

A NEW YEAR FOR THE BIOSCIENCE INDUSTRY

ISSUE 6, SUMMER 2007/2008

David A. Simhaee, ANEC President

Welcome to our new, and not-so-new, alumni!

We would like to congratulate the class of 2007 on completing the Fundamentals Program and hope that the experience has been a pleasant and enlightening one for you. Although the course is over, we hope that your involvement with the Program and your colleagues will not soon end. To help keep you and all alumni involved, we will be maintaining prior alumni services while implementing new ones. Services range from our established online Yahoo discussion group and career conferences to the implementation of an Industry Mentorship program connecting alumni and industry professionals supplemented with industry specific events that will further help you consider your options in the bioscience industry. The educational, networking, development, and social opportunities available to all alumni are growing and together they offer us vital conduits for communication.



The new members of the Alumni Network Executive Committee (ANEC). Top row L to R: David A. Simhaee, Ti Wang, Jennifer Barclay and Archana Solipuram

In this issue you will find career advice, news on what's hot in biotech, and an update on recent alumni network activities and upcoming events. Here, and in general, we encourage you to explore and take advantage of our resources to see what we have to offer. Whether you are contemplating a career shift, looking to relocate within your industry, or connecting with a service that is important to you. And we implore you to please remember that ANEC is only as strong as the alumni it serves. Our success is directly correlated with your input and constructive comments. Please do not hesitate to let us know if there is anything we can do to make your experience as alumni more pleasant, productive, and yes, even entertaining.

The 2007 Alumni Network Executive Committee

LIFE SCIENCES SUMMIT AND GRADUATION

The Life Science 2007 Summit was a huge success. By all accounts the Summit was a resounding success, with more than 315 industry leaders and 138 individual organizations represented.



Seated Amongst Summit Attendees, Fundamentals Graduates stand for acknowledgement during the graduation ceremony.

The Summit featured corporate showcases, where top company executives discussed technology and business strategies that made them leaders in the industry. A variety of panels hosted by industry leaders discussed the challenges of product development and commercialization within the biotechnology and pharmaceutical sectors. The topics covered throughout the Summit provided additional insights to the knowledge we had gained from the Fundamentals Program.

The highlight of the summit was clearly the Graduation ceremony and presentation acknowledging the next generation of industry leaders (namely, ourselves). Special thanks to Sean Boykevisch (Alumni 2005) for taking a lead role in coordinating the professional development track at the 2007 Summit.

Article Submission, Alumni Updates, Job Announcements, Questions or Comments?

E-mail: Jennifer at Jennifer.Barclay@nzte.govt.nz



ALUMNI PROGRAMS AND BENEFITS

Looking for High Returns with Minimal Commitment? Calling for Peer Mentors

Overwhelming success of the Peer Mentoring Program in 2007 has led to the continuation of the program for the upcoming 2008 class and beyond. The program has been designed to help current and future Fundamentals of the Bioscience Industry students develop a better understanding of the life science industry and potential career development through the personal experiences of our current Alumni.

We are now recruiting alumni to volunteer for the Peer Mentor Program. Commitments are minimal and would entail attendance at case study presentations and a commitment to be available (by email or phone) for student questions.

The mentor will benefit by close involvement in the development of Fundamentals program and connection and interactions with other professional mentors. In addition to the occasional free beer from the mentee and potential to make a life long friend; this will look great on your resume!

If interested in contributing to the development of our future leaders, please contact Ti Wang on tiwang@gmail.com.

Online Alumni Portfolio

Have you completed your profile?

The Online Alumni Portfolio showcases and highlights career pathways of graduates from the Fundamentals program. It provides an opportunity to learn from and acknowledge the challenges, ups and downs, milestones, achievements and aspirations of those that have walked before us.

If you have not already completed your profile you can do so at the below link. ANEC members will be contacting alumni personally over the next month to gather information and answer any questions that you might have about this program.

<http://www.biotech.sunysb.edu/educWork/certprog/CurStudents/alumni.html>

Inaugural Alumni Yearbook

Get it while it's HOT!

