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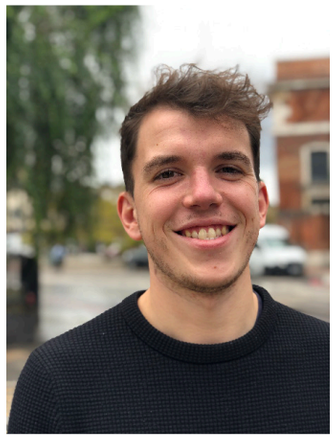
POST-ACADEMIC CAREERS CASE STUDIES

INDUSTRY

DATA + ANALYTICS CONSULTANT



Stephen West

Since completing your PhD what jobs have you had?

Towards the end of my PhD, I started to look for careers outside academia. While I really enjoyed my PhD, I decided academia wasn't for me, with uncertainties around grants/funding I thought it was best to explore other options. I applied to many different jobs and got rejected from many. I don't think I had the clearest view of the transferable skills that you develop while doing a PhD even though there are many. I got accepted onto a data and analytics consultant grad scheme and will reach the end of that in September of this year (2021)

What does your current job entail?

As a consultant I work with clients primarily on data governance and quality. We work with businesses to understand how the manage their data and what can be done to improve their data quality, usually focusing on things like completeness, accuracy and timeliness.

My current focus is on environment, social and governance (ESG) finance. How do financial institutions show that the products they invest in are good for the planet and people. The data requirements to do this accurately are huge, from carbon emissions, to water use, diversity of workforce, to land use. This data must be collected from all companies invested in and then be combined into easy to understand metrics to allow investors to make informed decisions.

What is the best part of your current role?

With the work on ESG we are grappling with big questions which have yet to be fully understood. It will hopefully provide multiple benefits to people across the world if we are able to do it well.

What top 3 qualities are required for your job?

1. Time management
2. Analytic thinking
3. Ability to see the bigger picture

"The ability to let people know when things aren't working instead of struggling through is also a great skill developed during your PhD"

Stephen's Advice

Outside of academia, people have a general understanding of a PhD i.e they know it's a lot of work. That is sometimes the totality of their understanding however, I think it is sometimes seen as closer to another undergrad rather than a job.

Science PhDs are more like a job in that you work within a team and perform experiments and report back to senior members of the lab on your findings. This usually results in working long hours in a lab, whist also doing additional work like supervising undergrads, performing lit research and eventually writing up.

The transferable skills you develop to do this are invaluable to any organisation outside academia, including time management, project management, effective communication, presentation skills and data analysis to name a few, but you need to describe them well to allow people to understand how your PhD allowed you to develop them with clear examples as they don't always see the link between a PhD and those skills.

One final thing: as PhD students we see a lot of experiments fail. Its expected. You have to quickly be comfortable being honest with your PI about those failures and they are usually supportive. The ability to let people know when things aren't working instead of struggling through is also a great skill developed during your PhD.

Studied	PhD Completion	Current Job
Tissue Repair (Neuroscience) University of Edinburgh	2019	Data and Analytics Consultant EY

DOCTORAL TRAINING

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Dr. Thane Campbell
@deepsciventures

Since completing your PhD what jobs have you had?

I have worked as a Programme Designer, Consultant and Enterprise Educator for Edinburgh Innovations. So I transitioned from the lab bench (quantitative research), to reviewing services (qualitative research), to programme design, to delivering training and coaching startups in my own programmes.

The key principles I learned from doctoral research were still relevant in my new roles. For example, I had the privilege of training an incredibly driven undergraduate, Filip Angelov. There were great lessons in how to balance leadership and clarity with intrinsic motivation and autonomy and these factored into founder coaching, particularly for PhD founders.

What does your current job entail?

I am part of the team at Deep Science Ventures, a venture creator, building a future in which both humans and the planet thrive. We create companies from scratch, combining scientific knowledge and founder-type scientists into high-impact ventures. I am building the Venture Science Doctorate, a PhD programme where graduates work backwards from a desired societal outcome, conducting research projects to converge on high impact science companies. We've already started scoping desired societal outcomes for the Climate and Healthcare sectors.
I author documents like our US policy proposal with the Day One Project: Forging 1,000 Venture Scientists to Transform the Innovation Economy, identify leading approaches to instructional design and place-based innovation and speak to a diverse array of system changers. I have great conversations with ambitious university staff and participated in the European Social Innovation Competition: Skills for Tomorrow, among the top 0.5% of over 600 submissions.

