National Institutes of Health

Office of Intramural TRAINING & EDUCATION
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9th Annual NIH Career Symposium
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Speaker Biosketches

Darrell Abernethy
Associate Director for Drug Safety
Food and Drug Administration
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Where is your highest degree from? Univ. of Kansas School of Medicine, Medicine/Pharmacology, 1976

What is your current role/responsibility?
Development of a pilot project to evaluate the use of systems pharmacology networks for predictive safety evaluation of currently used drugs and drug candidates in development.
Lead the Clinical Pharmacology program for the regulatory evaluation of Biosimilar Biological Drug Products

What skills make you successful in this job?
Frankly, the accumulated skills in medicine, pharmacological research, chemistry, and mathematics are all necessary. In addition, the ability to develop research collaborations among very diverse scientific and personality backgrounds is essential.

How did you get your current position?
Network/job list. The predictive safety project sounded like an interesting challenge.

How long was your job search?
1 week

What is a typical salary for someone in your position?
$175,000 (for a physician scientist with 20 years in academic medicine and 10 years in intramural NIH research)

What advice would you give to someone who was interested in your career path?
Involvement in national and international scientific groups

Nigamnarayan Acharya
Shareholder
Baker Donelson
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Where is your highest degree from? Emory University, Law, 2001

Other degrees: University of Wisconsin-Madison and Georgia Tech

What is your current role/responsibility?
My role includes (1) generating business for the law firm, (2) supporting associates/non-equity partners/counsels, and (3) counseling clients.

What skills make you successful in this job?
Communication skills

How did you get your current position?
Networking and then recruiters

What is a typical salary for someone in your position?
$100,000

Nancy Adleman

Assistant Professor of Psychology
The Catholic University of America
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Where is your highest degree from? Stanford University, Neurosciences, 2008

What is your current role/responsibility?
I teach two courses a semester, run a lab, mentor graduate students (PhD and MA), advise undergraduate students, and serve in several service capacities for the university.

What skills make you successful in this job?
There are many skills that are important. Right now, however, I think the biggest ones I am trying to work on involve ways to get everything done (since there is way more to do than there is time in which to do it).

How did you get your current position?
A friend from my lab forwarded me the job announcement. She had received it from someone who was faculty at CUA at the time, but who had previously worked with her in a lab. So, it always pays to tap into your networks!

How long was your job search?
Approximately 6 months

What is a typical salary for someone in your position?
~$70,000

What advice would you give to someone who was interested in your career path?
My teaching experience from graduate school was very helpful as it made me an attractive candidate to a school that values teaching.

Anastasia Aksyuk

Scientist
Meso Scale Diagnostics
aaksyuk@gmail.com

Where is your highest degree from? Purdue University, Biophysics

What is your current role/responsibility?
Develop immuno-assays for external customers

What skills make you successful in this job?
Analytical thinking, problem solving, flexibility, ability to adjust to fast-paced environment and take on multiple responsibilities.

How did you get your current position?
Networking

What advice would you give to someone who was interested in your career path?
I took an internship that made it very clear that consulting or policy was not what I wanted to do. I was involved in organizing the 2014 Career Symposium at the NIH, which was a great experience. I was never good at small talk, but I always enjoyed scientific conferences and I started talking more at meetings, including asking questions. That helped me build confidence when discussing my skills and abilities.

Sue Ano
Director
NINDS/Technology Transfer Office
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Where is your highest degree from? Emory University, Bioinorganic Chemistry, 1997

Other degrees: BS, Chemistry, University of Delaware

What is your current role/responsibility?
In my current technology transfer role, I am responsible for helping move science forward by entering into agreements to transfer materials into and out of the NINDS intramural laboratories, to establish collaborations and to partner with outside entities to advance development, translation and potential commercialization of NINDS research. I work with researchers, companies, non-profits, universities, and law firms.

What skills make you successful in this job?
The skills necessary to complete my job include a strong science background, an interest in problem solving, excellent communication, understandings of legal contract language, patent law, and policies, the ability to work with groups of people with different technical backgrounds and sometimes competing interests to reach a common desired outcome

How did you get your current position?
I transitioned out of the lab by going to a training conference and networking there as well as upon my return.

How long was your job search?
1 year

Elizabeth (Libby) Barksdale
Science Policy Analyst
Federation of American Societies for Experimental Biology (FASEB)
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Where is your highest degree from? The George Washington University, Neuroscience, 2011

What is your current role/responsibility?
In my capacity as a Science Policy Analyst at FASEB, I serve as the staff liaison to two of our science policy subcommittees: Clinical and Translational Research and Training and Career Opportunities. This involves staying on top of current and proposed policies and regulations related to human subjects research, translational research, training of biomedical science grad students and postdocs, and career progression (i.e. promotion, tenure, and workforce issues). I spend a lot of time reading the Federal Register and the NIH Guide, and attending meetings and planning sessions that could affect or direct policy. I keep my subcommittees abreast of any noteworthy developments, and if something requires a response I work with them to develop comments.
Last spring, I organized a discussion group for education/professional development staff from FASEB member societies to talk about what services and benefits they offer to postdocs. Our quarterly meetings have been a great way for the societies to highlight what they're doing and planning, and for us to talk about how FASEB could better promote their efforts. One project currently underway is a central listing of all postdoc offerings/activities from all FASEB societies on one webpage.
In addition, all FASEB policy analysts help out with spontaneous and/or "un-owned" projects. For example, last year the 21st Century Cures bill emerged from the House Energy and Commerce Committee at a time when everyone else was really busy but I didn't have a lot going on. I took it upon myself to read and digest all 400 pages, becoming FASEB's de facto Cures expert, and ended up writing the three letters we submitted to E&C on the legislation.

What skills make you successful in this job?
By far the most important skill for my job is being able to write clearly and effectively for your target audience. The FDA isn't going to be impressed by flowery prose, nor will the average Congressional staffer understand scientific jargon. You need to be able to communicate your point(s) firmly and succinctly.
Having good time management and organizational skills is also important. There are times when you'll just have one project going on, but more often you'll be juggling three or more. Prioritizing is key.

How did you get your current position?
I am the rare bird who got my job by applying to a job posting without first knowing anyone in the organization. I saw the listing on the OITE jobs board, knew I was qualified, and applied. However, I shared a number of professional connections with the people I interviewed with; I think this helped me in that potential supervisors and co-workers could see that I was moving in the "correct" circles for the job I wanted.

How long was your job search?
In total about a year, but probably half of that was just half-hearted attempts at applying for jobs I knew I couldn't or wouldn't take.

What is a typical salary for someone in your position?
$55-60,000, but that will vary a lot based on a number of factors.

What advice would you give to someone who was interested in your career path?
Since I knew I wanted to get into policy, I started looking for relevant "extracurriculars." For instance, I joined the NIH Science Policy Discussion Group, as well as a number of FelCom subcommittees. I also did a detail in a policy office- if you're at NIH, I highly recommend looking into this. Also, I took advantage of opportunities to write for my institute's newsletter (NICHD Connection), which afforded me great experience writing for a lay audience.

Tamara Baynham
Principal Consultant (Independent)
Ingenuity Medical Device Research, LLC
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Where is your highest degree from? University of Alabama at Birmingham, Biomedical Engineering

Other degrees: Vanderbilt University, BS Biomedical and Electrical Engineering

What is your current role/responsibility?
Independent consultant partnering with medical device start-up companies to develop intellectual property, provide clinical and preclinical development and strategy consulting, and provide medical writing services.

What skills make you successful in this job?
Medical device subject matter expertise, problem solving, oral and written communication.

How did you get your current position?
Referrals from previous employers and previous co-workers, also website.

What advice would you give to someone who was interested in your career path?
Became a registered patent agent.

Michelle Beaucher
Technical Sales Associate
Thermo Fisher Scientific
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Where is your highest degree from? Johns Hopkins University, Molecular Biology, 2006

What is your current role/responsibility?
I am a technical expert in microscopy and responsible for sales of imaging equipment in my territory. I work with the more general sales representatives within my company as an expert in the microscopy equipment and reagents that we offer. This involves meeting with customers, negotiating sales, and promoting the product. I am also responsible for developing strategies to meet company goals as well as manage my territory.

What skills make you successful in this job?
Communication skills are #1, you need to have confidence in yourself and the products you are promoting. Networking and relationship building are also vital to open doors to opportunities and to keep aware of competition. A general scientific background is also very helpful for discussions with customers and identifying their needs. Long-term planning as well as strong decision making abilities are vital.

How did you get your current position?
I got this job via networking on social media.

What advice would you give to someone who was interested in your career path?
I had training in teaching undergraduates and this was a skill that made my resume stand out.

David Bernstein

Director of Program Management and Strategic Initiatives
Stand Up To Cancer
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Where is your highest degree from? University of Wisconsin-Madison, Biochemistry, 2004

What is your current role/responsibility?
I manage SU2C grant programs and translate scientific work into lay language.

What skills make you successful in this job?
A focus on detail, an interest in process, a desire to measure and analyze when possible, and most importantly the ability to keep things in perspective.

How did you get your current position?
I had worked with the CEO in a previous job. I got that previous job through a recommendation from my boss on Capital Hill. I have never had much success with a traditional job search.

How long was your job search?
6 months

What is a typical salary for someone in your position?
$65,000

What advice would you give to someone who was interested in your career path?
Receiving a AAAS Congressional Fellowship after grad school was a big help in changing my career path. After that, working beyond the job description and making an effort to be collaborative have been extremely important.

Ravikiran Bhairavabhotla

HIV/AIDS Specialist
UNICEF
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Where is your highest degree from? Mumbai, Immunology, 2008

What is your current role/responsibility?
Advisor for diagnostics on global health and emergencies support for Programme Division, Supply Division, Regional Office and Country offices to enable innovations in testing to influence programmes for children and pregnant women.
Global Project Manager at UNICEF headquarters for the HIV Point-of-Care (POC) diagnostics project across 7 sub Saharan African countries (Ethiopia, Kenya, Malawi, Mozambique, Tanzania, Uganda and Zimbabwe) expanding to 3 new countries (Cameroon, DRC and Senegal) in the next Phase. To overcome barriers (quality, accessibility, affordability and delivery) in diagnostics, the project is engaged in both supply and demand sides of the market, to accelerate access to innovative POC diagnostics (CD4, EID, VL). As a result of this project, we actively support sustenance of the POC market and have developed a framework for country specific activities.

What skills make you successful in this job?
Project Management, networking, consulting;
Interpersonal and outreach skills surprised me

How did you get your current position?
Job-listing and networking

Catherine Bollard
Professor of Pediatrics and Microbiology, Immunology and Tropical Medicine
Children's National/The George Washington University
cbollard@cnmc.org

Where is your highest degree from? Otago University, Dunedin, New Zealand, Immunology, 2004

Other degrees: MBChB and MD

What is your current role/responsibility?
I am Chief of the Division of Allergy and Immunology at Children's National Health System and Professor of Pediatrics and Immunology at George Washington University. As a distinguished hematologist and immunotherapist, I am the Chair of the Non Hodgkin Lymphoma Committee for the Children's Oncology Group (COG), a member of the American Society for Clinical Investigation (ASCI) and am on the BMT CTN Steering Committee for the NCI and the NHLBI. I am President Elect of the International Society of Cellular Therapy (ISCT), and serve on the Board of Directors for both the American Society of Blood and Marrow Transplantation (ASBMT) and for the Foundation for the Accreditation of Cellular Therapy (FACT). I co-Chair the ASBMT Clinical Research Training Course and Chair the FACT Professional Relations committee. I was co-Editor in Chief for the Journal Pediatric Hematology-Oncology from 2010-2013 and am currently an Associate Editor for the journals Blood and Cytotherapy. In addition, I am on the Editorial Boards of the journals BBMT and BMT and am a member of the Clinical Oncology (CONC) Study Section, NCI, NIH and am a member of the Cellular, Tissues and Gene Therapies Advisory Committee for the Food and Drug Administration (FDA). My bench and translational research focuses on improving outcomes for patients after hematopoietic stem cell transplantation as well as the development of novel cell therapies for viral diseases (including HIV) and hematologic malignancies.