The Fundamentals of the Bioscience Industry Alumni, with the help of our volunteer Ambassadors, are pulling together the inaugural Fundamentals of the Bioscience Industry yearbook for new Graduates as we speak!

The yearbook will showcase student successes, highlights and social events pursued throughout the year. It will also provide a valuable reference for student hopes and aspirations as developed from completing this Program. It is estimated that the yearbook will be ready for circulation at the Career Conference in November 2007. If you have any photos, anecdotes or stories you would like to see included, please send them through to Archana at

Online Directory and Alumni Yahoo Group

The online directory is a new resource created specifically for alumni communication, networking and for the identification of mentors and industry experts. The directory has been facilitated through a "Yahoo Group".

To subscribe, please email FBIAlumni-subscribe@yahoogroups.com and update your information. This tool will provide a very valuable resource in keeping the networks obtained throughout the duration of the course active.

Tell us what you want, what you really, really want!

The ANEC Committee are here to deliver programs and events that will assist the Fundamentals of the Bioscience Industry Alumni learn and grow professionally (as well as have a bit of fun on the side). We welcome and encourage suggestions on event topics, structure and professional needs. Please email Archana at as3109@columbia.edu.

**START SPREADING THE NEWS...**

Spread the word, recommend the Fundamentals of the Bioscience Program to friends and peers or volunteer as a Peer-to-Peer Mentor

The Business of Science and Science of Business

The Center for Biotechnology will be accepting applications for the 2008 Fundamentals of the Bioscience Industry Program in September 2008. Please visit the website for full application details

This innovative and interdisciplinary professional development program will provide participants with a comprehensive introduction to the complexities of the bioscience business environment including current business models, finance, product development cycles, regulatory issues and the science that drives the business.

Developed by the Center for Biotechnology, a New York State Center for Advanced Technology in Medical Biotechnology with input from academia, industry experts and National thought leaders, this program gives the broad exposure needed for success in the bioscience industries including the biotechnology, pharmaceutical and medical device industries.

The Program has been specially designed to meet the needs of;

- Masters, Graduate and Post doc students; delivering a foundation for transition into non-academic industry careers.
- Life Science professionals; providing an overview of the biotechnology / pharmaceutical product pipeline; from discovery to commercialization, considering aspects of valuation and strategy at critical points.
- Academicians and Researchers; offering insight on the role of industry trends and considerations on product development and assessing key success factors in developing collaborative industry-academia partnerships.
- Professionals that interact with the life sciences industry and require an understanding of their client's operating environment to deliver enhanced business service.

Applications for entry into this program grow exponentially each year and there are limited seats available - you wouldn't want to miss your opportunity! Generous financial aid available to all successful applicants.

Information Sessions

Stony Brook University
Monday, October 1. 6:00pm

Stony Brook Manhattan
Wednesday, September 26. 6:00pm

Call for Volunteers: ANEC would like to invite its alumni to volunteer at the 2007-08 information sessions. Volunteer commitment is minimal and will require a brief introduction along with feedback about the program and how participation assisted with career goals, planning and qualifications.

UPCOMING INDUSTRY EVENTS

For a full listing of industry events, please following the below links

BioSpace: http://www.biospace.com/calendar_region.aspx?RegionId=19

New York Biotechnology Association:
http://www.nyba.org/programs_events/industry_calendar.shtml

The Biotechnology Council of New Jersey: http://www.biotechnj.org/meeting_01.jsp

Biotechnology Industry Organization: <http://bio.org/events/>

TRANSITIONING FROM ACADEMIA TO INDUSTRY

By Dr. Dietrich Ruehlmann
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There is more than one way to use a scientific background in one's career but the goal of the entire scientific education appears to be to turn you into an academic research scientist. The progression from high school, through university and into a postgraduate program is straight forward. Throw in the prejudice against "industry" that so many post-graduate supervisors express and your path appears completely linear, aiming for fellowship, tenure and eventual emeritus, retirement and death. Most leave out the retirement.



