**Box 1: Top transferable skills for business**

If you have earned a science PhD, you were probably told by mentors, advisers and career-development specialists that you will need to develop a lot of new skills to succeed in any sector outside academia. But your PhD programme has already conferred many skills that are important, even crucial, in the business world, and that are comparable to — and in some cases superior to — the talents acquired in a graduate-level business programme. Here are some examples.

* **Data analysis** You were trained to gather, evaluate, synthesize and present data, and to uncover relationships, correlations and trends. The business world increasingly relies on the same methodologies to develop strategies and identify opportunities.
* **Resourcefulness** You probably had to create experiments, methodologies and analyses with limited resources and under tight time constraints. Successful business people are often challenged to develop a product or service while facing the same difficulties.
* **Technological awareness** You were trained to understand the fundamentals of a range of technologies. Many of these technologies are at the heart of products and services in the private sector.
* **Resilience** You may have encountered unexpected setbacks in your research or studies, yet powered through to reach your goals. This resilience in the face of challenge often separates the most successful entrepreneurs from the rest.
* **Project management** Completing a PhD typically requires the coordination and scheduling of disparate resources and individuals — as well as thinking through all aspects of a complex project or activity. The same course of action is a core component of the business world.
* **Problem-solving** You had to use novel thinking and innovative frames of reference to identify and solve technical problems. The ability to reframe problems to identify novel solutions is a key skill in business.
* **English proficiency** You are probably skilled in English, the most prevalent language of international business.
* **Written communication** PhD holders often have extensive experience in writing and describing complex ideas and methodologies. Effective written communication is crucial to business success.

<http://blogs.nature.com/naturejobs/2014/06/02/putting-your-science-to-work-you-will-find-a-great-job/>

Write a bio!

<http://blogs.nature.com/naturejobs/2014/06/27/transferable-skills-and-storytelling>

What you did, how you did it, outcome

Informational interview questions:

Where do organizations find their candidates?

Look at glaxco welcome

From <http://www.phdcareerguide.com/pharmabiotech.html>

Clinical research scientist refers to work done after Investigational New Drug (IND) application & involves human trials. Experimental design, data analysis, composing final reports.

Regulatory Affairs: Regulatory affairs specialist, managing interactions with government agencies, drug labeling, marketing applications, IND applications

MSL

List of pharma companies by state!!

Person to contact for informational interview is your immediate supervisor, or worst case HR or operations.

--

Clinical Oversight Lead

Clinical Project Lead

Corrective & Preventative Action Plan (CAPA)

CRF = case report form

This is a good example position:

Inovio Pharmaceuticals

**Clinical Scientist - Plymouth Meeting**

**Job summary**

The clinical scientist will be responsible for overall clinical study conduct of Inovio and investigator sponsored research, including verification of source documentation versus Case Report Forms to ensure accurate and complete data and compliance with protocol(s) and Federal regulations, ICH, & GCPs, and local requirements. Duties may also include oversight of clinical trial operations as performed by a CRO or other external consultants.

**Summary of essential job functions**

* Develops and manages clinical protocols and amendments, informed consent forms, training material, case report forms, diary cards, clinical study reports and other clinical documents, and contributes to the development of investigator's brochures. Ensures compliance with regulatory guidelines in the development of documentation.
* Oversees study conduct and communicates study-related information to investigators and study staff. Oversees and tracks recruitment and retention of study subjects.
* Manages study timelines. Reports on study progress and provides options for handling problems that develop. Provides progress updates and summaries to management. Develop tools and processes that increase efficiencies of the project.
* Prepares regulatory documents for FDA and other regulatory submissions. Supports management with implementation of departmental strategies and policies.

**Minimum requirements**

* Bachelor degree required /Masters degree preferred
* At least 5 years of clinical research experience or higher degree. Regulatory affairs experience a plus.
* Area(s) of expertise desired: Biology, Immunology, Bioengineering, Cell or Molecular Biology. Experience with vaccines highly preferred.

**Essential requirements**

Excellent oral and written communication skills, attention to detail and ability to interact effectively with management and prioritize diverse projects for multiple disciplines.   
Thorough knowledge of all applicable regulations, including FDA, ICH and ISO guidelines. Medical device experience a plus.

**Travel**

 Up to 20%, primarily domestic.

--

Clinical Trial Associate appears to be lower than Clinical Scientist

This lady --- <https://www.toxstrategies.com/company/people/barbara-mounho-zamora-ph-d-dabt/> seems like a total bad ass in bend. Consultant. Doubt there’d be any work for me, but might have good advice.

Rather, what is most valued is someone who

demonstrates good scientific problem solving abilities. This involves being able to: identify

important scientific problems, define a cogent plan for experimentally approaching the problem,

collect and analyze data appropriately, test hypotheses objectively, draw clear and thoughtful

conclusions and be able to effectively communicate these conclusions and their impact in the

broader context of a drug discovery project to fellow scientists and laypeople.

Good blog to follow:

<https://biosciencecareers.wordpress.com/>

careers after biological sciences