What is the best part of your current role?

Thousands of PhD-holders will be able to create the jobs that transform their communities, their workforce and their lives through the Venture Science Doctorate. I get to draw on my experiences from university, industry and venture building environments to build a runway that inspires my team, our collaborators and the PhDs reaching out to us. It's humbling.

What top 3 qualities are required for your job?

1 Empathy – the people who are willing to carry this dream with us are invaluable and courageous. How can I help them be at their natural best?

2 Strategic Vision – movement isn't always progress. Effective progress in my work takes an understanding of history and innovation systems to reunite the ideas that worked in new ways.

3 Faith – Augustine said "believe in order to understand." Whether we're trusting a person or an experimental protocol, the relationships between findings and faith are crucial. In both the academic and venture environments we scrutinise sensemaking, in both deep convictions require hard work, and vice-versa.

"Be yourself, know yourself and you might be surprised by how many organisations want to hire you"

Thane's Advice

We are all different and our paths are hyper-individualised. There's a growing movement in favour of diversity in doctoral education including organisations like UKRI and The Wellcome Trust. Be yourself, know yourself and you might be surprised by how many organisations want to hire you.

PhD Studied
Immune Cell Phenotyping
University of Edinburgh

PhD Completion
2020

Current Job
Associate for Doctoral Training
Deep Science Ventures

CONTRACTS PROJECT MANAGER

Rhona Galloway

Since completing your PhD what jobs have you had?

Following my PhD, I started on a Graduate Scheme as an Associate Project Manager at Q2 Solutions (Formerly Quintiles). This scheme lasted approximately 6 months and during this time I spent time shadowing all departments across the business. This experience added depth to my understanding of how all stakeholders contribute to the successful execution of a clinical trial within a Central Lab, and also enabled me to identify and mitigate risks, communicate more proactively and support clients more efficiently as PM.

After 2 years as a PM working across a broad client base, I then assumed the role of Biosample Operations Lead within Q2 Solutions 'pRED team'. This team work exclusively with Roche on the management of trials for their 'Gold Star' Early Development drug compounds being fast tracked into late phase clinic. This was a faster paced environment and was also more scientifically and technically challenging.

What does your current job entail?

I am now a Contracts Project Manager with Merck® BioReliance Ltd, specialising in the development and validation of Product Characterization assays. These assays are tailored specifically to our clients' needs and are typically used to determine purity, potency, stability and safety of their biotherapy before release into clinic.
Within this role, I am required to liaise with all key stakeholders to ensure the project milestones are delivered on time, with correct regulatory and company documentation in place. I also work with the teams to ensure any technical issues or other challenges on the project are mitigated efficiently and communicated to the client.

What is the best part of your current role?

I enjoy communicating with many different clients and the cross functional nature of the role. As PM you are the link between both the client and all internal departments within a project. I get to work across so many departments that I am constantly learning new things about the industry and the evolution of the drug development process.

What top 3 qualities are required for your job?

1. Communication skills
2. Organisation skills
3. Working well under pressure!

Rhona's Advice

Don't assume you need management experience to be a PM. The transferrable skills gained during my PhD stood me in excellent stead to transition into the PM role.

Don't assume that moving into Industry means no research opportunities. We have R&D teams within Merck. Apply for any job you like the sound of. Don't be put off by 'required experience', this is a guide and you can shine in an interview without meeting every single requirement!

Something I wish I'd known?
I wish I'd known that there are so many career paths for scientists out with academic research and lab based roles! – The possibilities are endless!

"Don't assume that moving into industry means no research opportunities"

PhD Studied
Experimental & Targeted Radiotherapeutics, Strathclyde Uni

PhD Completion
2016

Current Job
Contracts Project Manager
Merck® BioReliance Ltd

STATISTICAL PROGRAMMER

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Stephanie Boyle
@_stephanieboyle

Since completing your PhD what jobs have you had?

One: Statistical Programmer, hired right out of PhD. During my PhD I learned to write computer code in order to analyse my data, and I taught programming and data analysis as part of the Psychology undergraduate course. When I started thinking about leaving academia, I realised that the part of my PhD I liked best was programming and data analysis, and so I googled 'programming jobs' and applied to anything that came up. After a little while, I interviewed for Quotient Sciences and got offered the job.

What does your current job entail?

I'm a 'Statistical Programmer' at Quotient Sciences, which is a private clinical company which combines formulation development, clinical pharmacology, and clinical and commercial manufacturing to the pharmaceutical and biotech industry.

