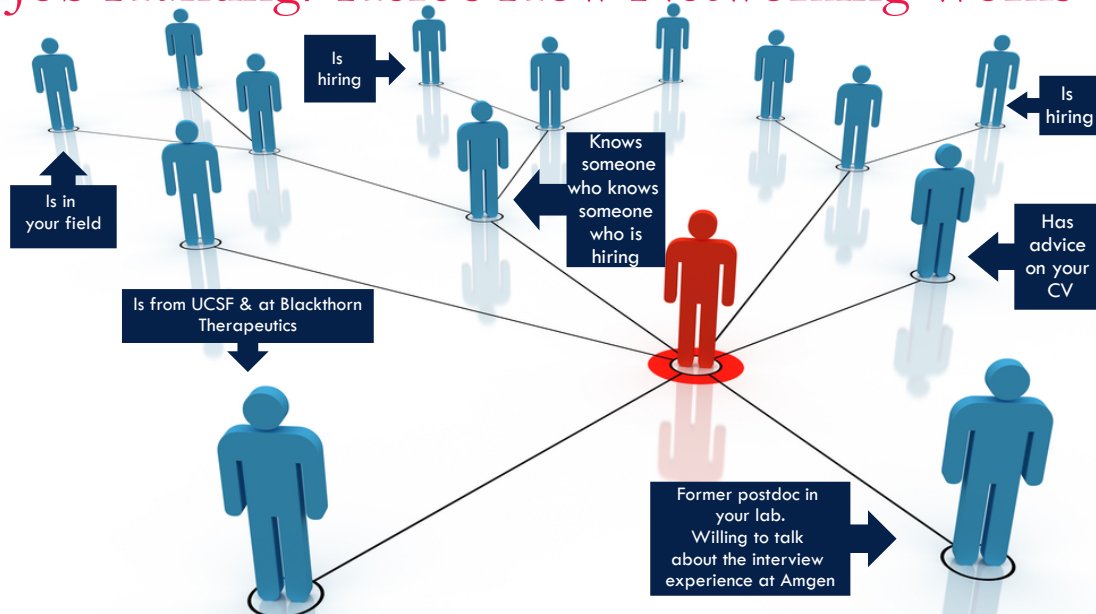


Job Hunting? Here's How Networking Works



Naledi Saul

Office of Career and Professional Development



Networking is consistently the most effective strategy

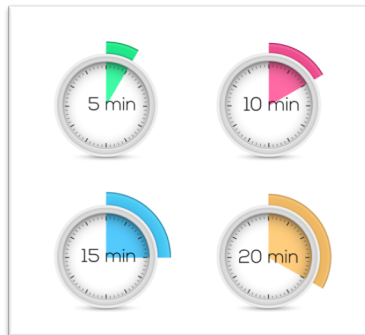
Source of New Job

	2010	2009	2008
Networking	41%	45%	41%
Internet Job Board	25%	19%	19%
Agency/Search firm	11%	9%	11%
Direct Approach	8%	8%	8%
Online Network (2010)	4%	na	na
Advertisement	2%	7%	7%
Other	10%	12%	1%

* Source: Right Management, an arm of Milwaukee-based staffing giant Manpower Group, that offers outplacement services and career coaching. The survey analyzes data from 59,133 clients



Job Hunting? Here's How Networking Works



3 Presentation Title and/or Sub Brand Name Here

7/18/18

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A Quick Reminder on How to Job Hunt

**From the last (job hunting) workshop...
Create your Preferred Company List of 20**

- 20-30 companies where you would most like to work
- Based on product area or disease focus, location, size of co.
- Your very own research project:
 1. Name of company
 2. Name of scientist whose work interests you
 3. Email address of that scientist

4

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Job Hunting? Here's How Networking Works

From the last (job hunting) workshop...
Create your Preferred Company List (of 20)