What skills make you successful in this job?
Laboratory skills required are cell culture, characterization and immune analysis. The laboratory focuses on good laboratory practice and good manufacturing practice. For translation from bench to bedside a working knowledge of GCP as well as the regulations required for cell and gene therapies are required.

How did you get your current position?
Networking.

What is a typical salary for someone in your position?
Physician Scientist - $130K

What advice would you give to someone who was interested in your career path?
Being a member of the IRB and being a part of societies that are leading one's field of research are important. For example, I have served as a member (or vice chair) of IRBs and DSMBs for the past 15+ years. I play an active role in committees for the American Society of Blood and Marrow Transplant, Foundation for the Accreditation of Cellular Therapies and the International Society of Cellular Therapy (currently President Elect).

Rose Brannon
Investigator
Novartis Institutes of BioMedical Research
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Where is your highest degree from? University of North Carolina, Molecular Biology and Genetics, 2010

What is your current role/responsibility?
I work on the analysis of next generation sequencing (NGS) data from oncology clinical trial patients to identify potential markers of response/resistance as well as NGS pipeline improvement, and overall project management.

What skills make you successful in this job?
Communication – be able to communicate bioinformatics/sequencing/statistics with a biologist or clinician and biology with a computational person
Collaboration
Programming in R and/or python
Basic statistics for clinical analyses
Knowledge of signaling pathways
Communication

How did you get your current position?
Networking - I was asked to apply by someone I knew from graduate school and had kept in contact with afterwards.

What is a typical salary for someone in your position?
$75-120k

What advice would you give to someone who was interested in your career path?
I was heavily involved in collaborations starting in graduate school and even more so during my postdoc. Over half of what I do is collaborative with people coming from a variety of backgrounds – clinicians, project managers, biologists, bioinformaticians, or software engineers. Having the experience to understand how to best communicate and collaborate with each different personality has been key to succeeding in my current position.

Gregory Buchold
Freelance Science Editor/Writer
Freelance
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Where is your highest degree from? University of North Carolina at Chapel Hill, Genetics & Molecular Biology, 2004

Other degrees: UNC School of Medicine, MS1-2

What is your current role/responsibility?
I spend the majority of my time editing manuscripts, grants, and cover letters for up to five small scientific editing companies. I also have some private clients. I anticipate spending increasing time on marketing, networking, and improving my business website to increase my private client base.

What skills make you successful in this job?
Freelancers have all the challenges that any remote work position has (time management/distractions, working alone, etc.). Feedback is rare and skills improvement depends on self-motivated study. I'm still learning how to price my personal service rates/provide discounts, how to file paperwork to be paid by university grants, the advantages of incorporating, and how to manage client expectations.

How did you get your current position?
I started editing as a way to make money to support myself while job searching for other opportunities because I had heard about the career path through the NIH Career Symposium and knew a fellow trainee that edited part-time while she was having her children. I also was asked by my first postdoctoral PI to help several of my international colleagues edit and submit papers and book chapters, which was good practice. I found a list of recommended science editing companies on some top tier journals and then searched for related companies on LinkedIn. I generated a list of ~40 companies and applied to all the ones based in western countries who I had been told could pay at a higher rate. I have been contacted by some companies through LinkedIn after I had 1-2 years of experience.

How long was your job search?
I continue to look for full-time positions.

What is a typical salary for someone in your position?
Institutionally affiliated editors/writers typically earn $60-80,000.

What advice would you give to someone who was interested in your career path?
I volunteered to write "news & views"-type articles for the NIEHS Environmental Factor and I blog for ScienceDocs and Biocareers to enhance my visibility. I found that joining the American Medical Writers Association (AMWA) was helpful for networking and I hope to take the coursework they provide to complete the ELS certification. Having an ELS helps to give clients an impression of an editor's skill.

Rebecca Cerio
Health Science Policy Analyst
NIDDK
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Where is your highest degree from? University of Wisconsin, Microbiology, 2007

What is your current role/responsibility?
I analyze the science our Institute supports and communicate that information to federal and non-federal audiences in a lay-friendly way. This communication can take many forms, such as progress reports, briefing materials, or responses to requests from outside organizations or other parts of the federal government. I also stay informed on new initiatives and the science in my area by attending working group and progress meetings, and by reading the primary literature.

What skills make you successful in this job?
Being able to write clearly and concisely for a variety of audiences is the most important skill for my job. I am constantly writing, whether it be an email to answer a colleague's question, text for a Congressional report, a summary of a new research advance, or slides for a presentation. Project management is also incredibly important to my job. I'll often have several projects ongoing at once, each at their own stage in the drafting/revision/review/approval process.

How did you get your current position?
I learned about the position through USAJobs.gov. I didn't have any contacts in the office or in NIDDK, but that didn't seem to slow me down.

How long was your job search?
About a year, from my first serious application to getting the offer letter for my current job.

What is a typical salary for someone in your position?
Most federal science policy positions seem to start at GS-12 or GS-13 on the federal pay scale. Right now a GS-12 in the Washington area starts at ~$77,000, and pay increases with years on the job.

What advice would you give to someone who was interested in your career path?
I joined the NCI's Fellows Editorial Board (a free scientific document-editing service) and the NIH's Science Policy Discussion Group while a fellow at NCI. I think that both were very important to preparing me for my current job. The FEB gave me the opportunity to help others, to learn and practice my editorial skills, and to demonstrate leadership as I worked my way up to the Senior Editor position. In the SPDG I learned a great deal about science policy issues and helped to bring in science policy speakers to present to the group. I served as the leader of the SPDG's web team and wrote pieces for its science policy-focused blog, which was wonderful practice at writing for a lay audience. These activities let me demonstrate on my resume that I was a talented writer/editor as well as being genuinely interested in and dedicated to a writing-focused career in science policy.

Stacey Cromer Berman
Regulatory Project Manager
MedImmune/AstraZeneca
cromerbermans@medimmune.com

Where is your highest degree from? Johns Hopkins University School of Medicine, PhD Interdisciplinary BCMB Program, 2011

Other degrees: BS Chemistry, Lafayette College

What is your current role/responsibility?
I am a Regulatory Project Manager in the Global Regulatory Project Management group at MedImmune/AstraZeneca. I manage the regulatory strategy and execution of regulatory filings for products in development phases 1-3. I work in a global setting, which is one of my favorite aspects of my job. I directly submit to FDA and I manage contract research organizations (CROs), who perform submissions to rest of world regulatory authorities on our behalf. I work on different project teams to move forward the development of products in the therapeutic areas of oncology, autoimmune, and infectious diseases.

What skills make you successful in this job?
I think that regulatory affairs professionals must have a strong attention to detail, work well in cross-functional teams, and be ready to handle a fast-paced, changing environment. I also find that good project management skills and an ability to effectively prioritize workload across several projects while meeting milestones on time is a key to success. Any job in biopharmaceutical development necessities learning to work well with people in a professional environment and this is especially true for regulatory, a function which works with all stages of development from early nonclinical development of a product through clinical trials and after marketing authorization through product lifecycle.

How did you get your current position?
In graduate school I attended as many career related events as possible to learn about different potential options. It can be helpful throughout training to let people know that you are interested in learning about other careers and seek out opportunities to informally discuss or shadow. I heard about my first job in regulatory affairs through a friend. The hiring manager also had a biomedical doctorate and was willing to train me in regulatory. Networking with colleagues, former colleagues, and through professional societies is also helpful.

What advice would you give to someone who was interested in your career path?
In my current position, I pull on my regulatory knowledge from previous projects as well as I continue to receive training from internal and external sources. I also enjoy teaching regulatory to new employees in the regulatory project management group as a way of furthering my understanding.

David Crotty
Editorial Director, Journals Policy
Oxford University Press
david.crotty@oup.com

Where is your highest degree from? PhD from Columbia University, Genetics & Development, 1994

Other degrees: Postdoctoral research at Caltech

What is your current role/responsibility?
I oversee journal policy and contribute to strategy across OUP's journals program. I also am involved in driving technological innovation and I serve as an information officer, both to my colleagues within OUP and to our research society publishing partners and journal editors. I manage a suite of research society-owned journals. Previously I was a Senior Editor at OUP, managing journals and doing journal acquisitions (bringing in society journals to OUP and starting new journals). Before that, I was an Executive Editor at Cold Spring Harbor Laboratory Press where I commissioned new science books and served as the Editor in Chief for the journal "Cold Spring Harbor Protocols".

What skills make you successful in this job?
Jobs on the editorial side of publishing are very social--to succeed, you need to be outgoing and willing to approach prestigious strangers. It is important to be able to pick up a new field quickly and at least be conversant on it on a basic level. Being detail oriented helps because one always has a large number of projects happening at the same time. One thing that has surprised me is the complexity of the business world. Like most scientists, I looked down on business, how hard can it be, right? Turns out it is in fact pretty hard, and in many ways it took me as long to feel comfortable in my knowledge of the publishing business as it did for me to feel comfortable at the bench.

How did you get your current position?
All of my jobs have come from answering listing, and then progressing within the company after being hired.

What advice would you give to someone who was interested in your career path?
As a graduate student and a postdoc I did a lot of peer reviewing of papers, sometimes in tandem with my advisor, and often by myself. This was really helpful preparation for a role as a journal editor. I worked a lot with others in my lab, editing their paper submissions, working with them on their talks to improve them. I did some freelance copy-editing on the side as a postdoc as well.

Jessica Deckman
Senior Medical Writer
InScience Communications/Springer Healthcare
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Where is your highest degree from? Temple University School of Medicine, Microbiology/Immunology, 2010

Other degrees: B.S., University of the Sciences in Philadelphia, Microbiology

What is your current role/responsibility?
As medical writer, I work in a team across several therapeutic areas to support pharmaceutical companies in the publication of their clinical trials. I spend ~30% of my time doing project management and communicating with global clients/authors and ~70% writing abstracts, posters, manuscripts, and other types of publications. I currently mentor junior writers in my company and have recently worked on the research and publication of abstract/poster at International Society for Medical Publication Professionals (ISMPP).

What skills make you successful in this job?
Time management and exceptional organization skills are critical in additional to great communication skills.

How did you get your current position?
I networked through the Association for Women in Science and was forwarded a job opening through a LinkedIn invitation.

How long was your job search?
~9 months

What is a typical salary for someone in your position?
$60,000

What advice would you give to someone who was interested in your career path?
Leadership roles in my graduate school and post-doctoral organizations.

John Delaney
Teacher
Northwestern High School
duncandelaney@gmail.com

Where is your highest degree from? University of Connecticut Health Center, Cell Biology, 2006

Other degrees: University of Maine, BS

What is your current role/responsibility? I teach Advanced Placement Biology and Chemistry in a local high school.

What skills make you successful in this job? Time management, organization, public speaking, public relations, councilor.

How did you get your current position? Job-Listing.

How long was your job search? When I decided to move into teaching; 3 months.

What is a typical salary for someone in your position?
BS ($46,844), MS ($51,646) , PhD ($59,787)

What advice would you give to someone who was interested in your career path?
I worked in Biomedical Research for 3 years before I began my PhD. After my doctorate I did an 18 month postdoc at University of Maryland School of Medicine and a 5 year postdoc at the National Institute on Aging. In December 2013 I applied and was accepted to the Prince George's County Resident Teacher Program (http://www.residentteacherprogram.org/). In June 2013 I started my formal training through the program and in August 2013 I started teaching in Prince George's County.