My job has a lot of different parts, but mainly it revolves around data analysis: I take data which is gathered in the clinics or sent from bioanalytical labs around the world, and write programs to read in, store, display, and summarise the data for clinical research reports.

What is the best part of your current role?

The work/life balance is much better than academia. I have flexi-time, so work hours that suit me.
It is interesting working on a few different projects a week, rather than one big project for years at a time. I also really enjoy working in a big team - during my research years I worked primarily alone, and didn't realise how much more productive I am when I get to collaborate with lots of people.

What top 3 qualities are required for your job?

1. Problem solving skills
2. Good time management
3. Communication skills

"Rather than solely focusing on research during your PhD, it's important to have other experiences to draw on"

Stephanie's Advice

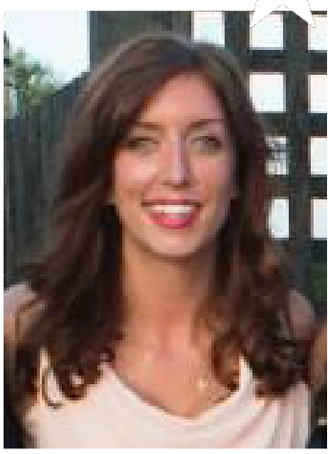
I think the best advice I can give is to think about what parts of the PhD you enjoyed, and what parts you don't, and this will help guide your job hunt. I knew I liked working in the clinical environment and I liked programming, so it was somewhat easier to figure out a niche to focus on.

I did a lot of volunteering (e.g. at coding clubs), extracurricular science communication (e.g. science centre talks, science festival events, and volunteering through STEM ambassadors), and teaching during my PhD. Ultimately it was these experiences I drew on during my interview for Quotient Sciences, as these were the places I had effectively worked in teams on projects, and where I could show evidence I was good at communicating, problem solving, and completing projects on a short time scale.
In short, while I feel I probably got an interview because I had a PhD and that it got me in the door, companies were much more interested in my group work, short projects, and situations where I worked to budgets and time-lines; in short, they were interested in everything opposite to my long term, solo, PhD project. So I do feel that rather than just solely focusing on research during your PhD, it's important to have some other experiences to draw on as well.

Staying in academia is definitely the non-traditional option now, and there are so many cool things you can do outside of that environment that can be just as intellectually stimulating and challenging!

PhD Studied	PhD Completion	Current Job
Cognitive Neuroscience University of Glasgow	2017	Statistical Programmer Quotient Sciences

SENIOR BIOPROCESS ENGINEER



Nicola Goddard

Since completing your PhD what jobs have you had?

Following my PhD I went on to do a Post-Doc in the Biochemical Engineering Department at UCL. Both my PhD and Post-Doc were based on cell and gene therapies, a really exciting and flourishing area of research. Although I was passionate about what I was doing, I didn't feel that academia was a good fit for me and decided not to pursue another Post-Doc. I was lucky that I had exposure to the cell and gene therapy industry through collaborations and conferences and it seemed a natural progression that I should go and try research in an industry setting.

What does your current job entail?

I am now Senior Bioprocess Engineer at Achilles Therapeutics, a start-up company pioneering personalised T cell therapies to treat cancer. Although we are already in clinical trials and have an effective manufacture process for our therapy, we can only treat a few patients at a time. My role is to automate our clinical manufacture process so that we can reach more patients.
Every day is different working at Achilles! Some days I'm in the lab performing cell culture experiments or analysis, other days at my desk researching and designing new experiments, or presenting findings to our collaborators.

What is the best part of your current role?

I love most of the things I do at Achilles but the best part for me has been to work for a company in clinical trials to revolutionise cancer treatment. We recently dosed our first patients for non-small cell lung cancer and melanoma, and it felt rewarding to be part of that achievement. In academia I felt a bit of a disconnect between the research and the clinical application, so that's been an important change for me.

More specifically, working in process
automation I get to research and test cutting edge technologies, collaborating with other exciting start-up companies in the cell and gene therapy space. The work we do is therefore novel and creative, which is a stimulating and challenging environment to be working in.

What top 3 qualities are required for your job?