Company/Organization Name	Name of Scientist	Email of Scientist

5



Job Hunting? Here's How Networking Works

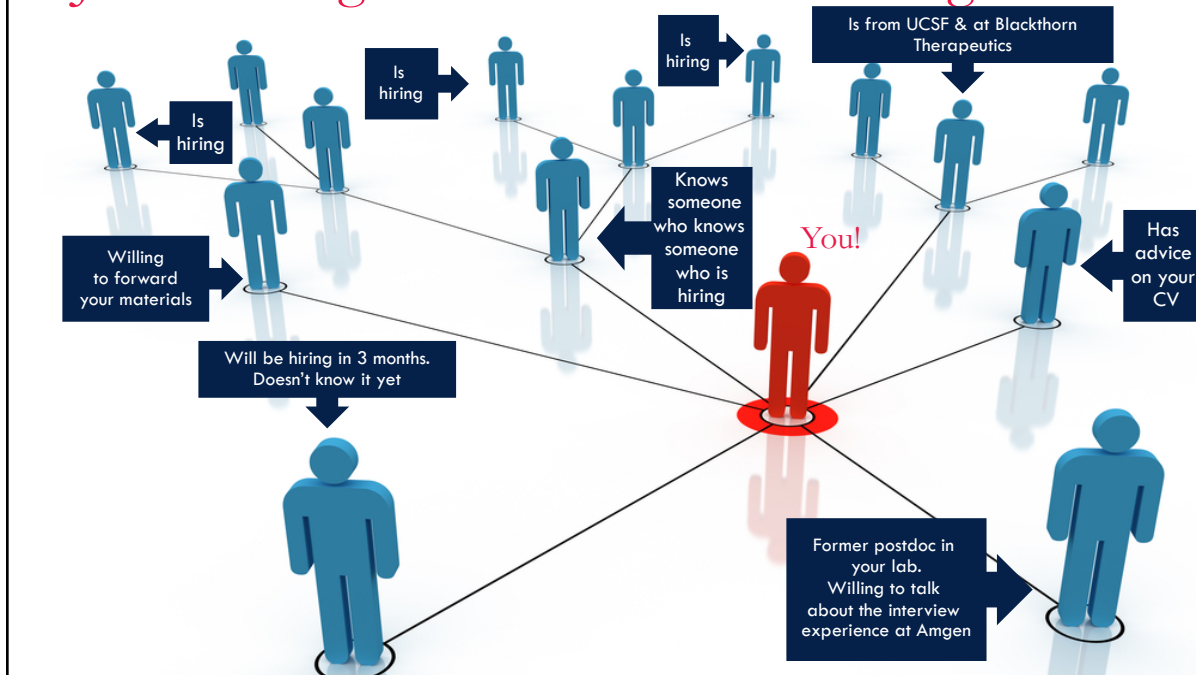
From the last (job hunting) workshop...
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Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Amyris	JJ.Binks	Linkedin
Seattle Genetics	A. Ackbar	UCSFConnect
Oncolytics Biotech	Wilhuff Tarkin	
BriaCell	Leia Organa	
Quiagen	Mace Windu	
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	Linkedin
Lyros	Y. Oda	Linkedin
BlackThorn Therapeutics	Simone Krupka	UCSFConnect
Jazz	Lando Calrissian	Linkdin
AbbVie	D. Vader	Linkedin

6

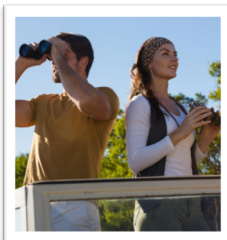


Job Hunting? Here's How Networking Works



Job Hunting? Here's How Networking Works

Find people



Meet & talk to them



Learn key information & opportunities

You want them to:

1. Give you feedback on your application materials
2. Give you advice about executing a job search by telling you about theirs
3. Help you identify organizations
4. Forward your material to hiring managers
5. Introduce you to people
6. Tell you about their organization

⌘ People can offer different things – try to assess your ask

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Job Hunting? Here's How Networking Works

From the last (job hunting) workshop... Create your Preferred Company List (of 20)

Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Amyris	J.J.Binks	Linkedin
Seattle Genetics	A. Ackbar	UCSFConnect
Oncolytics Biotech	Wilhuff Tarkin	
BriaCell	Leia Organa	
Quiagen	Mace Windu	
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	Linkedin
Lyros	Y. Oda	Linkedin
BlackThorn Therapeutics	Simone Krupka	UCSFConnect
Jazz	Lando Calrissian	Linkdin
AbbVie	D. Vader	Linkedin

9



Job Hunting? Here's How Networking Works

- There's no one resource or one step that gives you all the data to fill out your list.