Eric Dixon

Sr. R&D Manager
BD Technologies - Genomic Sciences
Eric.Dixon@BD.com

Where is your highest degree from? North Carolina Central University, Molecular Biology, 1992

Other degrees: B.S., Southern Illinois University

What is your current role/responsibility?
I am currently a Senior R&D Manager within the BD Technologies organization and responsibilities involve managing a multidisciplinary team of scientists focusing on the development of oncology IVD products. I play a key role in fostering capabilities to drive research in early-stage technology development programs, execute pre-clinical analytical studies, and liaison with both internal and external key opinion leaders to evaluate new technologies. I spend a significant portion of my time writing scientific proposals, manuscripts, patent applications, and grants. I have the fortunate opportunity to mentor junior scientists and actively participate in a special Technology Leadership Development Program for recent Ph.D. graduates.

What skills make you successful in this job?
This job requires exceptional skills to multitask, handle technical challenges, and communicate effectively across businesses. A surprising amount of time is spent writing proposals (internal budget requests as well as external grants for research funding) and providing technical updates to senior management. The ability to juggle limited resources (budget, associate scientists, etc.) and meet aggressive timelines is an absolute requirement for successfully completing scientific projects. Team dynamics are also important and in this capacity, the ability to wisely judge when to intercede or delegate responsibilities is critical to the success of my job.

How did you get your current position?
Networking (and in my opinion critical for finding and successfully landing unique job opportunities).

Alicia Evangelista
Innovation Services Manager
Yet2
a.m.evangelista@gmail.com

Where is your highest degree from? Boston University, Molecular Medicine, 2006

Other degrees: BS University of Virginia

What is your current role/responsibility?
My job category can best be described as an innovation consultant. Specifically as an Innovation Services Manager, I am responsible for developing Open Innovation services for clients as well as delivering on technical searches. On any given day, I might spend half my time speaking to company founders, CEOs, academics and engineers and the other half searching for new technologies and intellectual property to solve specific problems or needs as defined by our clients.

What skills make you successful in this job?
For this field of work, the most important skills are interpersonal and organizational, with an emphasis on independent thinking, confident presentation and self-motivation. Skills acquired from getting an advanced degree, such as familiarity with technical concepts and comfort with interpreting data are also critical.

How did you get your current position?
I found an opening in my current company through a job posting on Indeed.com, but I got my current position through a promotion. Having several different keyword searches across multiple job sites was a big help during the job search, since not all jobs showed up on all sites.

How long was your job search?
I started looking at openings about a year before I wanted to move, but the application and interview process began in earnest about 5 months before my ideal start date.

What is a typical salary for someone in your position?
There is a large range in the consulting field. For a position in a smaller firm with minimal travel, salaries start around $60K. For positions in larger firms with a more intense travel schedule, starting salaries are around $120K.

What advice would you give to someone who was interested in your career path?
At my current company, we do not consider PhD candidates without demonstrated interest in business or technology transfer. My relevant experience in this area came from volunteering at the NIH with BioHealth Innovation and taking FAES Tech Transfer courses. Those two activities helped me get a tech transfer fellowship at the NIAID, which gave me the additional business skills and work experience I needed to get my next position.

Michael Ferenczy
Associate
McKinsey and Company
michael.ferenczy@gmail.co

Where is your highest degree from? University of Pittsburgh School of Medicine, Molecular virology and microbiology, 2010

Other degrees: Tufts University

What is your current role/responsibility?
I serve as a member of a team, helping clients solve difficult problems. This can range from business unit reorganization, to factory operations, to due diligence during mergers and acquisitions. Generally, you synthesize large amounts of information, decide what it means, and use that to help the client make decisions about strategy or operations or staff reorganization. Projects can be very different, and you generally change projects every several months. My company is built on an apprenticeship model, so all members of a team help to create the products and final recommendations. Your responsibilities grow over time.

What skills make you successful in this job?
Ability to break down problems to their component parts/logical thinking; Rapid synthesis of large amounts of information; Effective communication; Excel and powerpoint skills

How did you get your current position?
I applied online to a summer program for Ph.D.s. I was invited to interview instead of joining the summer program. There was a written test on skills in business, math and English, then several case study-based interviews. I used networking to find people to practice with for the case study interviews.

How long was your job search?
A bit more than 1 year

What is a typical salary for someone in your position?
>$100K

What advice would you give to someone who was interested in your career path?
I had a lot of teaching experience, which helped me learn to communicate complex topics in a way people can understand. I spent a lot of time learning how to do case study interviews, which comes in handy because it teaches you the very basic fundamentals of what the job is like (although the cases in reality are much more difficult - and more interesting).

Yaihara Fortis Santiago
Director of Science Alliance
The New York Academy of Sciences
yfortiss@gmail.com

Where is your highest degree from? Brandeis University, Neuroscience, 2012

What is your current role/responsibility?
As the Science Alliance program manager, I develop and implement innovative workshops and courses that provide early career scientists with a range of soft and business skills that will be essential for all careers. I also give seminars on career development and exploration at many of the partner institutions of Science Alliance; and work closely with career development offices and student and postdoc organizations to consolidate resources and implement new ideas for professional development programming.

What skills make you successful in this job?
Essential skills for my position are communication skills, both written and presentation skills, public speaking, and the ability to work in a team setting. Other valuable skills for my position are program administration, time management, organization, event coordination, and social media management. Finally, it's important to incorporate creativity, passion and innovation into your work and have a clear strategic direction for the program.

How did you get your current position?
Networking.

How long was your job search?
8 months

What advice would you give to someone who was interested in your career path?
Other important opportunities that leading me to success were: volunteering experiencing, informational interviews, leadership training and participating of the AAAS S&T Policy fellowship.

Katia Garcia-Crespo
Scientific Review Manger
CSRA
katia.garcia-crespo@csra.com

Where is your highest degree from? University of Puerto Rico

What is your current role/responsibility?
I am currently the Scientific Review Manager for the Cancer Prevention and Research Institute of Texas (CPRIT). The company I work for, CSRA, has a contract with CPRIT to mange it's grants application receipt and peer review process. In my role I am responsible for managing the review process of scientific grant applications submitted to CPRIT. For my main duties I serve as primary client liaison for all scientific issues and with respect to the review process. I manage communications with scientific review panel chairs and reviewers and coordinate the organization of in-person and teleconference peer review meetings. I also do a lot of small tasks every day to ensure that the whole process from application receipt to funding notification runs smoothly. I don't have direct reports but I do assign tasks to several employees.

What skills make you successful in this job?
Organization, attention to detail, and people skills. Communicating effectively is very important for my job.

How did you get your current position?
Applied online at company website to job posted on Indeed.

What advice would you give to someone who was interested in your career path?
My committee work at NIH and a detail at the Office of Extramural Programs were helpful.

Stacey Gilk
Assistant Professor
Indiana University
sgilk@iupui.edu

Where is your highest degree from? University of Vermont, Microbiology, 2004:

What is your current role/responsibility?
I am an Assistant Professor in the Department of Microbiology and Immunology. My primary role is running my research lab, which currently consists of one PhD graduate student and two postdoctoral fellows. My primary daily activities include mentoring my lab members, writing grants and manuscripts, and doing my own experiments. I have a light teaching load, but I do give a few lectures to the medical and graduate students. I also serve on several committees at both the department and school level, review manuscripts for peer reviewed journals, and serve on study sections.

What skills make you successful in this job?
Communication, both written and oral
Grantsmanship
Time management
Personnel management (mentoring, motivating, conflict management)
Project management
Critical thinking
Creativity
Leadership
Networking
Being mentorable (in other words, listening and taking the advice of more experienced faculty)

How did you get your current position? Job listing

How long was your job search? 2 years

What is a typical salary for someone in your position? $85,000
What advice would you give to someone who was interested in your career path? As a postdoc, I took every opportunity that came my way to improve my skills in writing, presenting, leadership, and mentoring.

Erica Goldman
Director of Policy Engagement
COMPASS
egoldman@compassonline.org

Where is your highest degree from? I have a Ph.D from the University of Washington, Biology, 2002

Other degrees: I have a Bachelor's of Science from Yale University

What is your current role/responsibility?
As Director of Policy Engagement for COMPASS, I help train scientists to be more effective communicators and help them connect their science to the policy dialogue at transformative decision points. I help develop the overall strategy for COMPASS' policy engagement, supervise staff, and contribute to fundraising.

What skills make you successful in this job?
It is hard to pin down a discrete set of skill sets for my job. I think the attributes that are most important include the ability to think strategically and see the big picture, communicate verbally and through strong writing and framing, and the ability to grow and sustain relationships as a valued and trusted resource.

How did you get your current position?
I got my job through a combination of networking and a job listing. I had relationships with staff at COMPASS for several years before a job position opened that was a fit for me to apply to.

What advice would you give to someone who was interested in your career path?
I attribute a lot of my success to the fact that I have had a lot of diverse experiences within and outside of academic science that have given me a broad perspective on a lot of fields.

Neil Hanchard
Assistant Professor of Molecular and Human Genetics
Baylor College of Medicine
hanchard@bcm.edu

Where is your highest degree from? University of Oxford, Human Genetics/Clinical Medicine, 2004

Other degrees: University of the West Indies - MD; Pediatric Residency - Mayo Clinic; Clinical Genetics Fellowship - BCM

What is your current role/responsibility?
I am a physician-scientist in Human Genetics; as a consequence my responsibilities extend from research to clinical care to education. I run a translational lab that uses genomics to study complex childhood diseases and includes 3 graduate students, 1 technician and a postdoctoral fellow; I also see patients in both the in-patient and out-patient setting, and I teach (and mentor) medical students, residents, fellows, as well as graduate students. Thus, my activities vary widely from day-to-day, but I generally try to keep my eye on the lab activities, whilst trying to keep up with patient responsibilities and teaching/mentorship commitments.

What skills make you successful in this job?
The most challenging skills are time management and the ability to say "no"; both are interrelated, and are difficult to master (for me). Those aside, there are probably more skills required than I fully possess (!) - the research requires me to "think, do, and write", whilst mentoring trainees requires me to be an administrator/ manager (e.g. budgeting, hiring, motivating). The clinical aspects require organization and time management (again), and education requires thinking "outside the box" (graduate students are easily bored). The biggest surprise is how much managerial skills come into play (I have no formal managerial training) to manage money, time, and people.

How did you get your current position?
After I completed my fellowship I went on the job hunt. I scoured job adverts, spoke to others on the job trail, and did a lot of responding to adverts, but I also did a lot of 'cold emails' to chairs/directors where I thought there would be mutual benefit to my joining. Ultimately (and somewhat surprisingly), my home institution chose to match the offers I received outside.

How long was your job search?
approximately 1 year (between multiple interviews and visits)

What is a typical salary for someone in your position?
A recent survey put the median salary for MD/PhDs in my field at ~$135K/year.

What advice would you give to someone who was interested in your career path?
The verdict on 'success' is still out, but thus far, an open-mindedness to new and sometimes unanticipated opportunities, a genuine curiosity, and a commitment to figuring out the "why?" or "how?" of patients' afflictions or presentations, have kept me going. Nothing else specific or additional as far as being competitive in the job market.

Joe Hanson
Host/creator of It's Okay To Be Smart
PBS Digital Studios
itsokaytobesmart@gmail.com

Where is your highest degree from? The University of Texas at Austin, Cell and Molecular Biology, 2013

What is your current role/responsibility?
I am currently the host, writer, co-producer, and (insert half a dozen other roles from social media manager to fact-checker) of It's Okay To Be Smart, an educational science video series from PBS Digital Studios. We publish weekly videos for an audience of 730,000+ subscribers on YouTube, and the channel gets around 3 million views per month overall. My primary work is planning, researching and writing 30 minutes of educational video content every month in subjects ranging from biology to physics to chemistry to history. In addition to teaching, it also has to be funny, inspiring, and accessible to an audience of mostly Millennial non-scientists or scientists-in-training. This means I spend a lot of time reading, mostly primary research, academic texts, and various works of science journalism, as well as interviewing subject matter experts, and then translating all of this into narratives that will resonate with our target audience.
I also oversee the video editing process, working with my director and editor/animator to build a visual story that best accomplishes our goals. Beyond this, much of my day-to-day activity includes hanging out on the internet… by which I mean we have various social media footprints to cultivate that help us communicate with our audience, publicize new videos, and post supplemental content for our community.
Finally, along with my team, I oversee our overall program strategy and production management to develop growth strategies and to make sure we're making the most innovative online videos that we can and that we continue to grow our audience. Somehow, in between all of this, I find time to write print and web science journalism features on a freelance basis.