1. Resilience
2. Creativity
3. Logical Thinking

"Academia teaches you many unique and valuable skills which are sought after in all industries"

Nicola's Advice

Cell and gene therapies are booming at the moment so it's a good time to pursue a career in the industry, with new degrees and modules being developed for Universities. These are a great start but it's important to have exposure to the industry, which you can gain through conferences and seminars. These are great opportunities to network, find work experience and job opportunities. There are also many paid apprenticeship opportunities opening up, which can fast-track your progression and can sometimes be done alongside academic qualifications.

My Post-Doc was a valuable experience and I while I wouldn't change it, I did know for a long time that academia wasn't for me. If you're unhappy I think it's good to own up to that early on and to seek out opportunities for development which can help you make the leap elsewhere. Academia teaches you many unique and valuable skills which are sought after in all industries.

PhD Studied
Chemical Engineering
Heriot-Watt University

PhD Completion
2016

Current Job
Senior Bioprocess Engineer,
Achilles Therapeutics

DIRECTOR PRODUCT MANAGEMENT

Nigel McLean

Since completing your PhD what jobs have you had?

- Post Doc Research Scientist
- Technology Transfer Executive in a research organization
- Business Development in a medical device organization
- Project Manager in a biotech organization
- Product Manager and Technology Integration Manager in a USA healthcare organization (similar to NHS)
- Commercialization Manager in a healthcare biotech company
- Product and Commercialization Manager

What does your current job entail?

My current role involves developing a product based on research from a university and in house development within a small biotech company.

I am responsible for project management, making sure the product adheres to the required regulatory stipulations, meets the clinical demand, is protected by patents, managing a clinical trial, coordinating work with scientists, engineers, manufacturers and clinicians.

What is the best part of your current role?

Being involved with taking a research project through to a product that will eventually make patients life's better, save the NHS money, and earn money for the company (and hopefully me).

What top 3 qualities are required for your job?

1 Ability to work with many different people from different backgrounds

2 Organisation and planning

3 Paying attention to detail

"Go to as many training events held by the university as possible..."

Nigel's Advice

Learn about intellectual property, regulatory pathways, what industry requires in a product, think about the end-user and how they would use the product i.e. learn about the market, know what the main end goal of the project you are working on is and how your work fits into the big picture, go to as many training events held by the university as possible e.g. business skills, intellectual property, licensing, regulatory, grant writing….

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PhD Studied
Medical Microbiology
Glasgow Caledonian University

PhD Completion
1995

Current Job
Director Product Management & Commercialisation

ACCOUNT MANAGER

Rowan Orme

Since completing your PhD what jobs have you had?

Post doctoral researcher at Keele University for 7 years where I worked on Parkinson's disease. I did a lot of optical microscopy in my time here (of course, using Nikon microscopes!) which is where I discovered my enthusiasm for imaging. I then went to Cardiff University to work in immunology for three years as post doctoral researcher. I worked on inflammatory diseases and complement regulation. Towards the end of my time in Cardiff, I had a lot of options and decisions to make – should I stay in academia, should I move to bug pharma or smaller biotech companies, or would something else that I'd never even thought of come my way….?

What does your current job entail?

I now work for Nikon Instruments as a Key Account Manager. Before I started working with Nikon, if anyone had told me I would be a KAM, I would have laughed at them. But working for Nikon as a KAM is so much more than sales. I get to work with some of the best imaging researchers in the world, I still get to talk about academic research on a daily basis, and of course I get to see and use the newest, best imaging technology available. There is no such thing as a standard day, some days I'm meeting people I've never spoken to before about their imaging needs, sometimes it's designing imaging systems to meet these needs, and other days it's meeting people I see on a regular basis – facility managers for example. A major part of my work is demonstration of equipment, anything from a basic educational microscope to a confocal laser based system with so much in between.

What is the best part of your current role?

Demonstrations – I love to get hands on with equipment. Being able to show someone a microscope that will image things they've never seen before is an amazing feeling.

What top 3 qualities are required for your job?

1 Being organised -prioritising and strategizing workloads

2 Enthusiasm...no one wants a rep turning up who doesn't like their job or equipment

3 Ability to learn new things & apply knowledge to new situations

"Networks are key and remember that you never know when an old contact might turn up/be useful. So always be courteous."

