



University of California  
San Francisco

# Preparing for the Industry Job Search

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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

Company Name	Name of Scientist	Email of Scientist
Company #1		
Company #2		
>		
>		
Company #20		

# Finding Companies

- Begin with companies and scientists you know
- Journals
- Biospace.com
- Local and state biotech industry organizations:
  - MassBio, California Life Sciences Association, Enterprise Florida, BioCrossroads, BioNebraska, BioHouston



# Database of Biotech Companies

- Nexis Uni / Lexis Nexus

Results for: "breast cancer" | Actions ▾

News 3289

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Feb 11, 2017 to Feb 11, 2018 ✕

News ✕

Plus Company Updates(PCU) ✕

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- 1. [Compound found in asparagus linked to spread of breast cancer](#)  
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- 2. [BriaCell Opens Fourth Clinical Site in Advanced Breast Cancer](#)  
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Feb 07, 2018
- 4. [QIAGEN Launches Predictive Therascreen Pitx2 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 06, 2018
- 6. [Oncolytics Biotech® to Host Conference Call Outlining the Treatment Paradigm of Metastatic Breast Cancer Subtypes and Provide Topline Information on its Phase 3 Registration Study with REOLYSIN](#)  
Feb 02, 2018

Seattle Genetics

Oncolytics Biotech

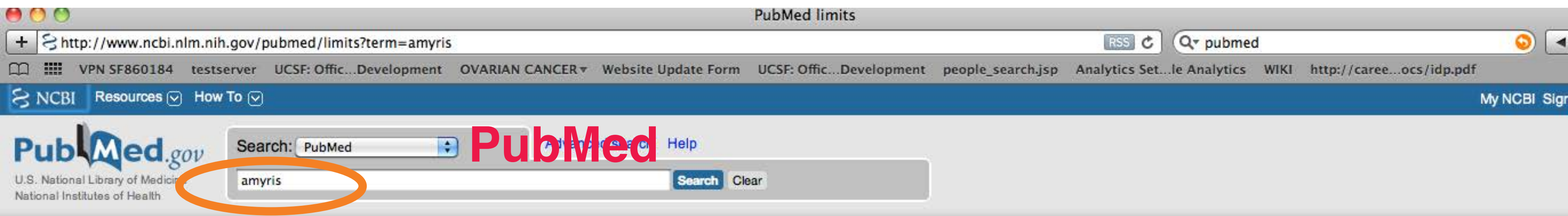
# Finding Industry Scientists

- PubMed

- Use advanced search -> affiliation search

- Google





## Limits Amyris

**Dates**

Published in the Last:

**Type of Article**

- ☐ Clinical Trial
- ☐ Editorial
- ☐ Letter
- ☐ Meta-Analysis
- ☐ Practice Guideline

**Species**

- ☐ Humans
- ☐ Animals

**Subsets**

- ☐ AIDS
- ☐ Bioethics
- ☐ Cancer
- ☐ Complementary Medicine
- ☐ Core clinical journals

**Text Options**

- ☐ Links to full text
- ☐ Links to free full text
- ☐ Abstracts

**Languages**

- ☐ English
- ☐ French
- ☐ German
- ☐ Italian
- ☐ Japanese

**Sex**

- ☐ Male
- ☐ Female

**Ages**

- ☐ Newborn: birth-1 month
- ☐ Infant: 1-23 months
- ☐ Preschool Child: 2-5 years
- ☐ Child: 6-12 years
- ☐ Adolescent: 13-18 years
- ☐ Young Adult: 19-24 years

**Search Field Tags**

Field:

Affiliation



+ <http://www.ncbi.nlm.nih.gov/pubmed>

VPN SF860184 testserver UCSF: Offic...Development OVARIAN CANCER Website Update Form UCSF: Offic...Development people



Search: PubMed

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amyris

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★ Did you mean: [amyrin](#) (378 items)

⚠ **Limits Activated:** Field: Affiliation [Change](#) | [Remove](#)

## Results: 5

☐ [Escherichia coli-based production of a tumor idiotype antibody fragment - tetanus toxin fragment C fusion protein vaccine for B cell](#)

1. Patel KG, Ng PP, Levy S, Levy R, Swartz JR.  
Protein Expr Purif. 2011 Jan;75(1):15-20. Epub 2010 Sep 19.  
PMID: 20851769 [PubMed - in process]  
[Related citations](#)

☐ [Genetic engineering to produce polyketide analogues.](#)

2. Reeves CD, Rodriguez E.  
Methods Enzymol. 2009;459:295-318.  
PMID: 19362645 [PubMed - indexed for MEDLINE]  
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Format: Abstract

Send to

Metab Eng. 2016 Oct 27. pii: S1096-7176(16)30191-4. doi: 10.1016/j.ymben.2016.10.017. [Epub ahead of print]

# Engineering a functional 1-deoxy-D-xylulose 5-phosphate (DXP) pathway in *Saccharomyces cerevisiae*.

Kirby J<sup>1</sup>, Dietzel KL<sup>2</sup>, Wichmann G<sup>2</sup>, Chan R<sup>1</sup>, Antipov E<sup>2</sup>, Moss N<sup>2</sup>, Baidoo EE<sup>3</sup>, Jackson P<sup>2</sup>, Gaucher SP<sup>2</sup>, Gottlieb S<sup>2</sup>, LaBarge J<sup>2</sup>, Mahatdejkul T<sup>2</sup>, Hawkins KM<sup>2</sup>, Muley S<sup>2</sup>, Newman JD<sup>2</sup>, Liu P<sup>4</sup>, Keasling J<sup>5</sup>, Zhao L<sup>6</sup>.

