Preparing for the Industry Job Search

Bill Lindstaedt
Assistant Vice Chancellor
Career Advancement, International and Postdoctoral Services
Job Hunting in Industry Series

1. Preparing for your Job Search
2. Resumes and Applications
3. Interviewing for the Job
4. Compensation Negotiation
Seminar Goals

- Explain aspects of the biotech industry
- De-mystify job hunting in industry
- Finding and connecting with scientists in industry
Seminar Outline

1. What you need to know, before you start

2. Finding company & scientist information

3. Informational interviews
Overview of Biotech/Pharma Job Market

- Ernst and Young: Global biotechnology annual reports

- Biospace.com

- Career Opportunities in Biotechnology and Drug Development

Author: Toby Freedman
Create a Preferred Company List

- 20-30 companies where you would most like to work

Research project:
- Name of company
- Name of scientist whose work interests you
- Email address of that scientist
## Example List Format

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Name of Scientist</th>
<th>Email of Scientist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company #1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Company #2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Company #20</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Finding Companies

- Begin with companies and scientists you know
- Journals
- Biospace.com

- Local and state biotech industry organizations:
Database of Biotech Companies

- Nexis Uni / Lexis Nexus
Breast Cancer

1. Compound found in asparagus linked to spread of breast cancer
   Feb 10, 2018

2. BrahCell Opens Fourth Clinical Site in Advanced Breast Cancer
   Feb 07, 2018

3. QIAGEN launches predictive therascreen PITX2 test in Europe to guide treatment in high-risk breast cancer
   Feb 07, 2018

4. QIAGEN Launches Predictive Therascreen Pttx2 Test in Europe to Guide Treatment in High-Risk Breast Cancer
   Feb 07, 2018

5. Seattle Genetics to Acquire Cascadian Therapeutics, Adding Late-Stage Breast Cancer Program to Its Oncology Pipeline
   Feb 26, 2018

6. Oncolytics Biotech to Host Conference Call Outlining the Treatment Paradigm of Metastatic Breast Cancer Subtypes
   Feb 02, 2018
Finding Industry Scientists

- PubMed
  - Use advanced search -> affiliation search

- Google
Amyris

Affiliation

Display Settings: Summary, Sorted by Recently Added

Did you mean: amyrin (378 items)

Limits Activated: Field: Affiliation

Results: 5

1. Escherichia coli-based production of a tumor idiotype antibody fragment - tetanus toxin fragment C fusion protein vaccine for B cells
   Patel KG, Ng PP, Levy S, Levy R, Swartz JR.
   PMID: 20851769 [PubMed - in process]
   Related citations

2. Genetic engineering to produce polyketide analogues.
   Reeves CD, Rodriguez E.
   PMID: 19362645 [PubMed - indexed for MEDLINE]
   Related citations
Engineering a functional 1-deoxy-D-xylulose 5-phosphate (DXP) pathway in Saccharomyces cerevisiae.

Kirby J¹, Dietzel KL², Wichmann G², Chan R¹, Anticov E², Moss N², Bailoo EE³, Jackson P², Gaucher SP², Gottlieb S², LaBarge J², Mahatdelkul T², Hawkins KM², Muley S², Newman JD², Liu P⁴, Keasling JD², Zhao L⁵.

Author information
¹California Institute of Quantitative Biosciences (QB3), University of California, Berkeley, CA 94702, USA; Joint BioEnergy Institute, Emeryville, CA 94608, USA.
²Amyris, Inc., 5885 Hollis Street, Suite 100, Emeryville, CA 94608.
³Joint BioEnergy Institute, Emeryville, CA 94608, USA.
⁴Department of Chemistry, Boston University, Boston, MA 02215, USA.
⁵California Institute of Quantitative Biosciences (QB3), University of California, Berkeley, CA 94702, USA; Joint BioEnergy Institute, Emeryville, CA 94608, USA; Departments of Chemical & Biomolecular Engineering and of Bioengineering, University of California, Berkeley, CA 94702, USA; Biological Systems & Engineering Division, Lawrence Berkeley National Laboratory, Berkeley, CA 94702, USA; Novo Nordisk Foundation Center for Biosustainability, Technical University of Denmark, Kongol Allé, DK2870-Hørsholm, Denmark.
⁶Amyris, Inc., 5885 Hollis Street, Suite 100, Emeryville, CA 94608. Electronic address: zhao@amyris.com.

Abstract
Isoprenoids are used in many commercial applications and much work has gone into engineering microbial hosts for their production. Isoprenoids are produced either from acetyl-CoA via the mevalonate pathway or from pyruvate and glyceraldehyde 3-phosphate via the 1-deoxy-D-xylulose 5-phosphate (DXP) pathway. Saccharomyces cerevisiae exclusively utilizes the mevalonate pathway to synthesize native isoprenoids and in fact the alternative DXP pathway has never been found or successfully reconstituted in the eukaryotic cytosol. There are, however, several advantages to isoprenoid synthesis via the DXP pathway, such as a higher theoretical yield, and it has long been a goal to transplant the pathway into yeast. In this work, we investigate and
How to guess a scientist’s email address?