Rowan's Advice

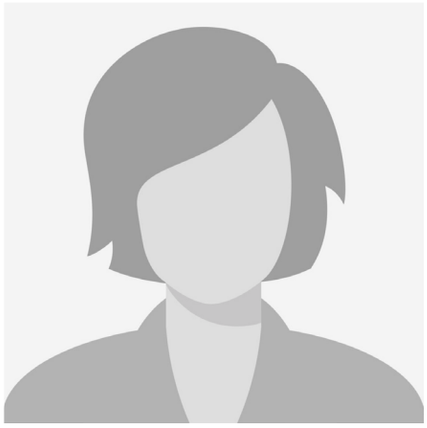
I got my current role because I have both academic and research experience. So don't rule out working at industry, where a lot of interesting research is being conducted.

PhD Studied
Proteomics
Manchester and Sheffield

PhD Completion
2007

Current Job
Key Account Manager in Scotland for Nikon Instruments

SALES MANAGER



Selina Henriquez

"I think I might have tried to specialise in one technique a bit sooner...this has opened several opportunities compared to being a 'generalist'"

Since completing your PhD what jobs have you had?

After my PhD I was employed as a research assistant at Strathclyde University. However, since this role was not permanent, I then joined Life technologies as Technical support where I stayed for 3 years. After that I joined a small Biotech Company as a Development Scientist. Unfortunately, my division closed. I was then hired as a development scientist to cover a maternity leave. This encouraged me to find a more permanent job which led me to my current role as a Territory sales manager.

What does your current job entail?

My current job involves developing customer contacts in Scotland to teach about Thistle Scientific offerings.

Developing product technical knowledge and becoming a customer consultant to deliver successful instrument demonstration.

Finding new opportunities and technologies that Thistle Scientific might be able to offer to their customers.

Assisting colleagues during customer inquiries to deliver better customer service.

What is the best part of your current role?

The best part of my role is meeting new people and laboratories to understand their needs and see if I can help. Also, delivering a successful instrument demonstration, installing new instruments and delivering the technical training.

What top 3 qualities are required for your job?

1. Good at listening
2. Well organised
3. The ability to adapt to new situations

Selina's Advice

I think I might have tried to specialise in one technique a bit sooner. I specialised in qPCR instrumentation, applications and analysis only when I was a development scientist, and this has opened several opportunities compared to being a 'generalist'.

PhD Studied
Biomedical Sciences
University of Strathclyde

PhD Completion
2012

Current Job
Territory Sales Manager
Thistle Scientific

FIELD APPLICATION SCIENTIST

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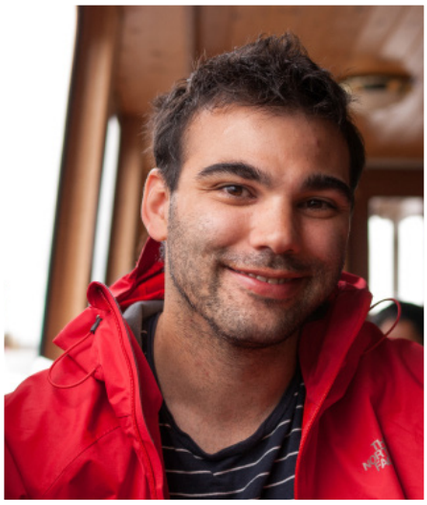

JC Le Bayon

Since completing your PhD what jobs have you had?

Since completing my PhD in Virology, I held a Post-doctoral position at the University of Glasgow for three months before moving to my current role as a Field Application Scientist with Thermo Fisher Scientific.

What does your current job entail?

As Field Application Scientist (FAS), I support sales for their more technical demos. I'm also in charge of customer trainings as well as helping customers with their experiments or helping them with their issues.

What is the best part of your current role?

The best part of my current role is learning new techniques and new fields in biological science, with the prism of the application I support (microscopy and flow cytometry).

What top 3 qualities are required for your job?

1 Ability to learn quickly (new technologies and applications)

2 Communication skills

3 Flexibility and the ability to travel

"Do not hesitate to apply for temporary positions...as the interview process might be less tedious and you will have the opportunity to learn about the job"

JC's Advice

Be interested by new technology and novel methods in your lab. Do not hesitate to apply for the job. You can be coopted by another employee of the company if you have good working relationship with them: it will not guarantee the position but help through the first screening processes. Do not hesitate to apply for temporary jobs (typically maternity or paternity covers), as the interview process might be less tedious and you will have the opportunity to learn about the job. Temporary jobs are often converted to full contracts if you are fit with the role.

I'd wish I knew more about the interview process, as it can be a very long process in large companies, with 4 to 5 different interviews and sometimes assessment days.
I also wish I knew more about "corporate" companies, as it's a very different way of working.