What skills make you successful in this job?
First and foremost, I am a writer. Specifically, we would classify my writing skill set under "narrative, explanatory journalism" and "visual storytelling." Additionally, hosting videos in an engaging fashion requires excellent oral presentation skills. I call on many other skill sets each week, all of which I continue to gain fluency in, including photography, videography, video editing, graphic design and digital illustration.
I also stay up to date with various social media and their assorted best practices, including Facebook, Twitter, YouTube, Tumblr, Instagram, and Snapchat.
My scientific training is indispensable. My experience working in teaching and research allows me to efficiently and carefully assemble and assess scientific research, distill its value, and put it into the larger context of its respective field. My experience working in collaborative research settings has also translated well into media production and team project management.

How did you get your current position?
I made the decision to move away from the bench midway through my Ph.D. program. I immediately began leveraging the power of social media to network with established science communicators in various disciplines and media. This let me publicize my work to a broader audience and gave me opportunities to write guest pieces for outlets with established audiences. There was no job description, I created the job I wanted. I managed a million-reader blog from my lab bench for more than 2 years, and was contacted by PBS to develop a YouTube series more or less out of the blue. I am very lucky.

How long was your job search?
It's hard to say when my job started. There's been a steady continuum from student to teacher to researcher to writer to video producer. I wrote for about 2 years on my own before being offered my job with PBS.

What is a typical salary for someone in your position?
$25-$75K/year depending on part/full time.

What advice would you give to someone who was interested in your career path?
While much of my training has been informal, a great deal of my experience in science communication has come in the form of teaching, presenting my own research, developing a program of Pub Science talks for our university community, as well as NSF and AAAS science communication workshops (both digital and real-world). My most important training came during my time as a AAAS Mass Media fellow. It's an incredible program.

Chad Jackson
Emerging Technologies and Innovation Officer
U.S. Department of State
crjacks2010@gmail.com

Where is your highest degree from? Emory University, Pharmacology, Ph.D.

What is your current role/responsibility?
For the Office of the Science and Technology Adviser to the Secretary of State, I serve as lead action officer on activities and dialogues that promote science, technology, innovation and entrepreneurship as international economic development drivers. Also, I track and report to State Department leadership on the potential impact of emerging and transformational technologies likely to impact U.S. interests and societies worldwide. These activities are supported by building partnerships with private sector technology companies and academic innovation centers, domestic and abroad, startup communities, and other government agencies.

What skills make you successful in this job?
The work flow at the State Department is fast paced and very demanding. I think the number one skill you have to have is the ability to work on multiple projects within a very small window of time. You may start with a plan for your work day, but it is inevitable that a new topic will arise and try to dominate your time. Also, you need to have a keen awareness of current events from around the world. If you only care about what happens in he United States, this may not be the job for you. Being a good, efficient writer is important as well. The way people communicate at the State is almost completely through a paper process; therefore, being able to distill down a lot of information into a one page document is a great skill to have in your tool box.

How did you get your current position?
I obtained this job through the American Association for the Advancement of Science (AAAS), Science and Technology Policy Fellowship program.

How long was your job search?
Six Months

What is a typical salary for someone in your position?
$77,490 (GS - 12, Step 1)

What advice would you give to someone who was interested in your career path?
Grant and Manuscript Writing; Entrepreneurship Boot Camp; AAAS Orientation (2-Week Government Affairs Workshop); Human-Centered Design; Personal Branding

Leigh Jackson
Program Officer
The National Academies of Sciences, Engineering, and Medicine
lmjackson@nas.edu

Where is your highest degree from? Emory University, Molecular and Systems Pharmacology, 2011

Other degrees: Bachelor's in Chemistry from Wake Forest University

What is your current role/responsibility?
My responsibilities as a Study Director at the National Academies are to provide day-to-day staff leadership of the project, committee members, and staff; manage the project timeline; direct and monitor expenditures related to the project budget; communicate regularly with committee members and consultants; manage, coordinate, and guide logistics for committee meetings and workshops; collect and synthesize research findings for purposes of the report; draft and edit the consensus study report and help guide it through The Academies' publication processes; prepare the report dissemination and communication plan; and serve as the liaison with the Academies leadership and external parties.

What skills make you successful in this job?
Skills include, but are not limited to: research, networking, management (of staff, committees, and budget), fundraising, cultivating relationships with sponsors, communication/presentation skills, grant proposal development, and writing and editing of consensus study reports.

How did you get your current position?
Networking at the Society for Neuroscience conference.

How long was your job search?
9 months

What advice would you give to someone who was interested in your career path?
Transnational research experiences; Receiving independent grant funding (PI of a small institutional grant); - Working in collaborative research groups; Volunteering at a pediatrics clinic

Kimberly Jacob
HHMI Laboratory Manager
Franklin and Marshall College
kimberly.d.jacob@gmail.com

Where is your highest degree from? The Pennsylvania State University, Genetics, 2009

What is your current role/responsibility?
Many of the responsibilities of my job consist of working with Junior and Senior students who are performing independent research for a grade. I help them learn and execute assays, interpret data, and then present that data in a logical way. Additionally, I help co-instruct various laboratory sections of introductory and upper level courses, maintain the supplies and inventory for the labs, and perform various experiments of my own that are pertinent to publications that are in preparation.

What skills make you successful in this job?
Many skills are important, but time management is the biggest one. If I'm not conscious of everything that needs to be done in a day I'll end up spending 12 hours a day getting my work done. You also need to be understanding and sympathetic, while impressing upon the students that they need to take responsibility for their actions in the lab. Other skills are organization (to-do lists are key), patience, problem solving ability (and the ability to do it really fast), and personability (you need the students to like you, but still understand that you are in charge).

How did you get your current position?
I found my job through online job-listings, but I had done major networking during the same time period.

How long was your job search?
18 months

What is a typical salary for someone in your position?
$40,000

What advice would you give to someone who was interested in your career path?
The ability to mentor post baccalaureate fellows and summer students as a postdoc was very important to the search committee for my current position. They were looking for someone with experience in teaching "lab" at the undergraduate level.

Monik Jimenez
Instructor of Medicine
Brigham and Women's Hospital
mjimenez11@partners.org

Where is your highest degree from? Harvard School of Public Health, Epidemiology, 2009

Other degrees: Whittier College (BA)

What is your current role/responsibility?
I am an epidemiologist, with a research focus in cardiovascular disease and specialized training in oral epidemiology. My current line of work is focused on understanding the social determinants of gender and racial/ethnic inequities in cardiovascular disease with a special interest in stroke and hypertension. I also have worked extensively in exploring connections between oral and cardiovascular diseases and disparities in oral health by race/ethnicity. My current responsibilites are centered on analyzing data from 3 large prospective cohorts. This includes analyzing data that has already been collected and collecting new data from medical records. Additionally, I teach 1st year medical students each spring and provide guest lectures for courses in cardiovascular disease. I mentor students I travel to scientific conferences at least 2 times a year and additionally to various seminars or fellowships. Lastly, I organize a peer mentoring group for trainees and junior faculty and a monthly Faculty Seminar Series for the Division of Preventive Medicine at Brigham and Women's Hospital.

What skills make you successful in this job?
Organization, computer programming, public speaking, writing, and managing relationships. I did not completely appreciate the importance of not just network building and sustaining relationships when I came into this field.

How did you get your current position?
I obtained my current position through a combination of cold calls (reaching out to people) and networking.

How long was your job search?
approximately 6 months

What is a typical salary for someone in your position?
Post-doc ~$60k, Instructor $65-80k, Assistant Prof $100-120k

What advice would you give to someone who was interested in your career path?
I have continually searched for learning opportunities that would also facilitate opportunities for building new relationships with researchers in my field. This includes fellowship programs and conference attendance. Additionally, committee experience at the local and national level have not only been opportunities for growth but also for developing strategic relationships.

Robert Johnston
Assistant Professor
Johns Hopkins University
robertjohnston@jhu.edu

Where is your highest degree from? Columbia University, Biochemistry and Molecular Biophysics, 2005

What is your current role/responsibility?
I am a PI for a research laboratory in an academic university. My job involves designing projects, mentoring students, writing grants, working in the lab, and teaching.

What skills make you successful in this job?
The two biggest skills needed for my job are organization and time management. It is very easy to be distracted by unnecessary tasks. Your time is valuable and you have to be efficient.

How did you get your current position?
I got my job by applying to over 100 jobs and going on 26 interviews over 2 years.

How long was your job search?
2 years

What is a typical salary for someone in your position?
$50-125K

What advice would you give to someone who was interested in your career path?
I double majored in biology and education as an undergrad. I think the training as a teacher has helped my work in the classroom as well as my mentorship in the lab.

Carrie Jolly
Consumer Safety Officer (Investigator)
U.S. Food and Drug Administration/New York District Office
rujolly2@gmail.com

Where is your highest degree from? East Tennessee State University, Microbiology, 2007

What is your current role/responsibility?
I spent a year as a AAAS Science & Technology Policy Fellow at FDA's Center for Food Safety and Applied Nutrition with the International Affairs Staff. I enjoyed learning about the "policy" side of food safety but realized pretty quickly that my interests/career goals were better aligned with working in the "field" instead of at headquarters. Investigators specialize in various FDA-regulated commodities/programs like human/animal food and feed, biologics, drugs, biomonitoring research, and medical devices. I will be specializing in the human/animal food and feed program. My first year will be training intensive then one of my primary responsibilities will be to inspect domestic (and eventually foreign) food firms. Investigators within "domestics" also conduct recall audit checks, collect surveillance samples, follow-up on consumer complaints, conduct environmental swabbing/sampling of firms, and various other tasks. There are also investigators in the field that focus solely on imported products.

What skills make you successful in this job?
Flexibility, strong communication skills, ability to negotiate in potentially hostile situations, being assertive (but calm), and maintaining your integrity are all essential skills for investigators to master.

How did you get your current position?
Network, network, network. But I still had to apply through USAjobs.gov so I can give specific tips on how to get through that process as well.

How long was your job search?
6-8 months

What is a typical salary for someone in your position?
Let's just say that I didn't take this job for the salary. I actually new that I would have to take a pay cut to get this job. But I knew that going into it and I wanted this specific job.

What advice would you give to someone who was interested in your career path?
I networked like crazy, volunteered on numerous committees, and conducted many informational interviews. Often figuring out which career path you want to pursue can be the toughest part. Once I figured that out, then everything else sort of fell into place.

Rosandra Kaplan
Tenure track investigator
National Cancer Institute/National Institutes of Health
kaplanrn@mail.nih.gov

Where is your highest degree from? Dartmouth Medical School, Medicine, 1998

What is your current role/responsibility? Physician Scientist, I am a PI on a Phase I trial and I run an active translational research lab.

What skills make you successful in this job? Effectively prioritizing, good communicator, personal coach, continued curiosity, patience and persistence.

How did you get your current position? A colleague of mine who trained at the NIH recommended me and encouraged me to apply.

How long was your job search?
I did not actually perform a job search. I had a tenure track position at Weill Cornell Medical Center and Memorial Sloan Kettering Cancer Center and then applied only to the NIH.

What is a typical salary for someone in your position?
$90,000-120,000

What advice would you give to someone who was interested in your career path?
Research experiences during high school, college, medical school and residency.

Richard Kim
VP of Sales - Americas
TTP Labtech Inc.
richard.kim@ttplabtech.com

Where is your highest degree from? University of Toronto, PhD in Biochemistry, 1998

Other degrees: MBA (General Management) Boston College

What is your current role/responsibility?
I recently took over all sales responsibilities for the Americas at TTP Labtech. I manage all the sales reps as well as the field application scientists working towards making our target sales number. At the same time, I also have a personal sales figure that I have to contribute.

