Careers in the Life Sciences Industry

UC Berkeley—Go Bears!

Toby Beth Freedman, Ph.D.
May 24th, 2011
Three Main Career Paths for Scientists

Academia
- Tenured Professor
  - Tenure track
- Dean
- Educator
  - Educator
  - Educator
  - Educator

Government, Research Institutes, Non-Profits
- Director or Other
  - Scientist or Other
  - Scientist or Other
  - Scientist or Other

Industry
- CEO
- VP
  - Director
  - Manager
  - Science and Business
  - Fellow or Principal Scientist Track
Basic steps to finding the right career

1. Self assessment—find the career that you love
2. Informational interviews
3. Resume development
4. Network and apply for jobs
5. Interview and find job!
My Experiment

- A comprehensive, systematic assessment of careers for life science professionals
- Not hypothesis driven
- Career choices for science and medical backgrounds
- Resource guide for career planning—so much information that readers identify a career that suits their skills, interests, goals and personality attributes
Goals: Be Sure To Enjoy a Job

“If you are doing what you love, then it’s not really ‘work’”

Peter David
Goals: Get on the Right Track
Methods

• 200+ interviews
• 1 hour telephone informational interviews
• Mostly VPs, Ph.D.s or MDs
• 10 interviews per chapter
• Compiled, analyzed and summarized
• Took three years
• Published by Cold Spring Harbor Laboratory Press and is on Amazon
Results: So Many Careers To Choose!
Product Development Overview

Discovery Research
- Lead Optimization of Drug Candidates
- Preclinical Studies
- Bio/Chemical Process Development

Preclinical Studies
- IND filing
- Clinical Trials
- Scale-Up / Manufacturing
- NDA or BLA filing
- FDA review
- Product Launch!

Clinical Development and Regulatory Affairs
- Phase IIIB/IV Trials
- Medical Affairs
- Commercial Operations: Marketing, Sales, and Technical Support

Chemical and Biological Development, Operations and Manufacturing, Quality

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Bench Research Positions

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It’s easier to train scientists about business than the reverse.
If you enjoy writing...
Do you want to be a CEO one day?

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Careers where you can earn the most money

- Discovery Research
- Recruiting
- Law
- Venture Capital & Banking
- Management Consulting
- Bio IT
- Quality
- Operations & Manufacturing
- Business Development
- Corporate Communications
- R&D Services
- Commercial Operations
- Clinical Development
- Project Management
- Regulatory Affairs
- Medical Affairs
- Marketing
- Sales
- Product Support
- Operations
- Bio/Pharmaceutical Product Development
- Preclinical Research
- Project Management

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Positions for PhDs/Postdocs

- Patent agent, advisor, USPTO
- Research Analysts/Assoc
- Kauffman Fellow
- Consultant
- Bioinformatics
- QC chemist
- Startups
- OTT, Portfolio
- Marcom, AAAS Fellow
- Tech Support, FAS, Trainer
- MSL, Scientific affairs
- Market research
- Technical sales rep, FAS
- Scientist I
- Project coordinator
- Medical writer, IT
- FDA, Liaison
Government Careers

USPTO, Reg Law

Auditing

Public Policy

FDA Research Scientist, Fellow
CDRH Engineer Forensics

FDA PM
FDA Medical Reviewer,
Epidemiologist
CDC
FDA Reviewer

FDA
So Many Careers To Choose!