PhD Studied
Virology
Université Lyon 1

PhD Completion
2013

Current Job
Field Application Scientist
Thermo Fisher Scientific

SENIOR TEAM LEADER

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Emma Garrell

Since completing your education what jobs have you had?

I wasn't sure if I wanted to study after finishing high school so I applied for various office jobs and was offered a position at ESI. I soon progressed to be a Publishing Assistant learning how to liase with clients; acquire the images and text for the Editors to prepare their content, how to present online webinars to train clients to use the online content management systems, and latterly also writing and proof-reading the editorial copy for both in-print and online publishing, as well client retention.

After about 4 years I wanted a new challenge but struggled to get to the interview stage of roles that interested me because I did not have a degree. I started my Open University degree in 2011 doing a BSc in Natural Sciences focusing on biology and health sciences. In 2013 I started looking for laboratory work – thinking that a biology degree means lab work and that I would need experience for when I complete the degree. After prospectively writing to Charles River I was offered an interview for a Report Compilation role supporting Study Directors by preparing the materials and methods of the report, and all data tabulations ready for them to write their results. I knew there was scope to progress within the company alongside my degree and have now worked for the company for 8 years, helping to develop the Report Compilation team and train all team members.

What does your current job entail?

As the Senior Team Leader – Reporting, I'm now responsible for the management of two teams, the Report Compilers and also the Report Publishers, directly supervising 8 staff. My day to day role involves scheduling workload for the publishing team and publishing and formatting reports, alongside training and coaching my staff as they work on their own career journeys, and working on process improvements to ensure our team effectively supports the scientific areas. I've also been involved in the computerised system validation of one of our core reporting systems as well as coordinating and providing training to all areas of site who need to use our new document management system.

What is the best part of your current role?

Seeing the staff I've trained since they joined the company progressing in their own roles and starting to further improve the team service and processes with their own ideas.

"Sometimes the detours turn out to be where you discover your real strengths and passions"

What top 3 qualities are required for your job?

1. Attention to detail
2. Able to communicate complex information and processes clearly
3. Good organisation and time management

Emma's Advice

I'll be the first to say I fell into a job I love because I took a chance on a role that was with a company I liked. If you are struggling to get the position you want look at other opportunities with companies you are interested in, there may be scope to progress to where you want to go but sometimes the detours turn out to be where you discover your real strengths and passions.

BSc Studied	BSc Completion	Current Job
Natural Sciences The Open University	2021	Senior Team Leader - Reporting Charles River Labs Edinburgh Ltd

SENIOR SCIENTIST

Daniel Best

Since completing your PhD what jobs have you had?

I held two post-doc positions over 6 years, the first (4 years) split between Edinburgh and Nottingham universities (UK), and a second in Rennes 1 university (France). My academic career was fruitful and enjoyable, but over this period I realised that I did not want to give up bench chemistry and was becoming increasingly frustrated with the lack of job security in the academic sector. I decided to explore industrial opportunities.

The most important step I made was joining the Cheeky Scientist Association (CSA), which gave me much more insight into the options available to me and facilitated networking with other academics planning a career change as well as established industry professionals. The CSA training course and my networking activity ultimately led to interview invitations and multiple offers.

What does your current job entail?

I am a Senior scientist at Sygnature discovery. We are a CRO that mainly provides resource for early stage drug discovery (predominantly hit identification and lead optimisation). My job mostly involves structure-based drug design, SAR studies and chemical synthesis. All members of the interdisciplinary team deal with clients directly. I am also involved in line management, training and recruitment activity.

What is the best part of your current role?

The quality of the team and the outstanding culture of support/mentorship, which emphasises professional development and training.

What top 3 qualities are required for your job?

1. Teamwork
2. Communication
3. Ambition

"Your career prospects as a scientist are not defined by your publication record. Transferable skills are more important than you think."

Daniel's Advice

Top tips: Reach out to people in industry to find out what they do and how they got to where they are. Find out what they value, find out what businesses value. When you understand these things, you can reflect on yourself and understand how you can fit into the picture.

What I wish I knew before: Your career prospects as a scientist are not defined by your publication record. Transferable skills are more important than you think.