What skills make you successful in this job?
People and time management is essential in my current role. Also, my scientific and sales training/experience is also crucial in my success. Last but not least are my public speaking ability gained during graduate school and post graduate scientific training, both of which come in very handy. Of course, interpersonal relationship skills are important in building rapport not only with customers but also with colleagues who can help in my job.

How did you get your current position?
I spent a long time getting to know various people's job by having close relationships with not only with colleagues in the same company but also with vendors that came calling. I got into sales during a casual lunch with a vendor whom I've known for 2~3 years and who needed someone.

How long was your job search?
Just happened onto his job but been thinking about transitioning out of science for years before I left.

What is a typical salary for someone in your position?
I would say about $65,000 plus same or above in commission per year.

What advice would you give to someone who was interested in your career path?
Everyone thinks that my MBA was key in me doing my job but I always tell them that the MBA was not needed for me to do almost all that I need to do my job well.

Shree Koushik
Managing Partner
BDRA Consulting LLC
svkoushik@gmail.com

Where is your highest degree from? University of Georgia, Biochemistry and Molecular Biology, PhD

What is your current role/responsibility?
Regulatory consultant for Medical Device and Diagnostics. My company specializes in assisting companies developing Medical Products including Medical Devices and Diagnostics companies navigate the Regulatory pathways by assisting in formulating Regulatory Strategies, preparing and submitting marketing applications, preparing companies for regulatory submissions and helping them navigate through quality and manufacturing compliance.
I also serve as a reviewer of business plans for TEDCO in MD and CIT.

What skills make you successful in this job?
Analysis and a thirst to learn.

How did you get your current position?
Networking, Networking, networking and willingness to learn.

How long was your job search?
Still on going

What is a typical salary for someone in your position?
depends on experience

What advice would you give to someone who was interested in your career path?
Volunteering, taking classes to incorporate skills that you lack, network with instructors and trainers, don't be shy ask, the answer may be no but at least you have an answer, no is not a reflection of you.

Miriam Krause
Director of Education & Outreach
Center for Sustainable Nanotechnology
mkrause@umn.edu

Where is your highest degree from? University of Minnesota, Speech-Language-Hearing Sciences, 2011

Other degrees: Pomona College, BA in Geology

What is your current role/responsibility?
The official description from the posting for my job says that the duties of the Director of Education & Outreach include: "Represent the Center for Sustainable Nanotechnology (CSN) within university, community, state, and nation with respect to science, technology, engineering, and math (STEM) initiatives; utilize the assets of CSN researchers and students to effectively implement CSN outreach/education programming goals; reach diverse audiences with CSN curriculum - particularly audiences underrepresented in the sciences. Manage the scope and direction of the CSN education and outreach program."
The way I explain it is that the "Education" part of my job involves coordinating all of the professional development activities for students who are supported by the Center; the "Outreach" part involves coordinating all the public outreach activities.

What skills make you successful in this job?
Organization and flexibility are probably the most necessary skills, plus the ability to communicate clearly in multiple modalities. I always prided myself on my communication skills, and it has surprised me how many communication challenges have still come up.

How did you get your current position?
Pure networking, plus fortunate timing.

How long was your job search?
about 1.5 years

What is a typical salary for someone in your position?
probably anywhere from $30-70K

What advice would you give to someone who was interested in your career path?
I was a tenure-track faculty member for three years, which prepared me well for some of the professional development aspects of my job. I had also had a variety of "extra-curricular" experiences that contributed to my qualifications for the outreach part of my job, including organizing a Brain Injury Awareness event and coordinating a museum exhibit.

Mark David Lim
Program Officer, Diagnostics
Bill and Melinda Gates Foundation
mark.lim@gatesfoundation.org

Where is your highest degree from? UC Santa Barbara, PhD - Chemistry - Inorganic, 2000

Other degrees: UCSF - postdoctoral; UCSD - BS Chemistry

What is your current role/responsibility?
I'm developing an investment strategy for developing diagnostics that can be used to support the elimination campaigns targeting neglected tropical diseases. The foundation focuses on 8 of these diseases (categorized by WHO) and the diagnostic product development process is full of risks, so we are trying to prioritize needs based on stakeholder input and program needs.

What skills make you successful in this job?
Technical - to be able to understand the science behind the tools and appreciate the challenges for product development. Political savvy - the neglected tropical diseases deals with several different stakeholders, from government, other NGO's, industry, and academic research. Each with their own agenda. You have to learn how to advance things without offending and communication skills become essential.

How did you get your current position?
Networking/previous collaboration. I collaborated with the Gates Foundation when I was working for the DoD, and provided some off-line advice to the foundation. A couple of years afterwards I received an email from my foundation colleague asking if I'd be interested in a short-term stint.

How long was your job search?
The whole process still took about 6 months

What advice would you give to someone who was interested in your career path?
Past jobs - associate director at a think-tank focused on patient philanthropy (FasterCures), a supporting role as chief of technical staff at DARPA, deputy program director at the NCI, AAAS Science and Technology Policy fellow, continuing scientific advisory board member for a multi-pharmaceutical consortium. Each of these experiences introduced me to a network of individuals and organizations that I still leverage to learn and potentially collaborate

Wenny Lin
Senior Real World Data Scientist
Genentech
ms.wennylin@gmail.com

Where is your highest degree from? University of Pennsylvania, Molecular biology, 2008

Other degrees: MPH, Harvard School of Public Health (2009)

What is your current role/responsibility?
At Genentech, I provide epidemiology expertise to support clinical development, medical affairs, and market access. I sit on cross-functional teams and propose strategies for how observational research can provide useful information for drug development, including natural history of disease, current patterns/quality of care, patient cormobidity profile, safety and risk/benefit, and health outcomes research. To provide insights for business decisions and for publications, I plan and execute observational research studies using insurance claims databases, registries, EMRs, and other real-world data sources.

What skills make you successful in this job?
Technical skills (epidemiology, biostatistics, study design, analysis plan writing, statistical programming, research in large observational datasets) are required skills. The skills that help me excel in my position include communication skills (oral and written communication, presentations, understanding your audience) as well as teamwork/ collaboration and influencing skills.

How did you get your current position?
I responded to a job posting on the Genentech Careers website, and then I contacted a former graduate school classmate (via LinkedIn) who had started working at Genentech. Although he worked in a different part of the company, he connected me with the hiring manager and HR recruiter, and when I was visiting the Bay Area, I requested an informational interview with the hiring manager, which led to additional conversations with others in the group. After that visit, the formal interview process began, with several phone interviews and then an all-day in-person interview with seminar presentation.

How long was your job search?
~1 year

What is a typical salary for someone in your position?
100-130K

What advice would you give to someone who was interested in your career path?
Public speaking/presentation skills training and practice; grant writing course; interview practice; teaching an epidemiology course; research experience in large insurance claims/registries.

Sara Lioi
Technical Coordinator/Biomedical Scientist
Leidos supporting CDMRP
lioi.sara.b@gmail.com

Where is your highest degree from? University of Maryland, College Park, Chemistry, 2010

What is your current role/responsibility?
The Congressionally Directed Medical Research Programs (CDMRP) has a two-tiered review process that includes peer review and programmatic review. As a contractor I assist with the programmatic review process, which includes communicating with review panel members, assigning reviews, searching for and inviting ad hoc reviewers when a particular expertise is needed, and making sure the programmatic review meeting runs smoothly. I have also written research highlights and consumer highlights, assisted with a survey of past awardees, reviewed annual progress reports from PIs, written program announcements, and performed various other tasks related to program management and programmatic review.

What skills make you successful in this job?
Time management is a big part of what I do, because as a contractor we have specific dates we have to deliver documents and other information to the customer. There is also a lot of teamwork involved, and communication is important (in person, on the phone, and in writing). As a postdoc I never really delegated work to anyone else, but in this position if I didn't delegate tasks to other people I would never be able to finish everything.

How did you get your current position?
I initially found the listing for a position with Leidos supporting CDMRP on the OITE website. Once I found the initial listing, I applied to any similar openings with Leidos over the course of several months. Eventually I was lucky enough to be contacted by one of the hiring managers and got an interview, which was my third in-person interview during my job search. (Third time's the charm!)

How long was your job search?
~10 months

What advice would you give to someone who was interested in your career path?
I think getting experience outside the lab was an important factor in me getting the position and doing well. I was on the Career Symposium planning committee, wrote for the Intramural blog and the Catalyst, and was on the Fellows Editorial Board. These activities showed I was interested in a transition away from the bench, and they allowed me to use skills I had (like time management) and develop some new ones (writing for a lay audience).

Jaron Lockett
Scientific Program Analyst
National Institute on Aging
lockettj@mail.nih.gov

Where is your highest degree from? Wayne State University, Cellular & Molecular Pathobiology, 2007

What is your current role/responsibility?
I lead NIA evaluation projects based on principles of scientific program evaluation and the systematic collection and analysis of supporting information. I also work to coordinate and manage research proposals and budget documents for institute-wide retreats that determines the allocation of NIA's research budget (approximately $1.3 billion). My job also involves coordinating portfolio analysis and impact measurements to promote assessment of scientific priorities and initiatives across NIA. I also organize and coordinate collection of information and progress reports on research programs, initiatives, studies, and accomplishments from NIA program staff for reporting to NIH, HHS, and Congress.

What skills make you successful in this job?
Organizational, analytical, managerial and communication skills are several skills needed for this position. Fortunately, people have developed these skills in various ways throughout their careers!

How did you get your current position?
I was working in a different IC and a former colleague emailed me about a position that she thought would be good for me. Networking helped me tremendously.

How long was your job search?
8-10 months

What is a typical salary for someone in your position?
$77-90K

What advice would you give to someone who was interested in your career path?
When I was a post-doc, I participated in OITE courses and workshops and took all of the advice given. I also volunteered for extracurricular committees and opportunities within my IC that were not related to my lab work.

Christopher McNabb
Medical Science Liaison
Bayer HealthCare Pharmaceuticals
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Where is your highest degree from? University of Texas at Arlington, Neuroscience, 2014

What is your current role/responsibility?
My primary responsibility is to share the latest science with neurologists and associated healthcare providers within a given geographical territory. I also facilitate on-going research initiatives by conducting in-person visits to research sites, attend scientific congresses, and perform various tasks internally for the company. These internal tasks include mentoring newer team members, conducting literature searches, developing slide decks, and attending meetings.

What skills make you successful in this job?
The most important and most necessary skill for this job is the ability to develop and maintain a thorough command of the science surrounding an entire therapeutic area. Related skills include excellent presentation abilities, enthusiasm for travel, infinite logistical flexibility, phenomenal time management, and intrinsic motivation. I was surprised by how important it is to be able to iron dress clothes quickly.

How did you get your current position?
I got my job after a grueling process of applying to over 200 positions across a span of four months. I utilized every tool available including job boards (Indeed, GlassDoor, Monster, etc.), recruiters (critical to industry jobs), social networking (LinkedIn Premium – Job Seeker), in-person networking, informational interviews, and word of mouth. I got my specific job by scouring LinkedIn for the exact recruiter responsible for filling my position and then reaching out directly to her.

How long was your job search?
Roughly four months

What is a typical salary for someone in your position?
$120,000

What advice would you give to someone who was interested in your career path?
A number of additional experiences contributed to my success. Eight years of experience as a teacher came in extremely useful as a selling point and job skill. Having a well-known, highly respected research institution on your resume definitely helps. Serving on the steering committee for the NIH Career Symposium allowed me to learn an incredible amount about the available career pathways. I took full advantage of the amazing career counselors at OITE. The MSL Society has workshops, books, and free webinars that are very informative. I also highly recommend the myIDP tool on sciencecareers.org.

