

How to think about *a private sector career* as a neuroscientist

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What value do neuroscientists bring to organizations?

- Credibility! *A qualified scientist on staff is valuable in itself.*
- Rigour – designing effective questions for clear answers is a rare skill
- New insights & up-to-date knowledge
- Communications & reporting skills
- Quick analysis and synthesis of large volumes of complex information
- Ability to manage projects and independent work
- Understanding (and measuring, and characterizing) behaviour
- *New hotness: ML, deep learning, AI*
- Coding, Analysis
- Technical/specialist insights specific to your discipline

How to help a company hire you

- BRING FUNDING!

Many governments offer *partner funding* for collaborations between academia and industry
Many funded programs for students and postdocs to do industry internships

- DEVELOP YOUR SKILLS

- Learn to code
- Learn basic management tools
- Do a skills boot camp (data science, ML, AI)

- SHARE & SHOW OFF YOUR CODE REPO AND WHAT YOU CAN DO

- DON'T BE AFRAID TO BUG THE PEOPLE YOU WANT TO WORK FOR

- The worst that can happen is that they think you're persistent and determined.

- TAKE A JOB THAT'S NOT A PERFECT FIT and GROW THE ROLE

- No one gets hired into a perfect job, but you can quickly earn the power to shape your job and your career.

Hacking your way to business knowledge



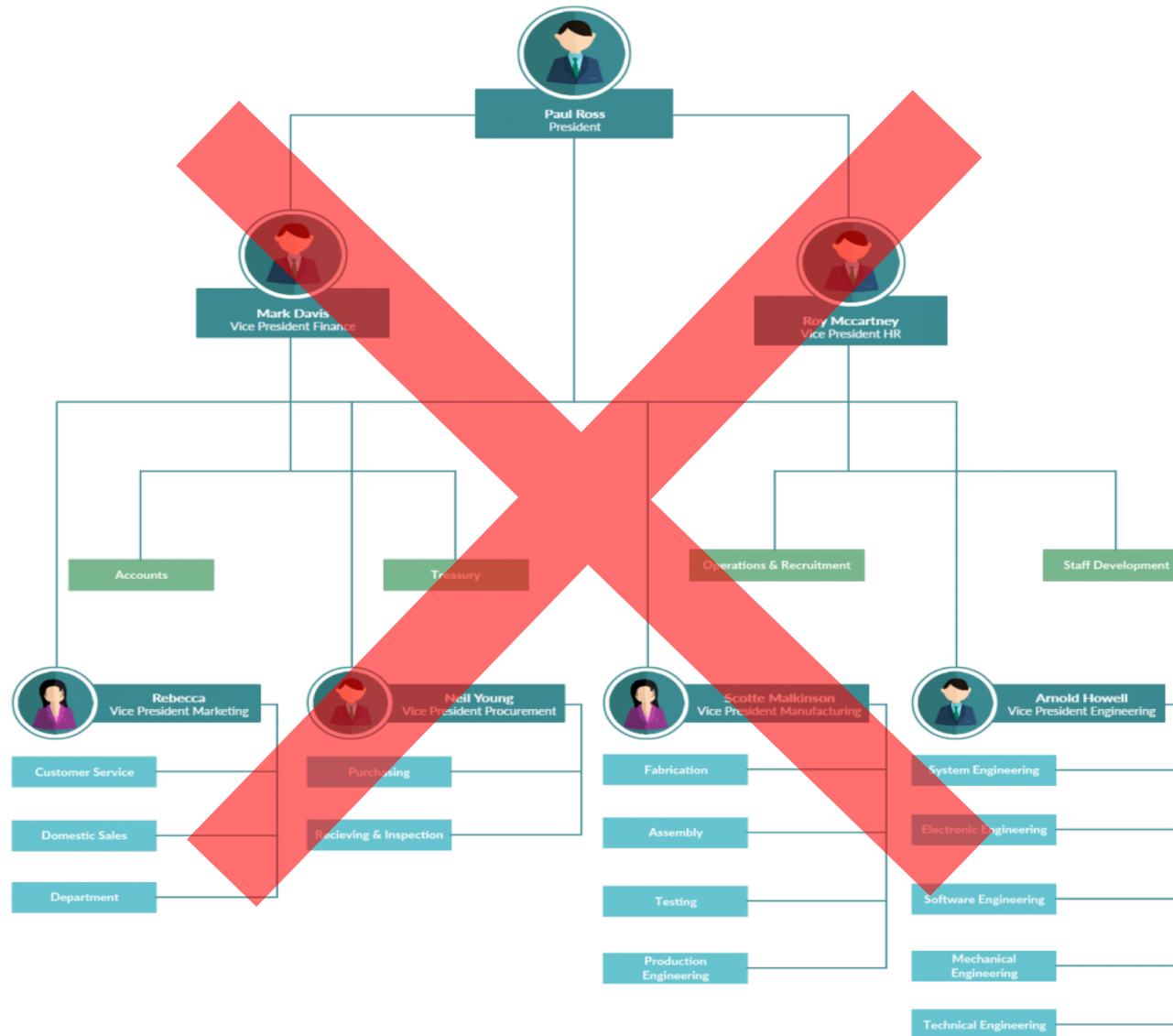
Hacking your way to business knowledge

- Take business courses & programs at your institute
 - If they won't let you, sneak into Executive MBA courses anyway. The course schedule is online somewhere.
- Take a policy development course in your university's poli sci department
- Learn business shorthand by reading the business press (Bloomberg, WSJ, etc.)
- Find mentors and ask for their help
- Learn management skills