PhD Studied
Organic Chemistry
Oxford

PhD Completion
2011

Current Job
Senior Scientist 2
Sygnature Discovery

PROJECT ENGAGEMENT MANAGER

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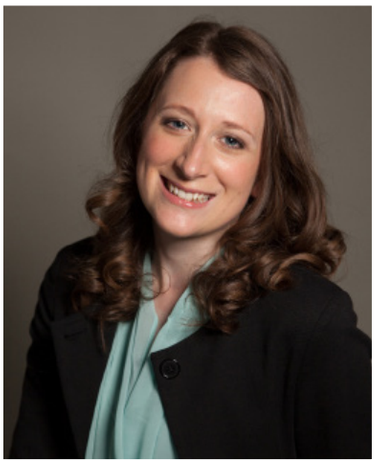


Isabel Vincent
@isabelvincent

Since completing your PhD what jobs have you had?

Less than a week after completing my PhD, I took a boat to Quebec, Canada, where I started a two year post doc studying drug resistance mechanisms in Leishmania. I had met my post doc supervisor at a conference and had researched him well so could tell him exactly how my PhD skills could fit well in his lab.

My role in Canada was a purely academic post doc, with no public engagement or relationships with industry, which I missed. It was partially a longing for a more diverse role that led me to return to the UK. Back in Glasgow, I completed a number of short post docs on industrial projects in collaboration with pharmaceutical companies before applying for a job at Glasgow Polyomics.

At Glasgow Polyomics I managed projects from a wide range of academic and industrial customers. This experience was invaluable to me to prove that I was good at juggling several projects with a variety of stakeholders, but also allowed me to widen my network of contacts in both academia and industry.

It was through Glasgow Polyomics that I became involved with IBioIC. The operations director at IBioIC suggested that I apply for the role of Project Engagement Manager as she valued the qualities I had displayed when I worked on an IBioIC funded industry-led project (organization, people skills and financial awareness). I was happy at Glasgow Polyomics, so wasn't sure whether to apply, but the risk really paid off and the experience of working on funding calls and engaging with Scottish Biotech is really important to me.

What does your current job entail?

IBioIC is an Industrial Biotechnology Innovation Centre, funded through the Scottish Government to promote and support industrial biotechnology in Scotland.

In my current role as Project Engagement Manager, I help to run funding calls for academic-industry partnerships. I attend project meetings to ensure projects are running on time and on budget and to help project partners make the most of their relationships by pinpointing other funding streams and opportunities.

What is the best part of your current role?

The best part of my job is seeing the exciting and innovative science taking place in Scotland. Scotland is aiming for a circular economy, where waste from one industry can be an input to another company's process. This would reduce waste and pollution while producing useful products using sustainable resources. For example, one project that I work on uses waste from the whiskey industry to produce biofuels. I like the feeling of reducing waste and protecting the environment, while working at the forefront of innovation and invention.

What top 3 qualities are required for your job?

1. Organisation
2. People Skills
3. Financial Skills

Isabel's Advice

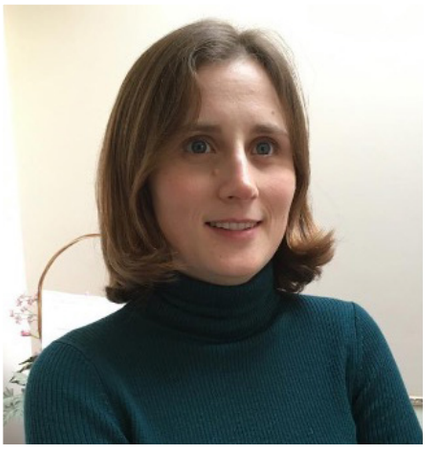
- You can never network enough – I have found that contacts I made when I was an undergraduate can still come in useful more than a decade later!
- Get help from mentors and senior staff – I have always engaged with university mentorship schemes and have found the process of explaining my goals to be really helpful to plan career steps and the training and experiences required to take me where I want to go.
- Realise when you have become stagnant in your role – I think it is important to keep learning in whatever role you are in and if you feel your role has become too easy then it is time to take on more responsibility, to train in a new technique, or to move on.

I have never succeeded in getting a job by blindly applying to an advert and have always known the people I was going to work for. I would therefore advise anyone interested in a similar career path to talk to people whose jobs or companies you are interested in. Meet people at conferences/ in meetings/ at events and see if they will have a coffee and a chat with you. There is nothing to lose and everything to gain from making more connections in the world.

PhD Studied	PhD Completion	Current Job
Metabolomics University of Glasgow	2011	Project Engagement Manager, IBioIC

SENIOR PROJECT SCIENTIST

SULSA
Scottish Universities Life Sciences Alliance



Emily Fowler

www.linkedin.com/in/emilyfowler

Since completing your education what jobs have you had?