Patrick McTamney
Scientist I
MedImmune
mctamneyp@medimmune.com

Where is your highest degree from? The University of Maryland, Biochemistry, 2009

What is your current role/responsibility?
I work within a matrix in the Infectious Disease and Vaccines groups where I provide input and support for antigen design, structural analysis, protein production and vaccine delivery methods for a number of different projects and diverse targets. Currently, my main responsibilities are vaccine related and include leading a small group as well working on novel target collaborations. This requires a number of presentations, attending many meetings, working with other functional groups, as well as identifying new targets. My time is spent split between working in lab and my desk.

What skills make you successful in this job?
The normal scientific skills are required, but personal skills are just as, if not more important since you are always working within a team or multiple teams with people from diverse functions in industry. Time management is also necessary since I work on so many different projects.

How did you get your current position?
I got my job through a PI at my center who used to work at MedImmune. Luckily, his wife still worked there, so my PI had his wife hand deliver my CV to the hiring manager.

How long was your job search?
It took about 4 months

What is a typical salary for someone in your position?
$80-95k

What advice would you give to someone who was interested in your career path?
I think acquiring a diverse scientific background was critical for me since it gives me a different perspective than most of my colleagues. Also, a willingness to work on risky projects was significant since they provide amazing opportunities to learn and challenge you to be a better scientist.

Jeremiah Mitzelfelt
Technology Analyst- Life Sciences
University of Maryland, College Park
jmitzelf@umd.edu

Where is your highest degree from? University of Florida, Medical Science, 2011

Other degrees: B.S. in Neuroscience, Regis University, Denver, CO; MS in Regulatory Science, University of Maryland, Baltimore (Finish May 2017)

What is your current role/responsibility?
My primary responsibility is to help move University research discoveries from the lab to the market place. This requires assessing the technologies for available intellectual property (IP) protection (patents and/or copyright) and a market need to justify the IP protection expense. If we decide to move forward with a technology, I am then responsible for identifying and contacting companies that would be interested in licensing the IP to develop it into a commercial product or assisting with the formation of a start-up company to develop the technology. Additionally, I am responsible for educating University faculty, staff, and students on University IP policies and the technology transfer processes.

What skills make you successful in this job?
Communication is key. Not just the ability to write and speak well, but the ability to translate from one field to another. Technology transfer sits at the intersection of science, business, and law, so you need to be able to explain the complex concepts from one area to people in another. Having mastery of one of the three areas (science, business, or law) helps. The ability to develop and manage interpersonal relationships is also critical as this is largely a service industry.

How did you get your current position?
Applied to a job posting on the Association of University Technology Managers (AUTM) career board (AUTM.net).

How long was your job search?
Six months

What advice would you give to someone who was interested in your career path?
While a postdoc I participated in a part-time technology transfer internship. I was an intern for around 18 months before I found my job.

Matthew Mulvey
CEO
BeneVir Biopharm, Inc.
matt@benevir.com

Where is your highest degree from? New York University, Microbiology, 2006

What is your current role/responsibility?
I run product development and fund raising activities.

What skills make you successful in this job?
Many skills are necessary, all of which I have learned on the job or learned from sought after expert advice. Briefly, organizational and communication skills are very important as well as the ability to understand how investors and pharmas see value in a pre-clinical company.

How did you get your current position?
I started the company with two other founders. Prior to founding BeneVir I worked at a small biotech company and learned a great deal about product development, operations, and fund-raising from the company's founders and executives.

Catherine Norris
Assistant Professor
Swarthmore College
cnorris2@swarthmore.edu

Where is your highest degree from? University of Chicago, Psychology, 2004

Other degrees: University of Madison, Dartmouth College

What is your current role/responsibility?
Swarthmore is one of the top liberal arts colleges in the country. My position includes a very equal mix of teaching and research, with a focus on the synergy between the two.

What skills make you successful in this job?
In addition to the more commonly acknowledged skills of writing, experimental design, statistical analysis, and lecturing/leading discussion, I was surprised to find out how much of my position involves managing people. Running a lab requires organization and a lot of logistics, and both inspiring and keeping students (both graduate and undergraduate) on track. A good portion of my time is spent managing people and running the "business" of the lab.

How did you get your current position?
I knew I wanted to make a change, to find a position that allowed me to spend more time working with undergraduates. I did a very specific job search to look for liberal arts colleges near urban areas and found the Swarthmore job on a listing.

How long was your job search?
This one took a total of 3 months; I started looking in early September and had the job offer in mid-December.

What is a typical salary for someone in your position?

What advice would you give to someone who was interested in your career path?
Past experience with teaching was helpful, I'm sure (for a liberal arts college).

Antonio Nunez
Professor and Associate Dean
Michigan State University
nunez@msu.edu

Where is your highest degree from? Florida State University, Neuroscience, 1977

Other degrees: Postdoc at University of Massachussets Amherst

What is your current role/responsibility?
I play the dual role of professor/principal investigator and administrator in the Graduate School. My responsibilities include teaching graduate and undergraduate courses in behavioral neuroscience, supervision of laboratory research and oversight of graduate academic affairs and postdoctoral education at the level of the institution.

What skills make you successful in this job?
Grant writing, teaching, communication, personnel supervision and interpersonal skills are all involved in what I do. Of these, personnel supervision, particularly conflict management, surprised me as an essential skill for success.

How did you get your current position?
I was a postdoc working with several PIs at U. Mass. and one of them made me aware of a good fit for a tenure-line position at Michigan State University.

How long was your job search?
6 months

What is a typical salary for someone in your position?
$55,000 for the Academic year

What advice would you give to someone who was interested in your career path?
Teaching experience at a community college, before completing my doctoral program, was a great experience that made the transition from postdoc to professor easier.

Michael Patterson
Senior Consultant/Lead Scientist
Booz Allen Hamilton
Patterson_Michael@bah.com

Where is your highest degree from? University of Texas Medical Branch (UTMB), Experimental Pathology, 2014

Other degrees: UTMB-MPH and Whitman College-BA

What is your current role/responsibility?
I am currently the science lead advisory and assistance services (A&AS) contractor for Georgia and the EUCOM Science A&AS Region Lead supporting the Defense Threat Reduction Agency (DTRA)-Cooperative Biologic Engagement Program (CBEP). One of the major science roles at CBEP is to utilize cooperative biologic research to build local human capacity, competency, and equipment which can reduce the threat of naturally emerging or intentionally released biologic pathogens. I provide scientific, logistic, acquisition, and pretty much any other form of support the client(s) require. Within this support role, I range from reviewing and advising for grant funding, review conference poster and oral presentation abstracts/submissions, review papers for submission, and act as an overall science subject matter expert for my client.

What skills make you successful in this job?
The three top skills in my belief are:
1) Ability to support the client. All people are different, and as an A&AS contractor I need the ability to work closely and effectively with whoever my client is. This means I need to be able to judge their personalities, their work habits, and their goals and make sure I can meet these requirements while also completing the project.
2) Communicate effectively. While communicating science, both oral and written, is a necessity, I think it is important to simply be able to communicate. My role may be scientific but I am not working only on science. I need to be able to discuss logistics with someone with an MBA sometimes, other times I need to explain how to isolate DNA from an inactivated sample to an acquisitions expert. Being able to clearly and logically explain in writing or orally is critical for this job. Also, recognizing there are different forms of communication is important: researchers may want different things vs project managers vs program managers vs SES. Coming up with 1 good sentence may be more important than 5 pages of backup.
3) Flexibility: I now know more about federal air regulations as it pertains to travel support than I ever thought I would need to know. Be ready for this; don't feel anything is below or beyond you. Be ready to learn new things every day and throw yourself into each new thing as a challenge, not a chore. What you learn today may be critical for your position in 2 years.

How did you get your current position?
I found my position by watching for keyword postings online (indeed.com/linkedin). I knew some of the language for the position I was looking for and kept an eye out for what looked interesting. I had no idea what A&AS was but I knew it fell within my range of interests, interviewed for it and it sounded cool. I had been on the periphery of biodefense due to my graduate research in the BSL-4 but I really didn't have much of a connection to any specific person.

How long was your job search?
3-4 months

What is a typical salary for someone in your position?
80-90k

What advice would you give to someone who was interested in your career path?
I volunteered in public health outreach during grad school by talking about vaccines and vector-borne diseases to 3rd through 8th graders. Also, during my MPH, I did field research work in Peru, which showed I could operate independently in a foreign country which few lab researchers are able to do.

Jennifer Pohlhaus
Vice President
Ripple Effect Communications, Inc.
jpohlhaus@rippleeffect.com

Where is your highest degree from? Duke University, Biochemistry, 2005

Other degrees: Graduate Certificate in Health Policy at Duke University

What is your current role/responsibility?
I am Vice President of Ripple Effect Communications, Inc and minority owner. Ripple Effect provides Intelligent Project Management to our Federal government clients. Our company works with science and health agencies like NIH, NSF, HHS, and CDMRP (part of the DOD) and in my role I oversee several dozen professionals (most with Master's or PhD-level degrees) as they complete various projects or tasks for the government. So, I do corporate- administration tasks within my company, but I also do project management for the government, which is science administration, and many of our projects are grants management, grants policy or some other grants administration work.
For example, for the Congressional Directed Medical Research Programs (CDMRP), our company provides Science Officers (generally, PhD-level scientists) to work onsite alongside Federal staff to manage the scientific portfolio for the agency. In another example, my team manages various projects for the NIH Office of Extramural Research that are related to grant applications and awards. We were responsible for managing the Enhancing Peer Review Initiative a few years ago; we have written dozens of NIH Funding Opportunity Announcements, and we recently updated the look and feel of the NIH Application Guide to be a more user-friendly, web-based product with multiple outputs (i.e. one output type for administrators that contains all the field-based instructions for all application types ranging from fellowship to SBIR, and a second output type specific to PIs that shows only the instructions for the specific application type of interest).
Managing projects and managing people are different tasks, and I am responsible for both. As a manager of staff, one of my most important roles is finding out what obstacles my staff are facing and how to remove them. As a project manager, the "buck stops with me" and I have to be responsible for the quality of the work my team puts out. My goal is to mentor and train my staff so they can meet the project needs but there are times when I have to roll up my sleeves and do project work as well.

What skills make you successful in this job?
In science administration, some of the most critical skills are time management, attention to detail, and building interpersonal relationships.

How did you get your current position?
I went to a career fair when I was in graduate school that turned me on to working in government and I later competed successfully for a Science & Technology Policy Fellow through the American Association for the Advancement of Science (AAAS). I did my fellowship at the NIH in the Office of Research on Women's Health, and I worked on workforce issues, including diversity by sex/gender. At the end of my fellowship, I was connected to Amy Bielski, the owner of Ripple Effect through a mutual NIH colleague. We hit it off and I was hired right away! This is my eighth year with the company and I have grown as the company has grown.

How long was your job search?
After the fellowship, I sent hundreds of "cold applications" with virtually no response over a period of months. When I used my network, I got a job offer in a few weeks.

What is a typical salary for someone in your position?
AAAS Science & Technology Policy fellows start out equivalent to the GS-12 Federal pay scale. Straight from the bench hires in my company start slightly hirer than the equivalent postdoc salary on the NIH stipend pay scale, with frequent reviews.

What advice would you give to someone who was interested in your career path?
Getting the AAAS Science & Technology Policy Fellowship helped my career immensely. I wouldn't have gotten to the place I'm at now if I hadn't had that experience. In addition, taking a position at a small company (4 people when I first joined) gave me the opportunity to stretch my skills on a daily basis. When the company is that small, it is important to wear many hats. Within a year, I had developed skills in communications tasks such as press releases, IT skills such as SharePoint, and evaluation skills such as qualitative research, in addition to furthering my science policy skills.

Ben Porter
Academic Program Officer II
The University of Texas at Dallas - Department of Bioengineering
benjaminaporter@yahoo.com

Where is your highest degree from? The University of Texas at Dallas, Cognitive Neuroscience, 2011

What is your current role/responsibility?
My main role is to support the department head and a rapidly growing graduate and undergraduate program. My position acts as a liaison between faculty, staff, students, other offices within the University and at other universities. Specific tasks include hiring and supervising staff, helping with accreditation, setting and maintaining departmental policies, assessment of the programs and policies within the departments, assisting with running the graduate program, problem solving, and jumping in where needed.