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Many areas to consider

Table 6-1: Biotechnology and Drug Development Overview... Where the Jobs Are

<table>
<thead>
<tr>
<th>Drug Discovery &amp; Development</th>
<th>Biotechnology &quot;Tools&quot;</th>
<th>Biotechnology Services</th>
<th>Other Pharma/Biotech Areas</th>
<th>Government Institutions</th>
<th>Medical Devices</th>
<th>Academia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pharmaceutical companies</td>
<td>Reagents and Chemical suppliers</td>
<td>Management consulting and accounting firms</td>
<td>Agricultural</td>
<td>Food and Drug Administration (FDA) and CBER</td>
<td>Medical devices</td>
<td>Tech transfer</td>
</tr>
<tr>
<td>Biotechnology therapeutic companies</td>
<td>Instruments (e.g., microscopes)</td>
<td>Law firms</td>
<td>Industrial biotechnology</td>
<td>Diagnostic companies</td>
<td></td>
<td>Industry-supported labs and institutes</td>
</tr>
<tr>
<td>Vaccines</td>
<td>Platform companies (e.g., genomics, proteomics, nanotechnology)</td>
<td>Venture capital and investment banking</td>
<td>Molecular diagnostics</td>
<td>Centers for Disease Control (CDC)</td>
<td>eHealth</td>
<td>Education</td>
</tr>
<tr>
<td>Drug delivery</td>
<td>Bio-IT</td>
<td>Recruiting firms</td>
<td>Veterinary companies</td>
<td>National Institutes of Health (NIH)</td>
<td>HC Informatics</td>
<td>Program</td>
</tr>
<tr>
<td>Molecular Diagnostics</td>
<td>Software and hardware</td>
<td>Contract research organizations (CROs)</td>
<td>Foundations, non-profits, social philanthropy</td>
<td>US Patent and Trademark Office (USPTO)</td>
<td>Telemedicine</td>
<td>management</td>
</tr>
<tr>
<td></td>
<td>Molecular diagnostics</td>
<td>Contract manufacturers (CMOs)</td>
<td>Clean tech/energy</td>
<td>Research institutes and government labs</td>
<td></td>
<td>Incubators</td>
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<tr>
<td></td>
<td></td>
<td>Research and clinical testing; clinical labs, customized antibodies</td>
<td>Nanotech</td>
<td>Homeland security &amp; defense</td>
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<tr>
<td></td>
<td></td>
<td>Bio-IT</td>
<td>Journalism</td>
<td>CIA, FBI, and NASA</td>
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<tr>
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<td>Other agencies and niche providers: PR, advertising, market research, medical communications</td>
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<td>Trade commissions</td>
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<tr>
<td></td>
<td></td>
<td>Consultants</td>
<td></td>
<td>Crime labs forensics</td>
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</tbody>
</table>

