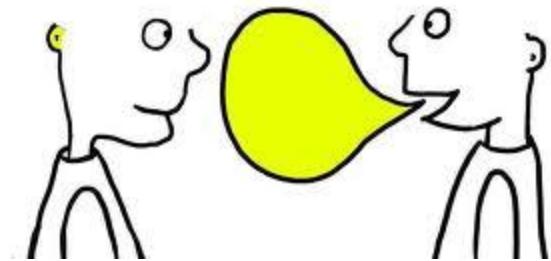


Transition from academia to industry – do it right

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Group activity: Introductions

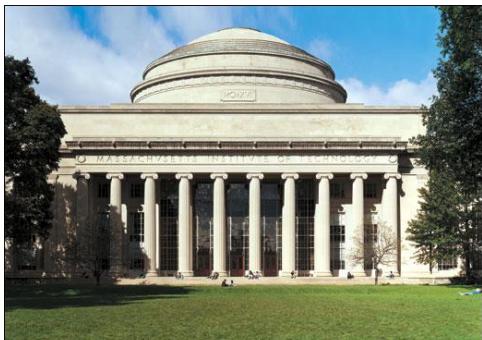
- Find a partner
- Introduce yourself to your partner
 - Your name
 - What you do
- Introduce your partner

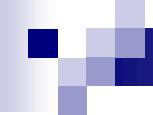


Why to transition to industry?



PHOTO: MICHAEL PEIN/BLOOMBERG VIA GETTY IMAGES





Main reasons for transitioning to industry

- Willing to make a change
- Relocation of the spouse – no academic jobs in a new location
- Willing to work in a team
- Not interested in a bench work
- Financial considerations
- Interested to learn the process of drug/device development

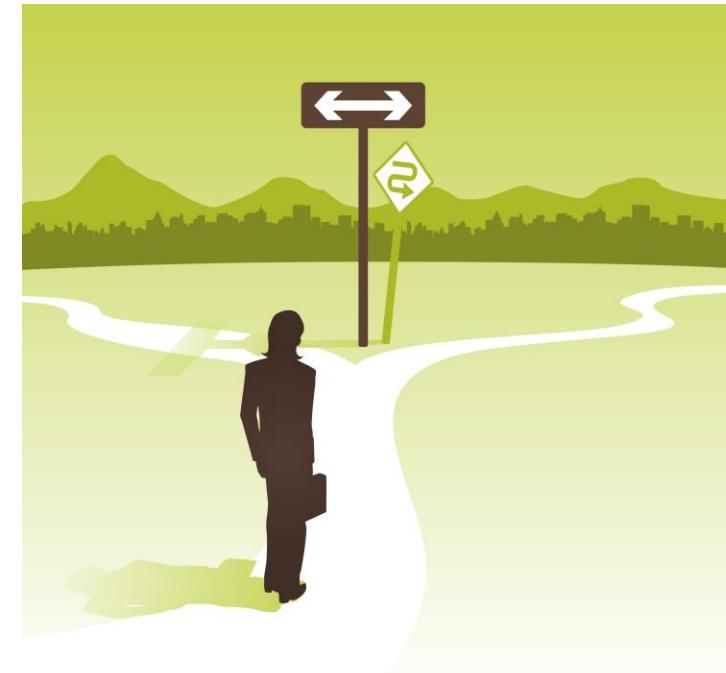


Transitioning to industry means to...

- Give up your academic project
- Be ready to change projects frequently
- Work on several projects in parallel
- Be part of a team
- Work under tight timelines
- Document everything in a timely manner
- Publish less
- Present more
- Lower job security

Why and when to make a move?

