Successes, Careers, Challenges, & Future in Biotechnology

April 22, 2005

Panel 2 –
Current Trends & Career Opportunities

Christine D. Copple, Ph.D.
President & CEO
ASM Resources, Inc.
ASMR Mission Statement

ASM Resources, Inc. (ASMR) is the for-profit venture arm of the American Society for Microbiology. ASMR’s mission is to provide critical information, advanced training, high-level networking, expert services and seed capital to bioentrepreneurs and their organizations. Through our programs and activities we serve emerging and established biotech and pharmaceutical firms, technology transfer offices, aspiring bench scientists, economic development organizations, angel investors and venture capitalists.
ASMR Activities

- **Investment Portfolio**
  - Return on investment from current holdings
  - ASMR Fund II

- **Business Education & Training**
  - Beyond Great Science & Early-Stage Venture Competition
  - Fall Biotech Boot Camp

- **Consulting Services**
  - Due diligence, Market research, strategic planning, websites,

- **Infotech Products**
  - ‘Information into actionable knowledge’ software
  - Due Diligence websites
Investments | Current Portfolio

- AIG
- Chesapeake PERL, Inc.
- CLARAGEN, INC.
- CTT
- MARLIGEN BIOSCIENCES
- QUOSA
- SP&S
Education & Training | Sponsors

- Law Firms
- Venture Capital Firms
- Engineering Firms
- Executive Search Firms
- Benefit Management Firms
- Investment & Industry Associations
- Embassies
- National, State, and Local Government Agencies
- Business Incubators
A Career in What?

- Therapeutics Company e.g. MedImmune, CytImmune
- Diagnostics Company e.g. Digene, Cylex
- Tools Company e.g. InVitrogen, Marligen
- Discovery Company e.g. Avalon, Psych Genomics
- BioInformatics Company e.g. GeneLogic, Celera
- Contract Research Organization (“CRO”)
- Contract Manufacturing Organization (“CMO”)
- Regulatory Services Organization
- Law Firm or Accounting Firm
- Government Agencies (FDA, EPA, NSF etc)
Career Tracks

- Applied Research
- Product Development
- Regulatory Affairs
- Business Development
- Marketing
- Sales
- IT
- Human Resources
- Legal
- Financial
- Management
Picking your path

- Establish Credentials
  - Academics
  - Internships
  - Extracurricular activities
- Explore options
- Develop a long-term strategy
- Create short-term goals
- Implement an immediate tactical plan
Choosing a Company

- Ability to meet, then exceed, job requirements
- Congruency
  - With your skill sets
  - With your preferred corporate culture
  - With your desired career development goals
- Likelihood of sustainable success/risk factor
- Purpose you will be dedicated to
- Location
Biotech Financing Lifecycle

**Revenue**

- **Angels Founders**
- **Venture Capital Strategic Investors**
- **Public Markets**

**Time**

- **Seed Capital**
- **Mezzanine**
- **IPO**
- **Secondary Offerings**

“Typical” Company Path

**ASMR Focus**

[Graph showing the financing lifecycle of a biotech company, highlighting key stages and timelines]
Finding Your Opportunity

- Head hunters
- Print Advertisements
- Job web sites
- Company web sites
- Educational institution career services
- Direct inquiries
- Personal network
- Friends & family networks
Or ‘Kevin Bacon’

- 3 degrees of separation
- Build your personal network
- Projects, internships, volunteer
- Get to know people with large networks
- Seek advice & referrals
- Get face-to-face meetings
Research, Research, Research

- Research the sub sector
- Research the firms in your sub sector
- Research their people
- Research their growth
- Research their funding
- Research their competition
- Research their customers
ASMR Toolbar

Enables Users to Search:
- Biomedical NewsAnalyzer archive of all press releases issued in the last three months by over 4000 biomedical companies—updated daily
- Biomedical Industry Analyzer directory of over 4400 companies
- ASM Journals and Meetings Abstracts
- Pubmed database
- World Patents database
- Edgar database of company SEC filings
- NIAID database
- World Wide Web using Google
What Employers Are Looking For

- Top-tier skills
- Excellent work ethic
- Ability to follow through
- Enthusiasm
- Dedication
- Team player
- Appropriate independence
- Desire to add skills
- Leadership
- Ambition
In Summary

- Start early
- Know what you want for now & the future
- Seek the help of friends, acquaintances & strangers
- Research, research, research
- Be ready to deliver
Questions?