But what if you discover that this path is not for you? Where can you exit, do something else but use your scientific training? I exited from my path several times and not regretting it and hope I can convince you that you can do the same. I was a biology student in Germany for two years before I moved (against the strong advice from my supervisors) to London where I finished my BSc and PhD and moved to a postdoc position in Vancouver because it is a phenomenal place to hike and snowboard and also has great science. Being poor lost its romantic appeal and I joined (against advice from my supervisor) a company where I found (contrary to academic belief) extremely smart and welcoming scientists. What really surprised me was the strong team spirit I had never seen in academia. I loved building kits, hardware and software according customers' requirements and I found myself moving to technical support and eventually marketing and product management. My scientific training allowed me to understand what scientists needed and my industry experience taught me what it takes to make a product. I did my executive MBA to help me understand the commercial world better and joined the New Zealand government as Bio-tech Expert to help companies do business in the Americas. This is probably the most radical career switch I have done so far but I could not do this job without both scientific and industrial training. And I am loving it, the experience I get from my exposure to different companies will help me in my next job wherever and whatever this may be.

I have learned to be confident that something new and exciting will come along when the time is right and I hope that I have convinced you that an academic career, tenure and corduroy trousers are not the only paths that are open to someone with scientific training.

If you have any questions please email me. I am looking forward to hearing from you.

Useful links and articles for making your transition...

Adding Charisma to Your Toolbox

[http://sciencecareers.sciencemag.org/career_development/previous_issues/articles/2007_07_20/caredit_a0700103/\(parent\)/68](http://sciencecareers.sciencemag.org/career_development/previous_issues/articles/2007_07_20/caredit_a0700103/(parent)/68)

'Culturing' Your Marketable Skills

[http://sciencecareers.sciencemag.org/career_development/previous_issues/articles/2007_04_20/caredit_a0700055/\(parent\)/68](http://sciencecareers.sciencemag.org/career_development/previous_issues/articles/2007_04_20/caredit_a0700055/(parent)/68)

Bioscience Jobs

<http://www.biojobblog.com/>

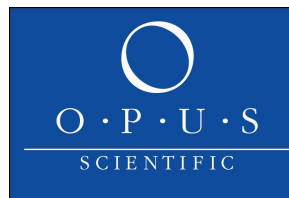
Making the Transition Between Academia and Industry

Nansie A. McHugh. Senior Scientist, Schering-Plough Research Institute

<https://www.the-aps.org/publications/tphys/2001html/October01/careers.htm>

**CAREER CORNER WITH OPUS SCIENTIFIC****Working with Third-Party Recruiters and Headhunters:
The Five Biggest Advantages**

By Ethel Jolicoeur (Alumni, 2005)



For many individuals, especially those making career transitions or coming right out of an academic program with little industry experience, the job search can be a daunting task. It's a full-time job when done thoroughly and at the very least a part-time job when done efficiently. One of the best ways to focus your job search and make an effective move is to use a third party recruiter or headhunter. Many scientists are apprehensive about using these service providers, but this is largely due to urban myths and misinformation. If you are considering changing jobs, or are on your way to landing your first, do your own research and consider the many advantages of having someone there who can help you attain your goals. It may not only shorten the time you spend on your search, but may get you a better package than you could get on your own. Consider some of the advantages below before dismissing the prospect of working with recruiters.

1. For some, making the transition from an academic lab to a lab in industry, can happen only through a contract position at a company.

Hiring someone is a commitment of financial and personnel resources. Benefits packages for employees may mean that while your salary is \$40,000 a year, a company may actually be spending \$50,000+ a year to have you on board. The time it takes to train someone is a huge investment of personnel time that could be spent on a commercial project that is the pulse of the company. While it is true that everyone has to start somewhere and that at one time or another every CEO had no experience, it is in the best interests of a company to make the hiring process as low risk as possible. One of the ways companies minimize the risk is by hiring contractors or temps. In this way they can "kick the tires" and offer a full-time position or benefits only after they have seen what a candidate can do. It has all the advantages of having an intern with fewer downsides because for the most part a candidate will be thrilled to be offered a full-time position at the end of a contract. For those candidates without industry experience, often a company is more willing to hire someone right out of academia without much experience in a GMP environment for short-term positions than take a chance in a full-time position.