- There's a rainbow of things you can do

And you can do them all from the comfort of your home!



10


7/18/18



What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters

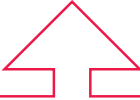
11



What 7 things can you do to fill out your preferred company list (or map your galaxy?)


1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters

Start building your list with who you know



**What about those 6 postdocs you've seen leave your lab?
Where did they go?**

12



Job Hunting? Here's How Networking Works

Create your Preferred Company List of 20

Company/Organization Name	Name of Scientist
Amyris	
	Leia Skywalker

Learn key information & opportunities

You want them to:

1. Give you feedback on your application materials
2. Give you advice about executing a job search by telling you about theirs
3. Help you identify organizations
4. Forward your material to hiring managers
5. Introduce you to people
6. Tell you about their organization

¹³ Think of 2 people – what do you want to ask help about?



What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations					


¹⁴



What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations	Lexis Nexis				
		PubMed				
		Google.com				

15



University of California San Francisco Lexis Nexis

UCSF Library TODAY: Parnassus: 7:45am - 8pm Mission Bay 9am - 6pm The Hub: 24 hours ALL HOURS


Find Materials Use the Library Technology My Account

Find Articles, Books & More

Getting UCSF Full text Access
Ask an Expert
Faculty Resources
FAQ / How-to

Popular Resources

Scholarly	Clinical	See all
<ul style="list-style-type: none"> PubMed@UCSF Embase Web of Science NEJM 	<ul style="list-style-type: none"> UpToDate Micromedex Lexicomp AccessMedicine 	<ul style="list-style-type: none"> Journal titles Database titles

16 7/18/1 

The screenshot shows a Lexis Nexis search interface. At the top, 'Nexis Uni™' and 'breast cancer' are circled in orange. The search results page shows 'Results for: "breast cancer"' with 3,289 news items. A sidebar on the left has 'News' and 'Web' tabs circled in orange. The main results list includes:

- Compound found in asparagus linked to spread of breast cancer (Feb 10, 2018)
- BriaCell Opens Fourth Clinical Site in Advanced Breast Cancer (Feb 07, 2018)
- QIAGEN launches predictive thetascreen PITX2 test in Europe to gu... (Feb 07, 2018)
- QIAGEN Launches Predictive Therascreen Pitx2 Test in Europe to Gu... (Feb 07, 2018)
- Seattle Genetics to Acquire Cascadian Therapeutics, Adding Late-Stage Breast Cancer Program to Its Oncology Pipeline (Feb 06, 2018)
- Oncolytics Biotech® to Host Conference Call Outlining the Treatment Paradigm of Metastatic Breast Cancer Subtypes and Provide Topline Information on its Phase 3 Registration Study with REOLYSIN (Feb 02, 2018)

 A red callout box on the right contains the following text:

- Lexis Nexis or Nexis Uni database
- Look for "Company Information" or "News" tab;
- Nexis Uni is a database of news on the corporate world

 The Lexis Nexis logo is in the top right, and the UCSF logo is in the bottom right.