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## Careers in Healthcare

<table>
<thead>
<tr>
<th>Healthcare Practitioners</th>
<th>Nursing</th>
<th>Associated Careers and Therapists</th>
<th>Technologists and Technicians</th>
<th>Rehab Therapists</th>
<th>Healthcare Administration</th>
<th>Insurance Industry</th>
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<tbody>
<tr>
<td>Physicians</td>
<td>Licensed nurses</td>
<td>Acupuncturists</td>
<td>Anesthesiologists</td>
<td>Art therapists</td>
<td>Admitting officers</td>
<td>Administration</td>
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<td>Chiropractors</td>
<td>Registered nurses</td>
<td>Audiologists</td>
<td>Blood bank techs</td>
<td>Certified athletic trainers</td>
<td>Actuaries</td>
<td>Agents and brokers</td>
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<tr>
<td>Dentists</td>
<td>Nurse anesthetists</td>
<td>Dental hygienists</td>
<td>Cardiovascular techs</td>
<td>Dance movement</td>
<td>Agents</td>
<td>Claims adjusters</td>
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<td>Optometrists</td>
<td>Nurse midwives</td>
<td>Dietitians and nutritionists</td>
<td>Radiology techs</td>
<td>Home health aides</td>
<td>Loss control specialists</td>
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<td>Podiatrists</td>
<td>Nurse practitioners</td>
<td>Genetic counselors</td>
<td>Clinical lab techs</td>
<td>Music therapists</td>
<td>Medical</td>
<td>Medical insurance billing and coding reps</td>
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<td>Veterinarians</td>
<td>Home health aides</td>
<td>Pharmacists</td>
<td>Cytotechnologists</td>
<td>Occupational therapists</td>
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<td>Surgeon assistants</td>
<td>Psychologists</td>
<td>Cardiovascular</td>
<td>Patient reps</td>
<td>Public relations</td>
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<td>Nurse’s aides</td>
<td>Occupational therapists</td>
<td>Nuclear medicine</td>
<td>Physical therapists</td>
<td>Service reps</td>
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<td>Opticians</td>
<td>Dental assistants</td>
<td>Psychiatric aides</td>
<td>Sales and marketing</td>
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<td>Orthotists and prosthetists</td>
<td>Dental lab techs</td>
<td>Recreational therapists</td>
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<td>Physical therapists</td>
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<td>Respiratory therapists</td>
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<td>Social services aides</td>
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<td>Respiratory therapists</td>
<td>Diagnostic imaging</td>
<td>Speech language</td>
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<td>Pediatric occupational</td>
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<td>Electroencephalograph</td>
<td>Substance abuse</td>
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<td>Biomedical engineers</td>
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<td>Food techs</td>
<td>pathologists</td>
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<td>Dietary managers</td>
<td>Perfusionists</td>
<td>pathologists</td>
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<td>Geriatric social workers</td>
<td>Phlebotomists</td>
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<td>Pulmonary techs</td>
<td>counselors</td>
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<td>Radiation therapy techs</td>
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<td>Surgical techs</td>
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<td>Veterinary assistants</td>
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*Note: This table lists a variety of careers within the healthcare industry, including medical practitioners, nurses, and professionals in healthcare administration and insurance.*
Ideal Job

Skills

Interests

Values/Goals

$$$/Market

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Academia and Industry

Key Outcome: Publications and Grants

Product
Drug Development: A Risky Endeavor

Discovery Research → Lead Optimization of Drug Candidates → Preclinical Studies → IND filing → Clinical Trials → Scale-Up / Manufacturing → NDA or BLA filing → FDA review → Product Launch!

Discovery Research → Preclinical Studies → Clinical Development and Regulatory Affairs

Millions of compounds → 7→1-2 → 1 in 10

About 15 years and > $1B!
Why Work in Industry???

• Most common answer to why people enjoyed their jobs?
Why Work in Industry???

- Overwhelming feeling of higher aspirations for developing drugs that promise to benefit mankind
- Developing cures for the most debilitating diseases, saving lives
Themes to Excel

Personality attributes to be successful, regardless of the career?
Personality Attributes to be Successful in Industry

- Flexibility
- Communication skills
- Team player
- Interpersonal skills
- Can-do positive attitude, sense of humor
- Multitask
- “Forest through the trees”
- Customer’s point of view
- Creative problem solving skills
Advantages to working in industry (Discovery Research)

- The people
- A team can accomplish a lot—scientific progress is swift
- Team orientation
- Plenty of science to learn, broad exposure to diverse technical topics—intellectually interesting, emph on interdisciplinary science
- Job variety and career opportunities—the ability to escape the bench and explore diff aspects of personality
- Deep resources for doing “big science” (i.e. human genome project), access to soph technology
- **Perk:** you can retain adjunct faculty or clinical position
Disadvantages to Industry (Discovery Research)

• Job security is #1
• Project terminations are frequent and disappointing
• Decisions are made beyond your control
• As you move up the ranks, more meetings to attend (bureaucracy)
• Many more rules and procedures
Some of the Biggest Complaints

- Travel, esp unanticipated
- Stress
- Work/life balance
Advantages to Academic Careers

• **Job security**: tenure and pension plans
• You are your **own boss**—freedom of decision making within the scope of obtaining grants
• **Ability to remain an expert**
• Important role in society
• Mix of job function: advancing cutting edge basic science with teaching and writing

• **Perk**: consult or even start a company
Some of the Disadvantages to Academia

• Number of tenure-track positions
• Grants
Aspects of Working in Industry: Grants