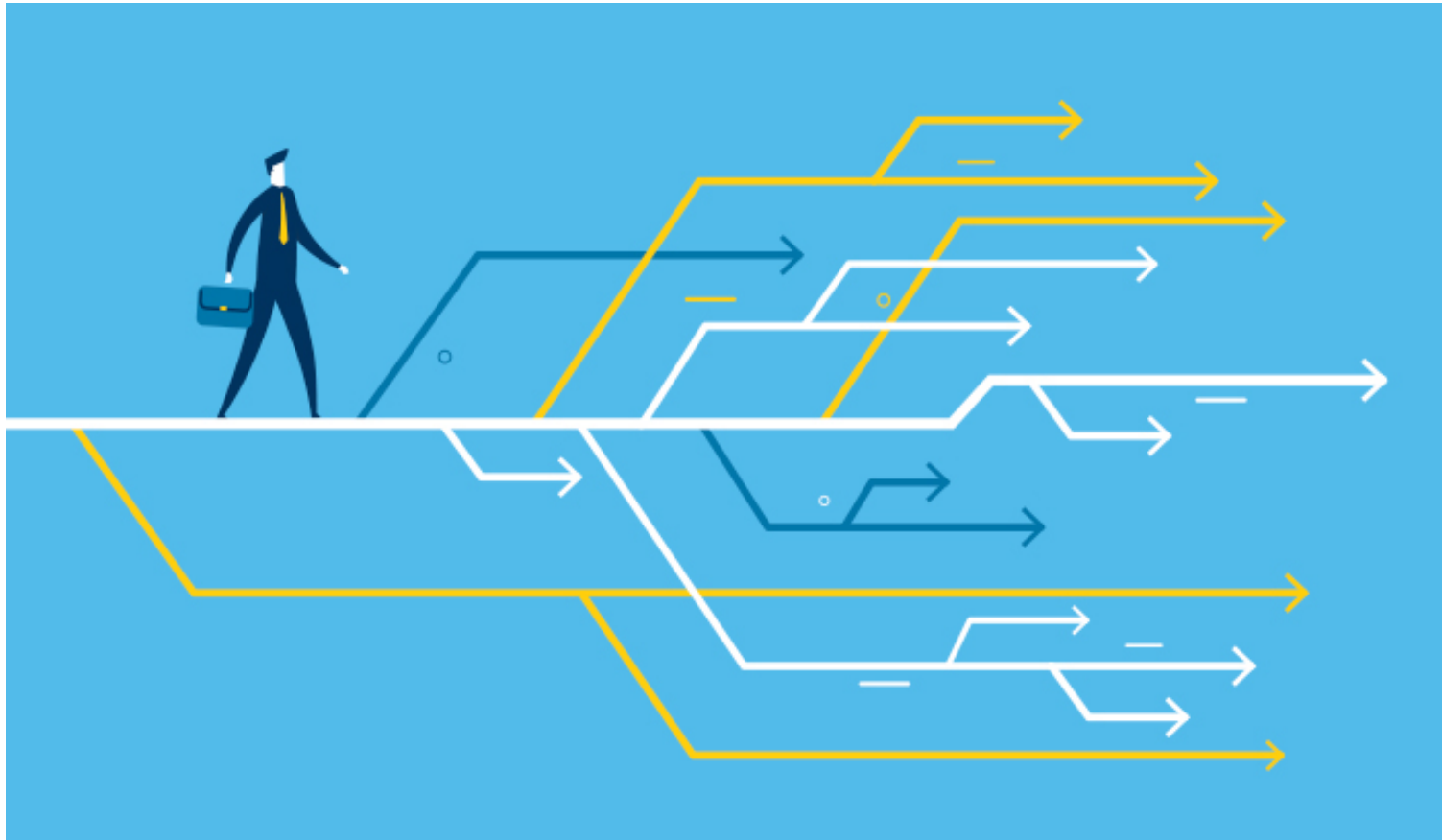
Read these books no matter where you end up.
They'll also help you in academia or the public sector.

How to think about a career trajectory in the private sector



Many academic scientists think about private companies and other large organizations as big, lumbering, hierarchical beasts, because that's what universities often look like from the inside. Some companies are that way, but that's the wrong way to think about private companies.

How to think about a career trajectory in the private sector



As you make a transition from academic science to industry, look at your career as a big, wide open, path-dependent series of branching opportunities. You can move in any direction in your first decade or so. As you develop more valuable skills, you'll move along the path you choose: research specialist, engineer, manager, executive, entrepreneur, financier, etc.

There are many more and diverse paths and opportunities outside than inside the academy.

Think about business and management skill development as a product of mentorship, experience, and repetition. You want as many reps as you can get: mistakes are a great teacher.

How to think about a career trajectory in the private sector

- ADVANCEMENT CAN HAPPEN FAST
 - This isn't academia; there's no paying your dues.
 - If you're effective and people like you, opportunities will find you. It's up to you to seize them.
- YOU WILL CHANGE COMPANIES MORE THAN ONCE
 - Average time a US tech worker spends at one company: 2 years
 - Average time a US tech executive spends at one company : 4.5 years
- SPECIALISTS or INDIVIDUAL CONTRIBUTORS can BECOME INDISPENSIBLE
- MANAGERS can GENERALIZE and ADVANCE
- TALENT, HARD WORK and GOOD IDEAS GO FAR, but COMMUNICATION SKILLS are ESSENTIAL
 - Tell people what you're doing, where you're succeeding, and where you're failing
 - Send updates to your boss weekly
 - Socialize your ideas with teammates to win support before you pitch them to senior management

Remember: **YOU'RE A SCIENTIST** and **YOU CAN FIGURE OUT BUSINESS**