My PhD program involved undertaking a three-month placement. During this time, I organised to work at a contract research organisation focusing on development of bespoke preclinical models to aid drug discovery programmes. Post-PhD, I was offered the opportunity to return as a Senior Scientist where my primary role was to design and establish a range of *in vivo* oncology models. Following this position, I moved to a biotech company where I worked on oral drug formulation and new technologies for drug delivery. After a year I was headhunted for my current role and moved to my current company.

What does your current job entail?

I work as a Senior Project Scientist at a blood plasma fractionation company within the R&D bioanalysis team. I am analytical lead on a new product development project and contribute to routine testing of samples from our current streams in production. Additional duties include: optimising/designing protocols, management and acting as liaison with other parts of the organisation.

What is the best part of your current role?

I enjoy working with people across the team, department, and company. As part of my role, I help to ensure that batches of product are released on time so that they reach patients across the world for therapeutic benefit. Furthermore, I like that I am challenged and pushed by the job. I need to be able to react quickly and creatively to new challenges and find solutions.

What top 3 qualities are required for your job?

1. Communication
2. Team Work
3. Organisation

"The skills you learn and people you meet as a scientist are a lot more important to your future than collecting data and putting together research papers"

Emily's Advice

The skills you learn and people you meet as a scientist are a lot more important to your future career than collecting data and putting together research papers/a thesis. Good work will not always result in a Cell or Nature paper, but building good habits and a range of skills is more important. Build your network continuously, attend meetings, seminars and conferences and ask questions. Be interested and engaged, opportunities come when you don't expect them.

PhD Studied
Molecular + Cellular Biology
University of Edinburgh

Current Job
Senior Project Scientist
Bioproducts Laboratory

TECH SALES SPECIALIST

SULSA
Scottish Universities Life Sciences Alliance

Andrew Tomlins

Since completing your PhD what jobs have you had?

I went straight from the lab into a sales role with a UK distributor of equipment and reagents. With a very broad portfolio supporting molecular, biochemistry, cell bio, analytical and some chemistry applications, it was a great way to get into sales and figure out what I enjoyed and what I was good at selling.
Having a PhD qualification meant I was already familiar with some aspects of each customer's work, so it was easier to appreciate their pain points and bottlenecks and suggest a solution to help them out. I am now on my 3rd sales job and have transitioned through multiple roles within the companies I have represented. I have probably had less stability than most people Post-Doc'ing but it has been self-driven and has enabled me to keep acquiring new skills, while putting the things I have learnt into practice.

What does your current job entail?

My current job is with a leading global supplier of technical laboratory equipment. As the company is very well respected in key fields and has a large existing customer base, a lot of my time is spent maintaining strong relationships with existing customers. However, with a strategic initiative to expand into additional fields, there is still a strong incentive to find new customers and uncover new opportunities. The value of equipment I have focussed on for the last few years has meant that I interact with customers ranging from PhD student all the way up to company CEO, so having flexibility in the way you approach a customer is important.

What is the best part of your current role?

Independence – I am able to dictate my own working day, I know that if every 50 calls results in a sale, I can plan accordingly.

Cool toys – I get to learn about cutting edge technology, things that if I had access to in the lab, I might still be there!

Knowledge – I gain a better understanding of such a broad range of research fields than I ever could have staying in the lab.

Satisfaction – I enjoy the opportunities I get to act as an educator and gain satisfaction from the engagement of a captive audience.

What top 3 qualities are required for your job?

1 Inquisitive – A desire to learn about and understand the work being done more broadly than your own specialist field. You can not be afraid to approach people working in areas outside of your comfort zone.

2 Discipline – sales roles require a great deal of self-management (especially if located in Scotland!). To be effective you will need to demonstrate effective time management

3 Desire - Most companies provide a basic salary but the expectation is that you exceed sales targets and earn commission

"I wish I had been more engaged with peers & mentors outside of my own group"

Andrew's Advice

Having a realisation that as a PhD student, you are already part of the scientific community will aid in transitioning to a sales role. You can not fear asking an expert a 'stupid' question, it is all part of a life-long education. Remember that most department heads, with 10+ Nature publications under their belt, were a PhD student at some point. Having confidence that you belong in this world will equip you for success in many fields.

PhD Studied	PhD Completion	Current Job
Molecular Parasitology University of Glasgow	2013	Technical Sales Specialist Tecan UK