describe how they developed careers in the field.

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October 5, 2001

The Front Lines of Patent Law

BACK TO THE FEATURE INDEX When I decided to be an intellectual property lawyer, I never expected to be standing in my high heels in a dirt field in the prairies, cell phone in hand, supervising an early morning raid on infringers of intellectual property rights. However, there I was, the coordinator of several teams of lawyers and former police officers, with a court order in hand, demanding to s...

November 30, 2001

University-Industry Collaborations: Getting Your Slice of the Intellectual Property Pie


As an attorney at a major research university, I sometimes feel that intellectual property law should be a required course for all graduate students. After all, intellectual property is big business in higher education. Universities have set up technology transfer offices to help commercialize patented inventions. Entire courses and programs are being transformed into new media and packaged for W...


October 5, 2001


Patent Law Resources


BACK TO THE FEATURE INDEX Reaching into the Next Wave electronic vault, we have found a rich collection to complement the articles in this month's feature. In Next Wave seven scientists working with patents write about what they do and how it connects to their training as a scientist. Meet a patent examiner, a patent agent, several patent lawyers, and a licensing

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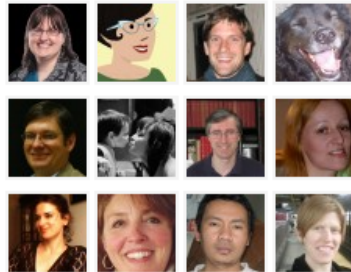
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April 25, 2011 - 11:36 am

talking to advisors about leaving academia

April 25, 2011 - 10:55 am

Am I at a crossroads?

April 25, 2011 - 09:14 am

Breaking academic contracts

April 25, 2011 - 07:56 am

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Read widely among these stories, without regard to the authors' academic disciplines. Humanists and social scientists share the same basic skill set and are likely to encounter similar experiences navigating the nonacademic world.

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Advanced Versatile PhDs who have been out of the academy for a while describe how their careers have evolved over time, complete with plot twists, interesting outcomes and personal advice to you.

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Just over 13 years ago...

- You gotta get some new friends
- LinkedIn makes that process infinitely easier and more efficient
- There's a world of opportunity and people willing to help you
- Alexandra asked if she should bring some business cards...