- SBIRs, STTRs
- May be main source of funding for startups
- Defend your research project to executive management team
Aspects of working in Industry: Working in Teams

VP Development

Project Team Leader (in Some Companies)

- Project Manager
- Team Member, Clinical Affairs
- Team Member, Regulatory Affairs
- Team Member, Chemical Development
- Team Member, Marketing
- Team Member, Research
- Team Member, Preclinical
Working on teams

• Share knowledge
• Share successes and failures
• **Individual recognition vs team credit**
• Communication challenges
Career Ladder in Discovery Research for Research Associates

Student

Research Associate

SRA

SRA

SRA

SRA
Career Ladder in Discovery Research: Ph.D.s are not technicians

- Postdoc
- Scientist I - III
- Group Leader
- Director
- VP Research or CSO
- VP R&D
- CEO

Fellow or Principal Scientist Track

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Career Potential in Discovery Research

- CEO
- Consultant
- Venture Capital
- Patent Law
- VP R&D or CSO
- Project Management
- Preclinical Research
- Regulatory or Clinical Affairs
- Discovery Research
- Academia
- Other Areas: Operations, Business Development, Marketing, Sales, Tech Support, Product Development
- Quality
Aspects of Working in Industry: Relationship with Boss

- Management by Objectives (MBO)
- Performance evaluations tied to promotion and salary
- Mentor and career development
- Areas need improvement
- Provide tools to be successful
Pick a good boss!
Aspects of Working in Industry: 9-5, weekends off, vacations

Exceptions: VPs, C-level, management consultants, investment bankers, bd, startups

You may become unfathomably rich
Large and small companies

Go from big to small company
Large and small companies

Large companies:

• Training
• Credibility
• Pigeonholed into position
• Bureaucracy, more political
Large and small companies

Small companies:

• “Multiple hats”
• Corporate culture
• Have a bigger impact in a company
• Not enough resources (limited training)
• Unstable, M&A, licensing, clinical trial failure
• Word of caution: proper training
What you can do now to make yourself more marketable

- Human disease rather than basic research
- Hot therapeutic areas of interest to industry
- “Unmet medical needs”
- Same techniques, drug screens, applied science
- Patent your work
- Gain business understanding
- Gain understanding of clinical development
What you can do now -- continued

• Collaborate with industry cohorts
• Informational interviews
• Industry postdoc
• Follow biotech news
• Publish, publish, publish (but don’t perish)
• Presentations and attend conferences and become a perceived expert (get visibility)
• Attend industry events, network and start early
Land a job on the business side

• Work at the OTT→BD
• Visit Haas MBA program—management consulting firms, career coaching
• Business classes
• Join a startup at QB3 or Mission Bay
• Entrepreneurial classes—CBE, QB3 series
• Entrepreneur chapter
• Talk to profs who consult or founders
What you can do now to land a job on the business side--continued

• Follow the biotech stock
• Invest in public companies—demonstrate financial acumen
• Show leadership—start something, run a program, be a President
• Pubs not needed in business
Making the Leap to Industry

- Industry postdoc
- MBT programs, KGI, JHU, SJSU
- Keck Institute’s Postdoc Professional Master’s Program (PPM)
- Certificates, classes @ UC Berkeley X and UCSC X
- Additional degrees: MBA, MPH, JD
- Volunteer/intern
- Network
Jobs (not about Steve)
Jobs in Industry

• Difficult job market: 180,000 unsolicited resumes in 30 person company
• i.e. Scientist I at Genentech
• Lay-offs in research
• Large numbers of industry professionals seeking employment
• 2 weeks to 2 years
Finding a job

• Networking
• Informational interviews (networking)
• Applying for jobs online
• Career fairs
• Recruiters
Build Your Network!
Why networking is so effective

• Someone that you know refers you to a job opportunity
• The more people you know, the greater your chances of being contacted or finding out about an opportunity
Local places to network

- Alumni your best bet
- Local and national conferences
- www.baybiotechreview.com
- www.audreysnetwork.com
  - www.biosf.org
  - www.awis.org
  - www.bioe2e.org
  - www.B2DG.org
  - www.baybio.org
  - www.EPPICglobal.org
  - www.CABSweb.org
  - Many More! ACS, ACRP, you name it, there is a local society
Networking
The Art of Networking

• It’s a two-way street. Be helpful, ask questions, “what can I do for you?” What do you do?