Job Hunting? Here's How Networking Works

From the last (job hunting) workshop...
 Create your Preferred Company List of 20

Company/Organization Name	Name of Scientist	Email of Scientist
Amyris		
Seattle Genetics		
Oncolytics Biotech		
BriaCell		
Quiagen		

Finding scientists at the company: Use PubMed to find names

Limit your search to publications affiliated with the desired company name

(under Pubmed's Advanced Search function: Affiliation)

The screenshot shows the PubMed website interface. At the top, there is a search bar with the text 'amyris' entered. Below the search bar, there are several filter sections: 'Dates', 'Type of Article', 'Species', 'Subsets', 'Text Options', 'Languages', 'Sex', 'Ages', and 'Search Field Tags'. The 'Search Field Tags' section is highlighted with an orange circle, and the 'Field' dropdown menu is set to 'Affiliation'. The 'Search' button is visible at the bottom right of the filter sections.

21

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22

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Job Hunting? Here's How Networking Works

From the last (job hunting) workshop...
Create your Preferred Company List of 20

Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Seattle Genetics		
Oncolytics Biotech		
BriaCell		
Quiagen		

23

7/18/18



Web Images Maps News Shopping Gmail more ▾

Google Search [Advanced Search](#) [Preferences](#) Google.com

Web

[Abgenix Inc. Information | Business.com](#)
Website: <http://www.abgenix.com> Phone: +1 510 608-6500. Address: ... www.abgenix.com.
Breaking News. Zacks Analyst Blog Highlights: Xoma, PDL BioPharma, ...
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Mar 30, 2006 ... CONTACT: Greg Mann, Director, Corporate Communications and InvestorRelations of Abgenix, +1-510-284-6566, or greg.mann@abgenix.com ...
www.biospace.com/news_story.aspx?NewsEntityId=13892 - 83k - [Cached](#) - [Similar pages](#)

[Amgen - Media - Press Release](#)
Nov 3, 2005 ... The webcast of the conference can be found on Amgen's Web site, www.amgen.com, under Investors, and on Abgenix's Web site, www.abgenix.com. ...
www.amgen.com/media/media_pr_detail.jsp?releaseID=777851 - 25k - [Cached](#) - [Similar pages](#)

[Abgenix.com - AboutUs Wiki Page](#)
From AboutUs: See what information we have on [Abgenix.com](http://www.abgenix.com) - AboutUs Wiki Page and share your knowledge.
www.aboutus.org/Abgenix.com - 18k - [Cached](#) - [Similar pages](#)

24 | [Abgenix Reaffirms Optimism Regarding ABX-EGF. - Free Online Library](#)
For more information on Abgenix, visit the company's website at www.abgenix.com.

Job Hunting? Here's How Networking Works

From the last (job hunting) workshop...
Create your Preferred Company List (of 20)

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BriaCell		
Quiagen		
Abgenix	Greg Mann	Greg.Mann@Abgenix

25

7/18/18

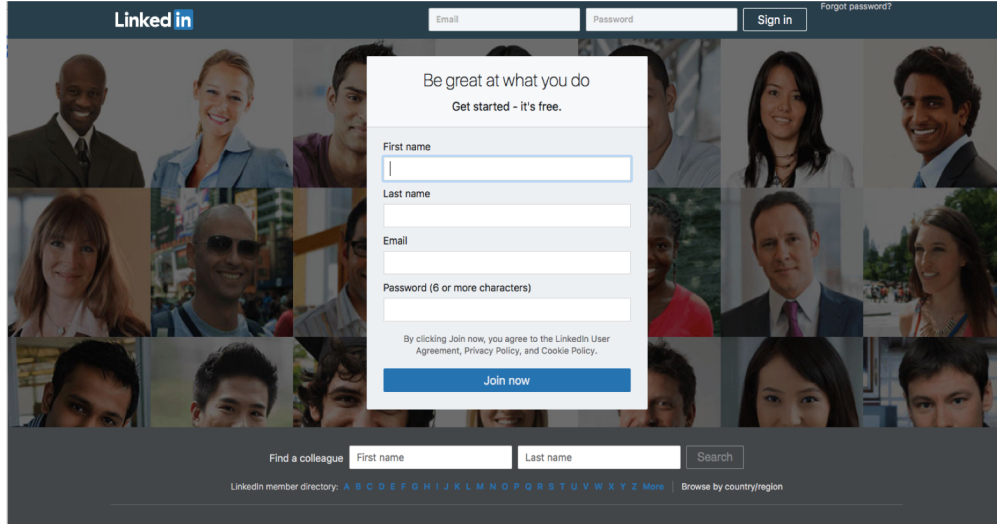


What 7 things can you do to fill out your preferred company list (or map your galaxy?)

