



EARN&LEARN

Dream Big, Climb Higher.

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Today's Moderator



Anna Ramos

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Earn & Learn 2020 Virtual Guest Speaker Series

In response to employment uncertainty and schools moving to a virtual environment, we are continuing with our virtual guest speaker series.

Our speaker series will include "AMA's" (Ask Me Anythings) with professionals from various career fields in order to pique student interest and increase awareness about career options.



Welcome to the January 13 , 2020 Virtual Guest Speaker

INTRODUCE YOURSELF IN THE CHAT!

- Type your **name** and **where** you're from
- Share: *What do you think of when you hear the word “**Genomics**”*





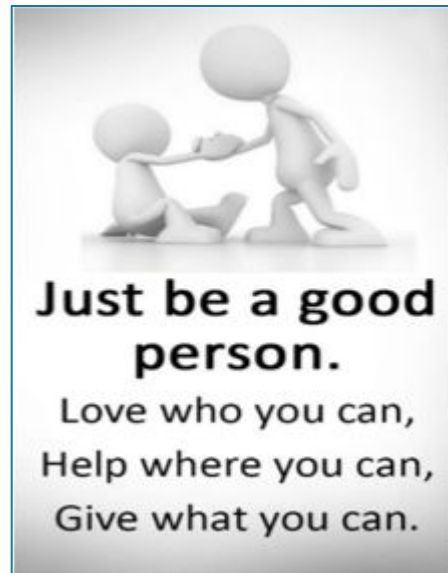
Why Career Exposure and Exploration Matters

- Provide exposure to potential careers and jobs.
- Provide a realistic picture of the business, its role in the community and the career paths and occupations of its workforce.
- Help students/learners make the connection between their education and the workplace.
- Inform career planning.



Group Norms

- Everyone has wisdom
- We need everyone's wisdom
- There are no stupid questions
- There are no wrong answers
- Presume Best Intent
- Share the mic
- Confidentiality of personal information





Agreements for an Effective Meeting Space



- Remain **on-camera** at all times (except breaks).



- Remain **available-to-be-on-mic**. You can mute while others are speaking/presenting, but be ready to participate.



- Avoid distractions: turn other devices to **airplane mode** and minimize open windows on your computer.



- Feel free to **raise your hand** - on camera or using [nonverbal tools](#) in Zoom.



- Use the phrase "**I'm complete...**" to indicate when you are done speaking.



- Be mindful of your "**airtime**." We will occasionally call on people to ensure your voice is heard or create breathing room in the discussion. Consider this an invitation, not an obligation!



- Grab a **squeeze ball or fidget toy** to keep your hands occupied and avoid the urge to Always Be Clicking!



- Have grace with yourself and others. We're all figuring this out together!
How do you want to show up today? What's one intention you'd like to set for yourself?



Agenda



Carolina Garcia Rizo
Chief Commercial Officer, Immuneering

1. Introductions
2. Guest Storytelling
3. Ask Me Anything
4. What did we learn today
5. What inspired you
6. Appreciations

My Career Path



- 1- Born in southern Spain (Murcia), lived with my grandparents because my father was building his company and didn't have money. At home grandmother would speak German, grandfather Catalan, parents would speak in Spanish.
- 2- At 4 years old, I was diagnosed retarded and dislesic (I was dealing with too many languages) I only started talking at age 5, but then perfectly, sadly enough only Spanish, as they advised my parents to stop talking to me in any other language since I was "retarded"
- 3- Studied chemistry as Bachelors in my home-town (was studying and working at the same time) to run the company of my father. He sold it the day I finished my degree. Then decided to start my own path, far away from my family.
- 4- PhD in atomic physics (loved physics but studied chemistry because of my father's company) fulbright fellowship in UC Berkeley. Defended my thesis September 2000, got 10 job offers. Dot com crush, January 2001, no job offers, had to find my way again starting from zero.
- 5- Got a position at Max Planck Institute (National Lab in Germany) to create a bioinformatics Unit. Learned German, proving wrong those who determined that "I was retarded and never would be able to learn foreign languages"

My Career Path



- 6- Hired by UCSF to create bioinformatics support to research units
- 7- Got a fellowship to do My MBA @ MIT. Left sciences and never looked back, I never missed it
- 8- Innovation consulting @ Monitor Group (now Deloitte) Innovation strategic consulting for Pharmas and Biotechs
- 9- Director Business Development at Cepheid (now Danaher: turn around underperforming markets worldwide: Brazil, Mexico, China, Japan, Italy
- 10- Head of Business Development for Oncology and Genomics @ Roche
- 11- Global Managing Director Business Development @ ThermoFisher
- 12- Chief Business Officer at Just Biotherapeutics (ex-Amgen group, startup backed up by Bill Gates, Merck, Arch Venture
- 13- Chief Commercial Officer Immuneering series B \$62M, IPO this summer

My Career Path: Lessons Learned



- 1- Never Give up: No matter how black the future looks, there is and there will always be a light at the end of the tunnel
- 2- Believe in yourself, you are unique and wonderful. You are perfect for something: Find your passion.
- 3- Find what you love, what you enjoy doing and make it your career. If you enjoy what you do, you will never work!
- 4- There will be people who envy you, who will put you down, who will bully you. Do not worry about others, believe in yourself, keep working, keep fighting, keep looking for your dream job, career or activity.
- 5- Be happy, love your family, love your friends and surround yourself with those who appreciate you and love you, The rest: who cares!

My Career Path: Lessons Learned



- 6-There will always be bad days and good ones: Enjoy the good ones, and learn from the bad ones
- 7-If life gives you lemons make lemonade: Try to see always the bright side.
- 8-Learn from mistakes. See them as opportunities to grow
- 9- Laugh and enjoy life! Find a hobby. You will need it to compensate a bad day/s/time
- 10-Don't take life, yourself, or others too seriously



Ask Me Anything

ASK ME ANYTHING



What Did You Learn Today

**WHAT DID YOU LEARN
TODAY?**



What Inspired You

WHAT INSPIRED YOU?

*Everyone wants to be appreciated. So if
you appreciate someone, don't keep it a
secret.*

-Mary Kay Ash

www.diarystore.com



Behold this day,
for it is yours
to make.

Black Elk (Hehaka Sapa)
Oglala Lakota



NATIONAL
EQUITY
PROJECT



Who else is on the call?

Can we please have 4 learners introduce themselves:

1. Turn **video** on
2. What's your **name**?
3. **Where** you are from?
4. Where do you go to **school**? (if student)
5. What are your your **career interests**?