• Have fun!
Networking No-No’s

• Can you get me a job?
• Are there any job openings in your company? (what can you say instead?)
• Scanning the audience looking for other people to talk to
• Ask a question and then walk away
• Looking desperate
• “I have to get a drink—I’ll be right back” ditch
Networking on the Internet

- Google “therapeutic area conference”
- Contact speakers, authors
- Search LinkedIn in specific companies that interest you for people that you might know
- Professors who consult/founders
- Contact alumni
- Talk to sales reps
Using LinkedIn and Internet networking sites

- LinkedIn.com
  - The greater your LinkedIn network, the more access you have
  - LinkIn with LIONs and power users
  - Join LinkedIn groups, alumni organizations
  - Treat LinkedIn profile like a resume
  - Email address or way to be contacted
  - Keep professional
  - Jobs are on site and groups

- Social Media: Twitter, Facebook
“Shop” for a Job on the Internet

• Job posting sites
  – www.biospace.com
  – www.craigslist.org
  – www.audreysnetwork.com
  – www.careersbiotech.com
  – www.indeed.com
  – www.ventureloop.com

• Professional societies
  – Therapeutic areas and functional areas, i.e. immunology, neurosciences, oncology, marketing, business development
Career Fairs

- BioSpace, www.biospace.com
- Campus Career Fairs
- Society meetings, i.e. ASCB, AAAS,
Trade Shows at Scientific Conferences

• BIO, www.bio.org the biggest
• InformEx, Chemistry www.informex.com
• ASCB, www.ascb.org
• Interphex, manufacturing, www.interphex.com
• Tri-Molecular, www.tri-conference.com
Free Biotechnology News

- BioSpace
  - www.biospace.com
  - Biospace careers insider
- BayBiotechReview
  - www.baybiotechreview.com
- FierceBiotech
  - www.fiercebiotech.com
- FierceBioResearch
  - www.fiercebioresearcher.com
- OnBioVC
  - www.onbiovc.com
- The IN VIVO Blog
- Nature Biotechnology
  - www.nature.com/nbt/
- The Scientist
  - www.the-scientist.com
- Biotechnology Industry Organization
  - www.bio.org
Career counselors and services

- On campus, medical schools, business, law programs
- Alumni school counselors usually free
- Off campus
Resumes: how to stand out

• Prepare for the 5 second scan
• Resume is about what you can do for the company
• Align skills with the position specs
• Highlight and show how you fit the position
• Add key words, therapeutic areas
Tips for submitting your resume to large companies

• Job requisition number
• Career objective
• Submit resume to same types of jobs
• Apply directly on the company’s website
• Network, network, network!
Working with Recruiters

• You are your own best job agent—don’t rely on other people to help you find a job
• Recruiters are paid by the company--not by the job candidate
Working with Recruiters

• They know about positions that may not be posted on the Internet—the “hidden” job market

• They will get your resume in front of the hiring manager
Working with Recruiters

• Recruiters are hired to place hard-to-find talent, i.e. 10-15 yrs industry exp
• Rely instead on temp-to-hire firms Lab Support and Kelly Services
Interviewing
The Art of Interviewing

- Don’t interview like a postdoc!
- Research the company
Good Interviewing Books

- Knock em dead
- 101 Great Answers to the Toughest Interview Questions
- 301 Smart Answers to Tough Interview Questions
The Current Economy
The current economy: “The Times, They are a Changin’”