Google: “@CompanyName.com”
Use LinkedIn

Use LinkedIn to search for jobs in metabolic engineering.

- Search for "metabolic engineering" in Jobs.
- Explore Metabolic Engineering in People.

See all results for "metabolic engineering".
<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Company</th>
<th>Connections</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Scientist, Metabolic Engineering and Systems Biology</td>
<td>Current: Principal Scientist, Metabolic Engineering and Systems Biology at Intrexon Corporation</td>
<td>Intrexon Corporation</td>
<td>46</td>
</tr>
<tr>
<td>Associate Director, Metabolic Engineering and Systems Biology at Intrexon Corporation</td>
<td>Current: Associate Director, Metabolic Engineering and Systems Biology at Intrexon Corporation</td>
<td>Intrexon Corporation</td>
<td>13</td>
</tr>
<tr>
<td>Scientist, Metabolic Engineering at Amyris</td>
<td>Current: Scientist, Metabolic Engineering at Amyris</td>
<td>Amyris</td>
<td>1</td>
</tr>
<tr>
<td>Research Associate- Metabolic Engineering at Lygos</td>
<td>Current: Research Associate in Metabolic Engineering at Lygos</td>
<td>Lygos</td>
<td>1</td>
</tr>
</tbody>
</table>
Informational Interviews

The earlier, the better…
### Informational Interviews – What are they?

<table>
<thead>
<tr>
<th>They are a tool that:</th>
<th>They are NOT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Helps you explore career opportunities</td>
<td>Job interviews</td>
</tr>
<tr>
<td>Might eventually lead to a job</td>
<td></td>
</tr>
<tr>
<td>Learn about companies or people</td>
<td></td>
</tr>
</tbody>
</table>
Conducting an Informational Interview

- In person, telephone, video call
- Request 30 minutes
- At interviewee’s workplace is preferable
Learning Objectives

- Interviewee’s job duties
- Skills and background/preparation to get the job
- What it takes to succeed
- Future career prospects in that field
- Contact info for other professionals
Possible Questions

- The day to day
- Their career path
- Company specific
- Network building
How to Get an Informational Interview

- Sample language
  - “beginning to think about making a change from academic research into industry”
  - “not asking for a job...ONLY seeking information and opinions on our field and what it’s like to transition into x career field”
  - “brief, structured”

- Do NOT include a resume in your email
Diving Deeper

Info Interview Questions tutorial

myIDP.sciencecareers.org

under “Talk to People”
Info Interview Questions Tutorial

myIDP.sciencecareers.org
(under “Talk to People”)

Talk to People

Your professional network is the group of people you have worked with, or have met, in a professional context. People in the same career networks often help each other by providing recommendations or references, information about specific job opportunities, or simply information about career options (see “informational interviewing”, in the next tab).

U.S. Department of Labor studies have shown that 65%-85% of job offers received by professional-level workers can be traced to some connection made through the worker's network.

If you need to grow your network in a certain career area:

- Join and become active in a professional society for that career area
- Ask everyone in your network now if they know someone in that field
- Find out if there is a scientists' networking group in your area, and if so, go to their meetings
- Set up several "informational interviews" with people in careers you find attractive (see next tab)

Keep a log
Click the My Activities tab above, and keep track of people you meet and interact with in your network. Include information such as the person's name, their title, and briefly what you learned from that discussion. These notes will be helpful if you follow up with him or her later to share your progress.

For more tips on how to meet the right people, read an article on this topic >
Sample Invitation Letter

- Someone you do not know already
- No resume attached
Sample Invitation Letter

Dear Dr. Adams:

I have been reading about the work of ABC Bio, Inc. and in particular about your very interesting work on XYZ. It’s clear from your publication history that we share similar backgrounds and that’s why I am writing to you.

I am beginning to think about the next step in my career and would like to explore the potential career paths available in corporate research. Obviously, you have made a successful transition from academia to industry, so I was wondering if you would be willing to meet with me to give me some advice?

I am not asking for a job. I only seek information and advice about how science is conducted in industry settings. If you can meet in person, on the phone or by email, I will be well prepared to conduct a brief, structured informational meeting.

Thank you for your assistance and advice.

Fred Jones, PhD
Postdoctoral Researcher, UCSF
415-555-5555
fred@ucsf.edu
Following Up After the Interview

- Wrap up with sincere appreciation

- Email a thank-you note within 2-3 days max

- Follow up again weeks or even months later:
  - Reporting on advice that you followed
  - Thanking them again
Sample Thank You Letter

Dear Dr. Adams:

I thank you for the time you spent with me yesterday. Your willingness to share information with me on your career and on our chosen field of research is most appreciated.

Your perspective regarding market developments in the anti-infectives “mini-industry” was very helpful. I now have a better idea of how to approach this market. I plan to follow up this week on your suggestion to contact Orville Jones at PDQ Bio Corporation. It sounds like an interesting company.

Again, thank you for your assistance.

Sincerely,
Fred Jones, PhD
Postdoctoral Researcher, UCSF
415-555-5555
fred@ucsf.edu