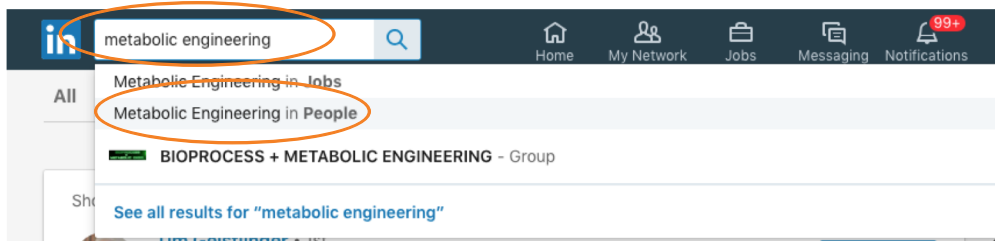
1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations	Lexis Nexus	LinkedIn.com			
		PubMed	UCSFConnect.com			
		Google.com				

26





Use LinkedIn to find scientists and companies who are working in your desired skill area, product or disease focus area



Showing 25,884 results

Obi Wan Kenobi • 1st
Principal Scientist, Metabolic Engineering and Systems Biology
San Francisco Bay Area
Current: Principal Scientist, Metabolic Engineering and Systems Biology at Intrexon Corporation
46 shared connections

Palpatine
Associate Director, Metabolic Engineering and Systems Biology at Intrexon Corpora...
San Francisco Bay Area
Current: Associate Director, Metabolic Engineering and Systems Biology at Intrexon Corporation
13 shared connections

J.J. Binks
Scientist, Metabolic Engineering at Amryis
San Francisco Bay Area
1 shared connection

Y. Oda
Research Associate- Metabolic Engineering at Lygos
San Francisco Bay Area
Current: Research Associate in Metabolic Engineering at Lygos
2 shared connections

29

Want more advice about writing a great profile?

Here you go!

career.ucsf.edu/sites/career.ucsf.edu/files/Linkedin-Profile.pdf

UCSF Office of Career & Professional Development
Student Academic Affairs

UCSF International Students & Scholars Office
Student Academic Affairs

LinkedIn Profile Checklist

Building a LinkedIn profile may seem overwhelming, but don't be intimidated. Start with the basics (header, summary and work experience), then build your profile over time.

*Thanks to Bijan Boldajipour and Daniel Zwilling for allowing us to use their LinkedIn profiles

- PHOTO:** A photo that presents you in a professional manner. Ask someone to use your cell phone camera to take your photo in front of a plain background. Wear a nice shirt and don't forget to smile!
- HEADLINE:** One of the most critical components of your profile. This section should highlight your specialization, and be more specific than "postdoctoral scholar" (ex. Neuroscientist).
- SUMMARY:** Use this space to introduce yourself. Describe what motivates you, what you're skilled at, and what's next.

30

Job Hunting? Here's How Networking Works

From the last (job hunting) workshop...
Create your Preferred Company List (of 20)

Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Amyris	JJ.Binks	Linkedin
Seattle Genetics		
Oncolytics Biotech		
BriaCell		
Quiagen		
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	Linkedin
Lyros	Y. Oda	Linkedin

31



Join
UCSF Connect,
the official networking
platform for the
UCSF community.

UCSFconnect.com

Login is easiest with LinkedIn or Facebook

Using ucsfconnect.com

Some searches....