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SOME CURRENT OPENINGS THROUGH OPUS**Director of Regulatory Compliance**

A major Long Island based pharmaceutical and health care distributor is searching for a Director of Regulatory Compliance.

Associate QA Biologist

A leading biopharmaceutical outsourcing firm based in Melville, NY is searching for an Associate QA Biologist

Director Clinical Affairs

Opus Scientific is seeking a Director Clinical Affairs, with CRO experience and clinical oncology experience, who is interested in joining a dynamic organization with long term opportunities.

Clinical Research Associate II (CRA II)

Opus Scientific is seeking a Regional Clinical Research Associate II who is interested in building on his or her knowledge of ICH/GCP compliance and previous experience in clinical research that can be used as a platform for a successful career.

If you're looking for employment in any of the above, please contact Ken Gelfand at ken@opusscientific.com

**A PUBLICATION OF THE FUNDAMENTALS OF THE BIOSCIENCE
INDUSTRY PROGRAM**

Continued from page 5... (Working with Third-Party Recruiters and Headhunters)

For certain positions it makes sense only to hire a contractor because of the short-life of a project or to cover a temporary leave. Contract positions in the bioscience industry are respected as real industry experience and may provide an excellent way into the target company. Since recruiters handle contract positions for companies, working with a recruiting firm can be a platform to future success. Some agencies also offer benefits packages to their contract workers. Investigate all your options.

2. Recruiters know much more about the company than what you can find on the web.

Recruiters make it their business to know the company and develop an understanding of the corporate culture so as to ensure candidate / client personality fit.

In order to match a candidate and client well, placement specialists rely on inside information from current and former employees about the company culture and dynamics within and between departments. This inside information is impossible to come by using traditional research techniques. Nor can this information be adequately attained during the interview process as companies attempt to treat all candidates equally. This is where it is beneficial to work with a placement firm on the companies that you are targeting.

3. Agencies have relationships with companies that improve the companies' perceptions of you and can help you during the negotiation process.

Since recruiters preferentially select the candidates they work with, most companies view candidates submitted to them through agencies in a different light. They are viewed as more promising because they have been pre-screened.

In addition to helping you land the position, a recruiter can help you with negotiations. A recruiting firm is in the business of negotiating whereas most candidates are novices in the process. That experience and those skills, can be a great benefit to job seekers whose benefits package are essential so take advantage of the skills of a recruiter and you may get more than you hoped for!

4. Access to non-posted/un-posted opportunities.

Many human resources specialists have estimated that anywhere from 40% or 60% of available positions are not posted, or are posted after the position has been filled. This puts those job seekers with small personal networks at a great disadvantage.

When a candidate has a close relationship with a placement firm, he or she will remain in the database of that firm. When a company looks to a recruiter to fill a position quickly that they can not fill internally, the recruiter will search their database of individuals and use other resources at his or her disposal to find a match for the responsibilities and requirements of the job. Timing is everything, but no one can be everywhere at once so let a recruiting firm be there for you.

5. An agency is a constant resource throughout the process.

The best recruiting agencies maintain good relationships not only with clients but also with their candidates. That means that when a recruiter sees a diamond in the rough they are more than willing to smooth the edges to help fill a position.

Often when a recruiter reviews a resume with a great background and skills, they will advise the candidate on how to revise the resume to make the most impact. In addition, if a candidate is accepted for an interview the recruiter will prepare the candidate through interview preparation and often setting up mock interviews with feedback. Moreover as the recruiters often are more up to date on the industry climate and are there with you at every stage of the process, compared to advisors at university career development centers they can often give you the most relevant feedback for your situation.

There are many more advantages to working with recruiters to help you find your dream position. Research your options, find post-docs or technicians from your institutions that have used them and find out which agency is the best one for you. As you continue to develop your network of personal contacts, having a recruiting agency in your business contact list is always a good idea.

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