• 2008 was a bad year
• 2009 was a *terrible* year
• 2010 a little better
• 3 IPOs in 2009, 17 IPOs in 2010, lackluster receptions
• Raised $55B in both 2010 and 2009
Top 5 lay-offs in 2009

- Pfizer/Wyeth – 19,500
- Merck/Schering Plough – 16,000
- J&J – 8,900
- Astra Zeneca – 7,400
- GlaxoSmithKline – 6,000

Source: www.fiercebiotech.com, December 9, 2009
Unemployment Rate 2010

Sources: Heather Boushey, Center for American Progress, Bureau of Labor Statistics

John Blanchard / The Chronicle
Trend: It’s becoming more difficult to develop drugs

- Rising costs of product development >$1.3B
- Increased failure of Phase III drugs
- Number of approved drugs per year
- FDA becoming more stringent
- Rapidly raising HC costs
- Reimbursement a big issue
Industry trends

- ROI for LS VCs was -1.5%
- Less VCs, less money, smaller investments
- More difficult for startups to raise money
- Public markets less interested in LS, IPO window lackluster
Not so bad off...

• Biotech and medical devices better than other industries
• Big biotech is doing well
• Big pharma is cash rich, patents expiring, need to fill pipelines
• A great time to start a company
• Ex-Genentechers founding companies
VCs are Funding Biotech and Medical Device Companies

Investments by Industry / Q3 2010

<table>
<thead>
<tr>
<th>Industries Defined</th>
<th>Total $ Invested</th>
<th>Average $ Per Deal</th>
<th>Deals</th>
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<tbody>
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<td>All</td>
<td>$4,820,088,400</td>
<td>$6,179,601</td>
<td>780</td>
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<tr>
<td>Software</td>
<td>$1,002M</td>
<td>20.79%</td>
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<tr>
<td>Biotechnology</td>
<td>$944M</td>
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<tr>
<td>Medical Devices and Equipment</td>
<td>$572M</td>
<td>11.88%</td>
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<tr>
<td>IT Services</td>
<td>$453M</td>
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<tr>
<td>Industrial/Energy</td>
<td>$440M</td>
<td>9.14%</td>
<td>59</td>
</tr>
<tr>
<td>Semiconductors</td>
<td>$250M</td>
<td>5.18%</td>
<td>40</td>
</tr>
<tr>
<td>Media and Entertainment</td>
<td>$240M</td>
<td>4.97%</td>
<td>60</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>$207M</td>
<td>4.29%</td>
<td>39</td>
</tr>
<tr>
<td>Healthcare Services</td>
<td>$128M</td>
<td>2.65%</td>
<td>15</td>
</tr>
<tr>
<td>Networking and Equipment</td>
<td>$124M</td>
<td>2.57%</td>
<td>18</td>
</tr>
<tr>
<td>Electronics/Instrumentation</td>
<td>$94M</td>
<td>1.94%</td>
<td>20</td>
</tr>
<tr>
<td>Computers and Peripherals</td>
<td>$86M</td>
<td>1.79%</td>
<td>13</td>
</tr>
<tr>
<td>Business Products and Services</td>
<td>$82M</td>
<td>1.70%</td>
<td>25</td>
</tr>
<tr>
<td>Consumer Products and Services</td>
<td>$74M</td>
<td>1.54%</td>
<td>18</td>
</tr>
<tr>
<td>Financial Services</td>
<td>$74M</td>
<td>1.53%</td>
<td>17</td>
</tr>
<tr>
<td>Retailing/Distribution</td>
<td>$38M</td>
<td>0.79%</td>
<td>5</td>
</tr>
<tr>
<td>Other</td>
<td>$12M</td>
<td>0.25%</td>
<td>7</td>
</tr>
</tbody>
</table>

The Scenario at Big Pharma...