Biotech

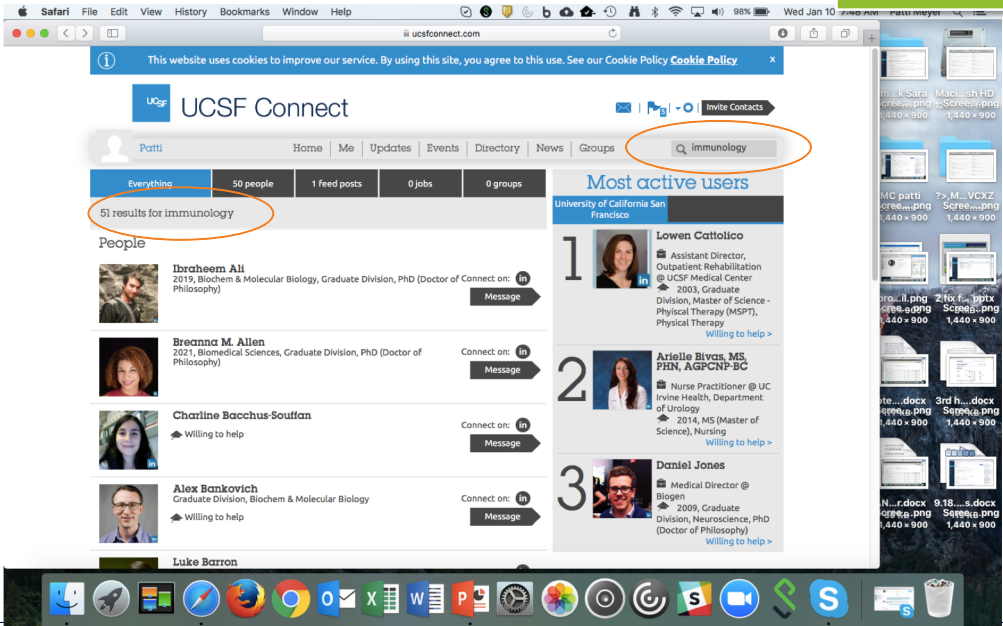
Industry

Scientist

Discovery

Begin with the magnifying glass search box in the upper right hand corner

You are the main focus of this new tool!



UCSF Connect

UCSF Connect

Home Me Updates Events Directory News Groups

Simone Krupka

Postdoc (Current and Alum)
Senior Scientist at BlackThorn Therapeutics
San Francisco, California, United States
Biotechnology

Willing to help
See more

+ Follow Simone

Send message

Request mentorship

Connect on:

SUMMARY

Highly motivated Cell and Molecular Biologist with extensive experience in immunology/inflammation, cell-based preclinical assay development including immunology checkpoint assays, establishment of in-house analytical capabilities, and 11+ years of post-graduate experience.

Experience with multiple assay platforms, antibody therapeutic drug candidate profiling and characterization, biomarker discovery and characterization.

RECENT WORK EXPERIENCE

- SENIOR SCIENTIST at BlackThorn Therapeutics, Biotechnology Jun 2017 - present
- PRINCIPAL SCIENTIST at DiscoveRx, Biotechnology May 2012 - Jun 2017
- SCIENTIST at Aragen Bioscience Mar 2011 - May 2012

EDUCATION

- postdoctoral scholar, Immunology, 2011, University of California, San Francisco

35

7/18/18

UCSF

UCSF Connect

UCSF Connect

Home Updates Events Directory News Groups

Admin Interface

Simone Krupka

Postdoc (Current and Alum)
Senior Scientist at BlackThorn Therapeutics
San Francisco, California, United States of America
Biotechnology

Willing to help
See more

+ Follow Simone

Unique ID: 425122 [edit](#)

- Delete this user
- Edit Email notifications

User type: Postdoc (Current and Alu...

Send message

FOLLOWING

Followers of Simone

SUMMARY

- ✓ Willing to introduce others to my connections
- ✓ Willing to speak on campus about my career
- ✓ Willing to be a mentor
- ✓ Offer advice
- ✓ Review resume/CV
- ✓ Informational interview

Experience with multiple assay platforms, antibody therapeutic drug candidate profiling and characterization, biomarker discovery and characterization.