What skills make you successful in this job?
Communication skills, both verbal and written, are important for my position as I communicate with people ranging from students to associate provosts to industrial partners. I need to feel comfortable asking questions from people who know more than I do about a topic and then using that input to make appropriate decisions. I frequently need to use the problem solving and trouble shooting skills I picked up during my PhD on administrative related tasks, such as assigning offices, scheduling courses, or altering degree programs. Organizational skills have helped me to keep track of the large variety of tasks I must complete and in the frequent events that we schedule. The more surprising skill that I continue to learn is how to properly supervise people in a collaborative manner that maintains good morale. Although I had supervised people before, I am definitely developing the skills on how to do it correctly, including finding the right people to begin with.

How did you get your current position?
I was already working at UT Dallas in the Office of Communications. My current supervisors was one of the people that I wrote press releases about, and I already knew him a little from my PhD work where he was a collaborator through my mentor on one of my projects. He knew of my background and my previous mentor knew of my administrative interests from when I worked in his lab. I was keeping tabs on positions opening up at UT Dallas when I saw the post, so I inquired and was strongly encouraged to apply.

How long was your job search?
One month, then three months to hire

What is a typical salary for someone in your position?
Only one at UT Dallas, $65-70,000 nationally

What advice would you give to someone who was interested in your career path?
Organizing the DC Metro Area Chapter of the Society for Neuroscience, networking throughout the university, studying science policy which taught me a lot about politics and leadership, keeping informed on science and higher ed news

Dharmendar Rathore
Senior Scientific Review Officer
National Institute of Allergy & Infectious Diseases
rathored@niaid.nih.gov

Where is your highest degree from? National Institute of Immunology, New Delhi, India, Biological Sciences, 1997

What is your current role/responsibility?
I am a senior Scientific Review Officer (SSRO) with the Scientific Review Program (SRP) at NIAID. As an SSRO I interact with scientists and researchers across all infectious diseases disciplines, work with 40 SROs within the Review Program, and discuss and formulate peer review activities and plans with Program Officers, Contracting Officers, Grants Management Officers, and stakeholders in the NIH to meet the goals of the institute. As part of the SRP management team I am involved in hiring, training, and mentoring SROs and administrative staff. I also help to develop new tools and technologies to improve efficiency, workload management, and contribute towards managing peer review operations for grant applications and R&D contract proposals received by SRP. In addition, I stay abreast with the latest scientific advancements in infectious diseases by attending scientific meetings and conferences. I also conduct extramural outreach activities by delivering grantsmanship presentations at various scientific meetings.

What skills make you successful in this job?
To be a successful SRO the candidate needs to have a broad background in science especially infectious diseases research for NIAID, understand NIH's peer review policies and processes, have well developed project management skills, strong oral and written communication skills, ability to work in a team environment, and well developed time management and computer skills.

How did you get your current position?
I came across the job posting on the Immunology Listserv.

How long was your job search?
6 months

What is a typical salary for someone in your position?
$95,000

What advice would you give to someone who was interested in your career path?
During my stint as Fogarty and Research Fellow with the Laboratory of Malaria and Vector Research in the intramural program at NIAID/NIH (1997-2003), I took computational biology related courses at The University of Maryland and Johns Hopkins University, and attended a two week course on computational biology at Cold Spring Harbor laboratory. Subsequently, I served as a faculty for a bioinformatics course at the FAES. My experience in conducting malaria pathogenesis and immunology research combined with my interest in bioinformatics led to an Assistant Professor position at the Biocomplexity Institute of Virginia Tech (2003-2008). As an independent faculty I supervised and mentored post-doctoral researchers, technicians, and undergraduate students, served on thesis committees of students in various academic departments and participated on numerous administrative committees at the university. In addition, I applied and obtained extramural funding for my research program from university, state, and federal agencies. These experiences, when combined, turned out to be very valuable for obtaining the Scientific Review Officer (SRO) position at the NIH (2008-2013). As an SRO I developed a thorough understanding of the NIH peer review process, enhanced my management skills by attending professional development training, and volunteered to take on the most challenging peer review assignments. In 2013, I was competitively selected for the SSRO position when a vacancy opened due to a retirement within the Scientific Review Program.

Felix Rivera-Mariani
Lecturer
Miami Dade College
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Where is your highest degree from? School of Medicine of the University of Puerto Rico, Microbiology and Medical Zoology, 2010

Other degrees: ASM (Science Teaching Fellowship); Johns Hopkins School of Public Health (Postdoctoral Fellowship in Environmental Health Sciences, Data Science and Genomic Data Science Specializations); System Biology Specialization (Ichan School of Medicine at Mt Sinai)

What is your current role/responsibility?
Currently, I am a lecturer at Department of Biology, School of Sciences, at Miami Dade College. In this role, a teach undergraduate courses in Biology, general and upper division Microbiology and Biochemistry. Nevertheless, I maintain my scientific endeavors by collaborating with colleagues in the fields of Aerobiology, Immunology, and Immunotoxicology of airborne pollutants. I currently participate as thesis committee member for two graduate students at the Department of Microbiology, School of Medicine of the University of Puerto Rico. In addition, I am currently a principal investigator in a scientific-mentoring project (http://teachers-in-space.com/perlan-cubesat-participants-for-2016/perlan-cubesat-participant-thomas-armstrong-toro-high-school/), in which with other colleagues we are mentoring a group of high school students with the goal to assemble a miniature satellite to study the microbiome of the stratosphere. This miniature satellite will reach the stratosphere on a glider.

What skills make you successful in this job?
There are several skills that we must develop to be successful educators. Organization is extremely important, as well as understanding how learning actually works. We must also understand that there are different levels of cognitive learning, knowledge dimensions, and not less important is to understand how other factors (e.g. cultural influences, classroom environment, professors, enthusiasm, different teaching approaches) contribute to learning. In addition, similar to performing research, we must set expectations of what we want students to learn and how to learn it, and what learning outcomes we expect from the approaches we decide to implement. I consider very important employing data analysis of assessments to make evidence-based decisions in the classroom. For these evidence-based decisions, it is important that our formal and non-formal (non-graded) assessments be matched to specific topics, levels of cognitive learning, as well as levels of knowledge dimensions. These decisions may include identifying areas that students may be struggling the most, approaches that may not be accomplishing their purpose, or even identifying individual student's struggles as well.

How did you get your current position?
At the end of my postdoctoral appointment, I was able to apply to several jobs. Nevertheless, due to family reasons, I had to move to the Florida region. My Science Teaching Fellowship was fundamental in obtaining the lecturer position at Miami Dade College.

How long was your job search?
My job search was probably a year long.

What is a typical salary for someone in your position?
A typical starting salary is about 50K, depending on where is the geographic location of the institutions you are applying. Information about salaries can be found at the following website: http://data.chronicle.com/

What advice would you give to someone who was interested in your career path?
Additional training is definitely important because prior to the Science Teaching Fellowship my knowledge of teaching and classroom learning approaches were minimal. With additional training, I was able to better understand how learning works. In addition, there are many books that also helped me understand about learning, such as the book titled "How Learning Works: Seven Research-Based Principles for Smart Teaching." This is a great book to have to know how education research has lead to better understand students' learning.

Chandler Robinson
CEO
Monopar Therapeutics
chandler.pfc@gmail.com

Where is your highest degree from? Stanford, Medicine, 2014

Other degrees: MSc from London School of Economics, MBA from University of Cambridge, BA from Northwestern University

What is your current role/responsibility?
My current role is CEO. I help shape the company's strategic direction, as well as oversee the company's day to day operations.

What skills make you successful in this job?
Not that it is necessary to have experience with all three, but I have found having a background in medicine, science, and business to be very helpful.

How did you get your current position?
I was a co-Founder of the company.

Kaliris Salas-Ramirez

Assistant Medical Professor
CUNY School of Medicine
ksalasram@ccny.cuny.edu

Where is your highest degree from? Michigan State University, Neuroscience, 2007

Other degrees: University of Puerto Rico - Mayaguez, BS in Biology 2000

What is your current role/responsibility?
I am a researcher, professor, mentor and advisor to undergraduate, graduate and medical students. I like to think that I am a well-rounded, full fledged academician.

What skills make you successful in this job?
Time management, social skills and cultural competencies are a critical component of being an academician. The life of being in the lab all day, running experiments and reading papers, are long gone. I have to schedule literature searches and decide when I am going to be in the lab vs the office or at meetings. It is a balance.

How did you get your current position?
I was an internal hire. I worked really hard as a post doc and my advisor/Dean saw the potential in me and believed that I was the right fit for our school, and I think that he was right and I am very grateful.

How long was your job search?
one year

What is a typical salary for someone in your position?
$60,000+

What advice would you give to someone who was interested in your career path?
I think that always being part of a support group helped me succeed. I was part of the APA-DPN, AGEP, DI-DARP, and now a fellow on two R25 for early career investigators. Always having access to things happening outside of my institution and staying competitive at all times for any arena is critical. This included opportunities to network in different arenas and obtain training from different people. I attended courses in MBL and CSHL.

Goli Samimi
Program Director
NCI/DCP
goli.samimi@nih.gov

Where is your highest degree from? University of California, San Diego, Biomedical Sciences, 2004

Other degrees: Harvard School of Public Health (MPH)

What is your current role/responsibility?
I manage the ovarian and endometrial portfolios in the Breast and Gynecologic Cancer Research Group in the Division of Cancer Prevention, NCI.
I have 3 major roles/responsibilities:
1.) Manage Grants (submissions and funded grants)
2.) Manage Contracts (for DCP, contracts involve early phase chemoprevention clinical trials)
3.) Identify scientific gaps and funding opportunities
In our group, each program director focuses on a different disease (e.g. breast cancer, cervical cancer, ovarian cancer, endometrial cancer); however, we all work together as a team to get our jobs done.

What skills make you successful in this job?
Scientific expertise in your portfolio topic, time management, scientific reading and writing, oral communication skills, solid understanding of NIH policies

How did you get your current position?
I found out about the role through collaborations and networking. I had previously worked with my Branch Chief, so when the opportunity came up to hire someone to manage the ovarian portfolio, he reached out to me to apply.

Sean Sanders
Editor, Custom Publishing
Science/AAAS
ssanders@aaas.org

Where is your highest degree from? University of Cambridge, Molecular Biology, 1996

What is your current role/responsibility?
I perform a number of diverse tasks as the Editor for Custom Publishing. These can loosely be classified as scientific editing, project management, business development, and webcast/webinar moderating. As a scientific editor, I lead the creation of educational customized print and online products, including booklets, advertorials, and posters. The print component appears either within the journal Science, or rides along as a polybagged supplement. The online portion appears as a PDF and/or interactive booklet or poster, which may include multimedia components. I project manage the major of custom publications produced by my office, in collaboration with my Associate Editor. This involved frequent communication with the publication sponsor, scientific authors, professional writers, design/layout experts, outside third-party vendors (e.g., website developers), and proofreaders. I also ensure that all projects run to schedule and are published on time and within budget. This requires extensive attention to detail, good time management skills, clear and frequent communication, and often a good deal of diplomacy. On the business development front I assist to identify potential new business, generate ideas for new custom products that provide value to our sponsors, and decide (together with my supervisor) which new products are worth developing. I then put in place an action plan to make these a reality. Under the custom publishing banner, we create webinars about the latest scientific technologies and about careers in science. These take the form of audio events broadcast using phone lines, or video events recorded live in a professional TV studio. I oversee and moderate the majority of these events and have done so since 2007. Finally, I also oversee our small but active Outreach program that reaches early career scientists to educate them on all facets of careers in the sciences, both in research and non-research settings.