- It is different for everyone
- It is not for everyone
- If you want to try a career outside of academia
- If you are open to a new experience
- If you are ready to take a risk
- Once you have decided, go for it



How to make a smooth transition

- Choose a lab for your post-doc where the PI:
 - Has collaborations/contacts in industry
 - Is willing to help you in your career decisions and in connecting you to industry professionals
- Plan ahead and arrange for your work authorization documentation (for international scholars)

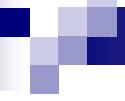
Mentoring is a key

- Identify a mentor/s who will help you in your transition
 - Your PI
 - Your contacts in industry
 - Your contacts in academia

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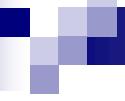


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Careers outside of academia (no bench work)

- Project/program management
- Scientific/medical/technical writing
- Clinical trials
- Biopharmaceutical consulting
- Medical liaison
- Business development
- Patent law
- Sales



Positions/titles for academic scientists moving to industry

- Scientist (I, II, III etc.)
- Senior Scientist (I, II, III etc.)
- Principal Scientist (I, II, III etc.)
- Director (Associate, Senior, Executive)
- VP (Senior, Executive)
- C titles (CDO, CSO, COO, CEO)

All these positions require industry experience

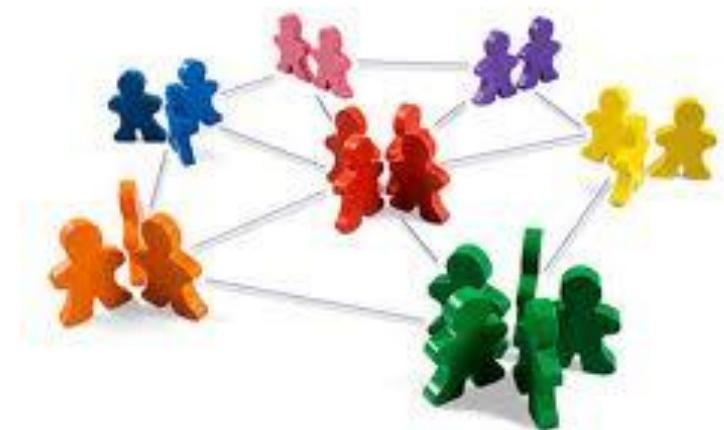
How to prepare for this transition

- Practice your presentation and interview skills
 - Attend workshops on resume writing, presentation and interview skills
 - Perform mock interviews
- Take professional development courses
 - MassBio
- Talk to recruiters



Network, network, network (make new friends)

- Join the relevant networking groups and professional organizations
- Join LinkedIn
- Maintain your network
- Make your business cards (Vistaprint)



Masha Hareli : a personal story

- Arrived to the US from Israel to do a second post-doc at Harvard (1995-2001)
- Had a junior faculty position at DFCI (2001-2005)
- Moved to industry
 - Consulted for a start-up Resolvix (2006-2007)
 - Joined CRL as a project scientist (2007-2009)
 - Joined Taligen Therapeutics as an associate scientific director (2009-2011)
 - Taligen Therapeutics got acquired by Alexion pharmaceuticals (2011-present)
 - Founded ATR, LLC (2013-)

Masha Hareli : Between jobs

- Collaborated with my academic connections
- Published collaboratively and independently
- Consulted in different areas
 - Taught classes
 - Evaluated patents
 - Scientific writing
 - Strategic planning

Networking groups in the Boston area

- Post-doctoral association at your work
- SHOW: Science Shaping Our World
 - Contact Lu-Ann Pozzi or Steven Munevar
- Biotech Tuesdays: every 1st Tuesday of the month
 - Go to <http://www.biotechtuesday.com> to sign in
- AWIS
 - www.mass-awis.org
- PropelCareers
 - Contact Lauren Celano at www.propelcareers.com

Biotech Clusters

■ Genetown

- Harvard, MIT, UMass; Novartis, Biogen, Genzyme, Millennium

■ Pharm Country

- Columbia, Rockefeller; Pfizer, Sandoz, Sanofi-Aventis

■ Bio NC

- Duke, UNC; Targacept, Icagen, Transtech

■ Biotech Beach

- UCSD, Salk, Scripps; Invitrogen, Amylin, Ligand

■ Biotech Bay

- UCSF, Berkeley, Stanford; Genentech, Gilead, BioMarin, Affymetrix

Small Biotech vs Big Pharma

Small company	Large company
Few employees	Hundreds of employees
Few projects	Multiple projects
Multitasking	Specialized expertise
Limited funding	Ample resources

You can do it!



For additional information and questions
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Questions, comments, concerns?