## Author information

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<sup>2</sup>Amyris, Inc., 5885 Hollis Street, Suite 100, Emeryville, CA 94608.

<sup>3</sup>Joint BioEnergy Institute, Emeryville, CA 94608, USA.

<sup>4</sup>Department of Chemistry, Boston University, Boston, MA 02215, USA.

<sup>5</sup>California 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, Konge Allé, DK2970-Hørsholm, Denmark.

<sup>6</sup>Amyris, 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 reconstructed 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

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**Review** Isoprenoid biosynthesis D-xylulose 5-phospha [Acta Bio]

**Review** Isoprenoid-Based Bio Homologous Ex [Appl Environ]



Hart, Richard. "Breakthrough in Synthetic Biology." ABC Local

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Oct 8, 2010 – More information

**com** : or [www.amyrisbrasil.com](#) : . Amyris, Inc.Erin Kinsella, ...

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Adilson Liebsch **liebsch@amyris.com** CONFIDENTIAL [ 29 ]; Atendimento à especificação  
1/3 (Puro) CONFIDENTIAL [ 30 ]; Atendimento à especificação 2/3 ...

[John Melo | Amyris | Email CEO CFO VP @amyris.com](#)  

[www.lead411.com > Industries > Consumer Products - Cached](#)

Lead411's company profile for Amyris, Inc. with executive information like John Melo's email,  
phone, etc.

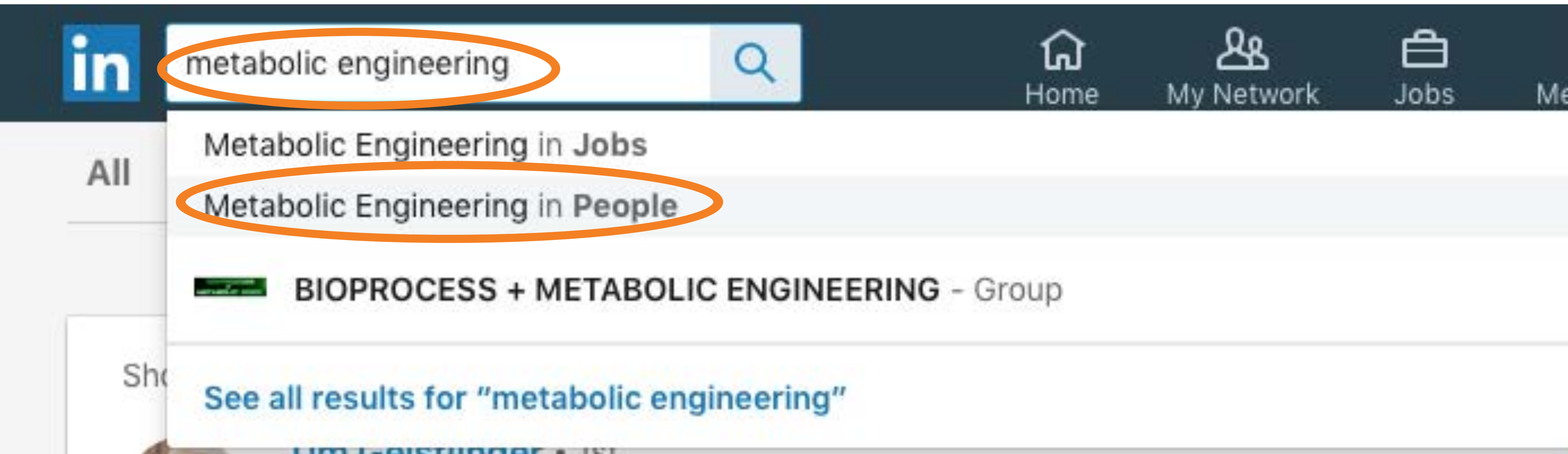
How to guess a scientist's  
email address?

Google:

**“@CompanyName.com”**



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San Francisco Bay Area

Current: Principal Scientist, Metabolic Engineering and Systems Biology at Intrexon Corporation



46 shared connections

Message

Intrexon Corporation



Associate Director , Metabolic Engineering and Systems Biology at Intrexon Corpora...

San Francisco Bay Area

Current: Associate Director, Metabolic Engineering and Systems Biology at Intrexon Corporation



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Scientist, Metabolic Engineering at Amyris

San Francisco Bay Area



1 shared connection

Connect

Amyris



Research Associate- Metabolic Engineering at Lygos

San Francisco Bay Area

Current: Research Associate in Metabolic Engineering at Lygos

Connect

Lygos

# Informational Interviews

The earlier, the better...

# Informational Interviews – What are they?

They are a tool that:	They are NOT
Helps you explore career opportunities	Job interviews
Might eventually lead to a job	
Learn about companies or people	

# 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](https://myIDP.sciencecareers.org)

under “Talk to People”



# Info Interview Questions Tutorial

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

myIDP

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ScienceCareers

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AAAS

Overview

Overview Summary

Personal Information

Assessment

Skills Assessment

Interests Assessment

Values Assessment

Career Exploration

Consider Career Fit

Read About Careers

Attend Events

Talk to People

Choose a Career Path

Set Goals

Talk to People

Previous Step

Next Step

Networking

Informational Interviews

My Activities

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 >](#)

Bill Lindstaedt, UCSF Office of Career and Professional Development

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# 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](mailto:fred@ucsf.edu) Bill Lindstaedt, UCSF Office of Career and Professional Development

# 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](mailto:fred@ucsf.edu)