RACAPITAL | CAREER MAP

CHARTING A COMPLEX WORLD WITH TECHATLAS

WHAT TO DO WITH A BACKGROUND IN BIOLOGICAL SCIENCES?

(If you don't want to be in academia, a physician, or other healthcare provider)

I WOULD LIKE TO SURVEY THE LANDSCAPE (BUT DON'T ENJOY FINANCE)

I don't want to do science myself and I don't enjoy finance, but I want to learn about many different technologies

- DATA AGGREGATION/ PUBLISHING
  - Clarivate Analytics
  - MedTracker
  - IMS Health
- PATENTS
  - PATENT ATTORNEY
    - Many law firms
  - PATENT EXAMINER
    - US Patent and Trademark Office
  - IP ANALYST
    - Global Prior Art
- SCIENCE/ TECHNICAL WRITING
  - Biocentury
  - In Vivo
  - Science

I WANT TO BE PART OF THE HEALTHCARE REGULATORY PROCESS

- WORK FOR CENTERS FOR MEDICARE AND MEDICAID SERVICES (CMS)
  Decide how the US government will pay for healthcare
- WORK FOR THE FDA
  Help decide which products get approved
- WORK FOR THE AGENCY FOR HEALTHCARE RESEARCH AND QUALITY (AHRQ)
  Study which products are more effective than others

I ENJOY DOING THE SCIENCE

- I ENJOY BASIC RESEARCH
  Bench scientist in some big company
  - BENCH SCIENTIST IN A LARGE COMPANY
    - Pfizer
    - Novartis
    - Merck
- I ENJOY APPLIED SCIENCE
  - CONTRACT DESIGN/ ENGINEERING FIRM
    - IMDS
    - Avisionary
  - MEDICAL DEVICE DESIGN/ ENGINEERING
  - MEDICAL DEVICE COMPANY
    - Boston Scientific
    - Medtronic
    - Many small companies
  - CONTRACT RESEARCH ORGANIZATION (CRO)
    Provides services to companies on a contract basis, including chemical screening, preclinical animal testing, and clinical trial management
    - Quintiles
    - Covance
    - Charles River Labs
    - Evotec
  - DRUG/ DIAGNOSTICS DEVELOP-MENT
    - CHEMICAL ENGINEER (MS)
    - BIOTECH/PHARMA BENCH SCIENTIST (PhD)
    - CLINICAL TRIAL PLANNING OVERSIGHT (MS OR MD)
    - STATISTICIAN (MS OR PhD)
    - AT A COMPANY THAT'S ACTUALLY DEVELOPING PRODUCTS
      - LARGE COMPANY
        - Pfizer
        - Vertex
        - Abbott
        - Biogen
      - SMALL COMPANY
        - Thousands