What skills make you successful in this job?
Good attention to detail and ability to track multiple projects at the same time. Broad scientific knowledge in the biological sciences. An ability to read and understand a broad range of topics, as well as edit content in those topic areas. Patience to deal with clients/sponsors of customized content, especially when deadlines are looming. Good communication skills to clearly share information internally and externally.

How did you get your current position?
Networking, through a previous colleague.

How long was your job search?
About 4 months

What is a typical salary for someone in your position?
55K - 65K

What advice would you give to someone who was interested in your career path?
Reviewing articles for journals. Informally editing and reviewing papers for other scientists when I was in the lab.

Senthil Saravanamuthu
Director of Business Development & Sales
Bio Basic Inc
senthil.s@biobasicusa.com

Where is your highest degree from? University of Hannover, Germany, Molecular Microbiology, 2004

Other degrees: Master of Science in Life Sciences, Bharathidasan University, India

What is your current role/responsibility?
In my current role as Director of Business Development & Sales, I a responsible for managing and increasing the sales targets for the whole US, managing activities & sales performance of territory sales managers, hiring for the positions within US, identifying and establishing distribution partnerships and other strategic B2B relationships. I am also responsible for providing customer/technical support when needed and contributing to the strategic roadmaps & future directions for the company.

What skills make you successful in this job?
Skills that make you successful include a strong scientific research background, people skills , meaning the willingness to reach out to strangers and connect with them, time management, decision making and judgement skills as well as the ability to spot hidden opportunities for sales.

How did you get your current position?
Job listing - Craig list/ Bio jobs

How long was your job search?
2 weeks (Lucky I should say)

What is a typical salary for someone in your position?
50K plus commission

What advice would you give to someone who was interested in your career path?
INNOVATE (Batch of 2010) - entrepreneurship and technology commercialization and previous Jobs experience (6months) as Science analyst at Bioinformatics LLC.

Jennifer Sargent
Senior Editor
The Lancet
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Where is your highest degree from? Dartmouth College, genetics, 2009

What is your current role/responsibility?
My core responsibilities are to evaluate submissions for publication in The Lancet and to negotiate peer review, to commission Comments, Reviews and Seminars, travel to conferences and meetings to engage with authors. I also work on longer term projects, such as Lancet Commissions, which run for up to 2 years.

What skills make you successful in this job?
Above all, you need a passion for research, a good sense of how a field is moving, and what topics and trials are of interest to the community. Confidence to stand by a decision, but being receptive to others' opinions is equally important. Working for a weekly journal with daily online publishing and the option of fast tracking research means that task prioritisation and organisation are critical. Interpersonal skills are essential for both inside and outside the office. There is some writing involved, mostly editorials, and while not a huge part of the job, good writing is highlyl valued. You really need to be alright with reading a lot of papers, sometimes very quickly to find the key data and message.

How did you get your current position?
I first started to explore this career path after meeting an editor at a retreat learning what he does for a living. I learnt most about what the role involved by applying for different jobs and talking to editors in the interviews. I did do a couple of informational interviews too. This is my second editorial position, and I applied from a job listed I saw on LinkedIn. A lot of editorial jobs are advertised on LinkedIn and Nature Jobs.

How long was your job search?
2 years

What is a typical salary for someone in your position?
Hard to say as there are a lot of factors. Possibly £20-£40K. ($40-$60K)

What advice would you give to someone who was interested in your career path?
It was important to demonstrate that I could leave the bench. I joined the NIH Fellows Editorial Board, and had the opportunity to do a 6 month detail in science communication at the NIH.

Dave Vannier
Science Communcation & Digital Media Branch Chief
NIDCR/NIH
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Where is your highest degree from? Columbia Univsersity, Microbiology, 1997

Other degrees: University of Washington & Fred Hutchinson Cancer Research Center

What is your current role/responsibility?
I design and conduct communications/education projects that bring biomedical research discoveries into the real world. Our audiences include health professionals, scientists, advocacy groups, and the public. Our goal is to appropriately engage each audience with the latest research so that they can best act to improve the health of their communities.

What skills make you successful in this job?
I need to write clearly and concisely, translate complex research into plain language that is meaningful to a specific audience, be ready to dive into new ways to communicate and educate, understand the needs and wants of specific audiences, build relationships with individuals and organizations, and solve problems. The ability to be positive and withstand death by one thousand bureaucratic papercuts also helps.

How did you get your current position?
I have been involved with education activities at NIH since 2001. I started my current job in 2014 and discovered it by talking with the people around me (networking).

What advice would you give to someone who was interested in your career path?
I have a background in research, which helps me understand science and culture of the scientists who I interactive with daily. I also spent a decade developing science education materials for middle and high school students. This helps me design our projects with specific goals in mind – "what do we want people to do after our communications effort?" I've also worked with a variety of different audiences from 6-year olds to Congressional staffers and I am patient.

Golnaz Vahedi

Assistant Professor of Genetics
Perelman School of Medicine, University of Pennsylvania

Where is your highest degree from? Texas A&M University, Electrical Engineering, 2009

John Wagner

Senior Vice President, Head of Translational Research and Early Clinical
Takeda Pharmaceutical International Co.
john.wagner.md.phd@gmail.com

Where is your highest degree from? Stanford University School of Medicine, Medicine, 1991

Other degrees: PhD at Johns Hopkins University School of Medicine

What is your current role/responsibility?
Currently, Senior Vice President and Head of Clinical and Translational Sciences at Takeda Pharmaceuticals International Co. This position is leader of a group of functions dedicated to the accomplishment of translational and early clinical research, including translational clinical science, early clinical operations, quantitative clinical pharmacology, translational biomarker and genetic research, imaging, and strategy and operations. I am also Editor-in-Chief, Clinical and Translational Science (www.ctsjournal.com), member of the National Academies Institute of Medicine Forum on Drug Discovery, Development, and Translation, Executive Committee member of the FNIH Biomarkers Consortium, and Past-President, the American Society for Clinical Pharmacology and Therapeutics (ASCPT).

What skills make you successful in this job?
It is a long list of skills. Currently, among the most important are leadership skills including change management/leadership, strategic talent management, coaching and developing, leadership communication, team building, and relationship building. Other skills include scientific and clinical acumen, driving results, strategic thinking, planning, priority setting, time management, creativity and innovation, organizational savvy, communication, delegation, negotiating skills, team-work, partnership and collaboration skills. I was surprised to the extent that team-work, partnership and collaboration skills were absolute requirements in industry.

How did you get your current position?
This job, like many in the industry, was initially facilitated by an executive recruiter. That said, the importance of personal connections and networking can't be over-emphasized. Scientific societies, like ASCPT, and scientific volunteering e.g. editorial work, are rich sources of broad-based networks.

What advice would you give to someone who was interested in your career path?
Volunteer work in scientific societies and other volunteer organizations is a fanstastic way to get leadership experience, which becomes directly relevant to the day job. Besides current roles, I was Past-President, Board-of-Directors member, and Scientific Program Committee member for ASCPT, on various editorial boards, past chair of the PhRMA Clinical Pharmacology Technical Group, past chair of the adiponectin work group for the Biomarkers Consortium, past committee member of the IOM on Qualification of Biomarkers and Surrogate Endpoints in Chronic Disease, and past member of the IOM National Cancer Policy Forum. All of these kind of volunteer experiences build and augment leadership experience.

Tonya Webb
Assistant Professor
University of Maryland, Baltimore
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Where is your highest degree from? Indiana University, Microbiology and Immunology, 2003

What is your current role/responsibility?
I have a research lab focused on cancer immunology and immunotherapy. I teach classes in the graduate, medical, and dental schools.

What skills make you successful in this job?
Communication, writing, and math skills.

How did you get your current position?
posted on Sciencemag.org

How long was your job search?
6-9 months

What is a typical salary for someone in your position?
100,000

What advice would you give to someone who was interested in your career path?
Gaining teaching experience throughout my training was extremely beneficial. In addition, participating in grant writing workshops has been helpful.

John Weldon
Assistant Professor
Towson University Department of Biological Sciences
jweldon@towson.edu

Where is your highest degree from? Johns Hopkins University, Biology, 2006

What is your current role/responsibility?
Like most tenure-track academic positions, I have teaching, scholarship, and service responsibilities. Different institutions balance these obligations in different ways. Towson University places emphasis on both the teaching and scholarship. I currently teach ~18 direct student classroom contact hours per year, have an active research laboratory in which I supervise 5-10 undergraduate research students and 1 MS graduate student, and serve on several standing committees.

What skills make you successful in this job?
Time management and organization are important to balancing the many different aspects of the job, in addition to having time for your family.

How did you get your current position?
I applied to a job advertisement I found on the AAAS Science Careers website.

How long was your job search?
Approximately 1 year

What is a typical salary for someone in your position?
Varies

What advice would you give to someone who was interested in your career path?
Teaching experience and training. I took the "Scientists Teaching Science" class and taught through the FAES program while in my postdoc.

Julie Wu
Patent Examiner
USPTO
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Where is your highest degree from? Yale University, Pharmacology, 2004

Other degrees: BS-SUNY at Stony Brook

What is your current role/responsibility? I am examining patent applications that are related to antibody engineering, biomarkers for cancer, and immunotherapy for cancer. I search the scientific and patent literature to determine if the claimed ideas are novel and non-obvious. The findings are written in an "office action", which is the official communication for the patent application. I work directly with attorneys to come up with agreeable language and/or patentable ideas.

What skills make you successful in this job? Because the topics of the patent applications are different, having a diverse scientific background makes it easier to examine the applications. Basic scientific analytical and research skills are helpful for learning and understanding new topics quickly. Having experiences in diverse experimental techniques and understanding in different scientific area are also useful.

How did you get your current position? A former PRAT informed the PRAT director that the USPTO was hiring. At the time, I was "sort of" interested in looking for a job. After discussing the details of the position with the former PRAT at the USPTO, I applied for the job.

How long was your job search? This was the first job I applied for.

What is a typical salary for someone in your position? $70-92K

M. Raza Zaidi
Assistant Professor (Tenure-Track)
Temple University School of Medicine
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Where is your highest degree from? Rutgers University-New Brunswick, Biochemistry & Molecular Biology, 2003

What is your current role/responsibility?
I'm an Assistant Professor at the Fels Institute for Cancer Research and Molecular Biology at Temple University School of Medicine. My primary responsibility is to manage my lab, which includes two postdoctoral fellows and two graduate students. I meet with them on a weekly basis to discuss the progress of their projects and immediate future experimental objectives and goals. These discussions can span a wide range of topics, including data interpretation, troubleshooting, compiling figures for papers in preparation, next steps in the experimental plan, recent literature of interest, collaborative projects, etc. A lot of my time is spent writing grant proposals. In the last 3 years, I have written about 12 grants of different sizes per year. With low grant funding success rates these days, you have to write as many proposals as you can. I have had low teaching load so far in my first three years, with only 4-5 lectures per year. This will gradually increase over the next few years. I have served as a PhD Candidacy Examination Mentor for three 2nd year PhD Program students. In addition to my own PhD students, I serve on the PhD Thesis Advisory Committees of four other students. I serve on three institutional academic committees, which include the PhD Program Admissions Committee and the Faculty Search Committee for Fels Institute.

What skills make you successful in this job?
Strong bench science skills, time management, persuasive writing, people management, and public speaking.
I think the most important skill that comes in handy is to judge people's "scientific character," and motivation level while selecting for the positions in your lab. This is a difficult one, but can significantly influence the success of your lab in the first few years.

How did you get your current position?
1. www.sciencemag.org/careers
2. Naturejobs.com
3. Personal and Postdoc Advisor's connections.

How long was your job search?
18 months.

What is a typical salary for someone in your position?
$100,000

What advice would you give to someone who was interested in your career path?
I took advantage of all the career-related symposiums, workshops, information sessions, and other training resources offered by OITE. They helped me to know and understand what was required for success in my job-hunt, and how to tackle all the speedbumps and roadblocks.