• Dismal internal R&D returns
• Cost per successful drug has risen (cost of R&D has gone up, shorter periods of economic returns due to generics and patent life span, declining productivity)
• Regulatory hurdles higher
Big pharma solution: outsource R&D to biotech

- “Externalize” small mol discovery research, pre-Phase III compounds, particularly for riskier therapeutic areas (NR, COPD, Cardio)
- Reduction in R&D research and reallocating resources to in-license deals with biotechs
- Move from R&D to “Search & Development” orgs
- Reduces investment risk
- Biotechs expected to become pharma’s main R&D engine
Reason for biopharma to outsource: develop presence overseas

- Pursue a market presence
- China expected to be third largest Rx market by 2014, number two in 2020
- Growing markets Australia, S. Korea, India, Vietnam, Japan, Russia
- Cost of dev is 1/5 to 1/3rd, labor costs are rapidly rising
Outsourcing and impact on jobs

- Chemistry and manufacturing overseas
- Small molecule, devices, large mol safer
- Clinical trials, preclinical, research and IT
- Virtual companies= growth in services and consultants
- Still need quality and PM
- Global need
Where are the jobs?

• Academia (stimulus package)
• Research institutes, i.e. CIRM, Scientific Officer
• Genentech, successful biopharmas
• Service companies, i.e. CROs and CMOs
• Biofuels (bioreactors, fermentation, microbiology, plant genetics (agbio))
• Personalized medicine
• Small venture-backed companies
Hot growth potential sectors: new and emerging areas

- Healthcare, surgery centers
- Generics and biosimilars
- Biofuels and green/clean tech, grey water, energy
- Personalized medicine/companion Dx
- Combination therapies
- Telemedicine, mobile HC apps, “doc-in-the-box”
Trend to transition to electronic data capture in just about every job function

• Healthcare informatics (i.e. electronic health records)
• Laboratory automation
• Bioinformatics (personalized medicine)
• Data management, bio-IT
• Regulatory affairs, i.e. electronic filing
• Discovery research, i.e. eNotebooks
• Intersection of life and computer sciences training
The Future of the Life Sciences Remains Promising

• Significant unmet medical needs remain—neurological disorders, cancer, infectious diseases, diabetes, obesity, cardiovascular diseases

• People are living longer, aging population all over the world

• Tremendous market opportunity in China, India and other emerging countries

• Energy
Recommendations for job search during difficult economic times

- Non-glamorous jobs
- Temp-to-hire/contract ops
- Flexibility in job search
- Can’t find a job--start a company!
- Start networking and start early
Find your niche
Acknowledgments

• Over 200+ industry professionals

Special Thanks to:
• Molly Schmid, Joseph Carlino, Betsy Alberty, Angelie Agarwal, Bill Lindstaedt

Even More Special Thanks to:
• My father, Bill Freedman, who edited the chapters multiple times and Peter Symonds
Additional Information

• Free sample chapter on Careers in Project Management, www.careersbiotech.com
• List of job posting sites under career resources at www.careersbiotech.com
Recommended Books for Academia

• *At the Bench and At the Helm*, Kathy Barker, CSHLP
• *Lab Dynamics: Management Skills for Scientists*, Carl and Suzanne Cohen, CSHLP
• *Managing Scientists*, Alice Sapienza
Recommended Industry Books

• *Science Lessons*, Gordon Binder, Former CEO of Amgen
• *Put Your Science to Work*, Peter Fiske
• *Career Opportunities in Clinical Drug Research*, Rebecca Anderson
• *Nontraditional Careers for Chemists*, Lisa Balbes
• *Alternative Careers in Science*, Cynthia Robbins-Roth
Book Information

• **Careers in Biotechnology and Drug Development**
• Published by Cold Spring Harbor Laboratory Press

• Books available on Amazon and www.cshlpress.org
• Paperbacks selling for $35
• Hard covers selling for $47
• Now available in German!

• www.careersbiotech.com
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Thank you!

Start Companies,

*Be Successful*,

and May you find a Cure for Cancer!