I WOULD ENJOY SALES AND MARKETING

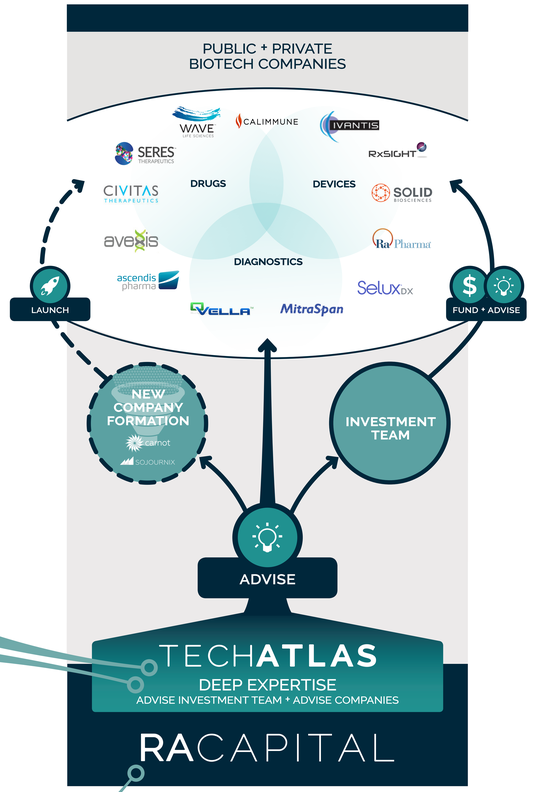
- MARKETING (MBA HELPS)
- SALES REP AT COMPANY OR CONTRACT SALES ORGANIZATION

I WANT TO ILLUSTRATE SCIENTIFIC CONCEPTS

- PRESENTATION DESIGN
- DATA VISUALIZATION (INFOGRAPHICS)
- MEDICAL ILLUSTRATION
  - RA Capital Management

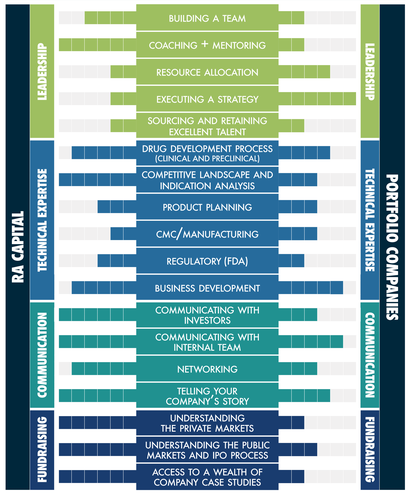
I WOULD LIKE TO SURVEY THE LANDSCAPE AND LEARN ABOUT TECHNOLOGIES, BUSINESS, AND FINANCE.

- BUSINESS DEVELOPMENT
  - AT A SMALL COMPANY: SELL/OUT-LICENSE TECHNOLOGY OR SERVICES
  - AT A LARGE COMPANY: BUY/ IN-LICENSE TECHNOLOGY OR SERVICES
- ADVISING/ CONSULTING (BUT NOT MAKING KEY DECISIONS... JUST YET)
  - ADVISE COMPANIES
    - HELP COMPANIES MEET INVESTORS
      - INVESTOR RELATIONS (IR)
        - AT AN IR FIRM
          - Stern IR
          - LifeSci Advisors
        - WITHIN A COMPANY
      - HELP COMPANIES WITH BUSINESS DEVELOPMENT
        Raise money, structure partnerships, and engage in mergers and acquisitions (M&A)
        - AT AN INVESTMENT/ MERCHANT BANK
          - Clearview
          - Locust Walk Partners
          - Torreya Partners
        - WITHIN A COMPANY
          - AT A SMALL COMPANY
          - AT A LARGE COMPANY
      - TRANSACTION ORIENTED
        (performance is judged by getting "deals" done, not quality of analysis)
    - GOAL IS TO ANALYZE PROBLEMS AND OFFER SOLUTIONS THAT CLIENT MUST THEN ACT ON
      - BUSINESS/ STRATEGY CONSULTING
        - McKinsey
        - Bain & Company
        - LEK Consulting
  - ADVISE INVESTORS
    - SELL-SIDE RESEARCH
      - INDEPENDENT
        - Sanford Bernstein
      - PART OF INVESTMENT BANK
        - Goldman Sachs
        - Leerink
        - Cowen
- INVESTING ("THE BUY-SIDE")
  Invest in established companies and/or form new companies
  - MAXIMUM FLEXIBILITY: PUBLIC, PRIVATE, AND COMPANY FORMATION
    - MULTI-STAGE INVESTMENT FUNDS
      - RA Capital Management
      - Orbimed Advisors
      - Deerfield Management
  - SOMEWHAT FLEXIBLE INVESTMENT STRATEGIES
    - CROSSOVER FUNDS THAT INVEST IN PRIVATE AND PUBLIC COMPANIES BUT DO NOT FORM NEW COMPANIES
      - Vivo Capital
      - Venrock
      - New Lead Venture Partners
      - Ally Bridge Group
      - Bain Capital
    - TRADITIONAL VENTURE THAT ALSO FORM COMPANIES
      - 5AM Ventures
      - Versant Ventures
      - MPM Capital
      - Canaan Partners
      - Avalon Ventures
  - FOCUSED STRATEGIES
    - PRIVATE ONLY
      - TRADITIONAL VENTURE: INVEST IN ESTABLISHED PRIVATE COMPANIES
        - Clarus
        - Bay City Capital
        - Pappas Ventures
        - Rivervest Venture Partners
      - FORMATION-FOCUSED: ONLY INVEST IN NEWLY FORMED COMPANIES
        - Atlas Ventures
        - Third Rock Ventures
        - Flagship Pioneering
    - ACQUIRE REVENUE-GENERATING, TYPICALLY PRIVATE COMPANIES
      - PRIVATE EQUITY
        - Bain Capital
        - Thomas H Lee Partners
    - PUBLIC ONLY
      - HEDGE FUNDS
        - Broadfin
        - Camber
        - Great Point Partners
      - MUTUAL FUNDS
        - Janus
        - Putnam
        - Wellington



SKILLS YOU CAN DEVELOP AT RA CAPITAL AND ITS PORTFOLIO COMPANIES IF...

YOU WANT TO BE A **BIOTECH CEO**



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