RECENT WORK EXPERIENCE

• SENIOR SCIENTIST

18

7/18/18

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RECENT ACTIVITY

Posted on the feed

UCSFconnect.com

[Hi All. I'm constantly recruiting great people especially Bioinformatics, Immunology and Cancer Bio grads. Also willing to help network and coach people on entering industry. Thanks!](#)

37

7/18/18



The screenshot shows the UCSF Connect website interface. At the top, there is a navigation bar with the UCSF logo, the text "UCSF Connect", and a button "Invite Contacts". Below the navigation bar, there are tabs for "Home", "Updates", "Events", "Directory", "News", "Groups", and "Admin Interface". The main content area is divided into several sections:


- What's new**: A section with a "Personal opportunities" toggle.
- Updates**: A list of recent posts. The first post is by Steve Thuillier, dated 7/15/2018, with the text "I have enjoyed a very fulfilling career in the pharma/biotech industry. I am happy...". Other posts are by Janet Allen (7/13/2018), David Taus (7/10/2018), Valeria Ossovskaya (7/9/2018), and Lesley Snyder (6/27/2018).
- Events**: A list of upcoming events. The first is "EnCorps Teaching Fellowship for STEM Professionals: Fall Deadline" on Tuesday, July 10, 2018. Other events include "Biotech Industry Researcher Series: Networking!" on Wednesday, July 18, 2018, and "UCSF: The Campaign in San Diego" on Wednesday, July 18, 2018.
- People you need to know**: A grid of profile pictures for several individuals, including Deidre Hongkham, Douglas Closson, Shawntay Chaney, and John Incardi.
- Most active users**: A section highlighting active users, with "University of California San Francisco" and "Lowen Cattolico" (Assistant Director, Outpatient Rehabilitation @ UCSF Medical Center) listed.

A red circle highlights the "Updates" section in the screenshot.

What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations	Lexis Nexus	LinkedIn.com			
		PubMed	UCSFConnect.com			
		Google.com				


39



What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
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		PubMed	UCSFConnect.com	Califesciences.org		
		Google.com		Massbio.com		
				BioCrossroads.org		
				SWE.org		
				AWIS		
				WILS		

40



41

7/18/1

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Job Hunting? Here's How Networking Works

Create your Preferred Company List (of 20)

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Amyris	J.J.Binks	Linkedin
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Oncolytics Biotech		
BriaCell		
Quiagen		
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	Linkedin
Lyros	Y. Oda	Linkedin
BlackThorn Therapeutics	Simone Krupka	UCSFConnect
Jazz	Lando Calrissian	Linkdin


42

UCSF

What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
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		PubMed	UCSFConnect.com	Califesciences.org		
		Google.com		Massbio.com		
				BioCrossroads.org		
				SWE.org		
				AWIS		
				WILS		


43



What 7 things can you do to fill out your preferred company list (or map your galaxy?)

1	2	3	4	5	6	7
People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations	Lexis Nexus	LinkedIn.com	Biospace.com	Biospace.com Job Board	
		PubMed	UCSFConnect.com	Califesciences.org	Sciencecareers.org Job Board	
		Google.com		Massbio.com	medzilla.com	
				BioCrossroads.org	naturejobs.com	
				SWE.org	the-scientist.com	
				AWIS	monster.com	
				WILS	craigslist	
					indeed.com	

44



The screenshot shows the Biospace Job Board interface. At the top, there is a navigation bar with links for HOME, NEWS, **JOB**S, CAREER RESOURCES, HOTBEDS, CAREER EVENTS, and COMPANY PROFILES. A search bar at the top right contains the text "Biospace Job Board". Below the navigation, a message states "Found 304 jobs using the term 'immunology'". A sidebar on the left contains filters for Keywords (immunology), Location (City, State or Postal Code, Within 50 miles), Working from home, Industry, Discipline, Required Education, and Position Type. The main content area displays two job listings from AbbVie: "Administrative Assistant- GCD Immunology" and "Principal Scientist, Translational Immunology". A red circle highlights the search filters and the "Search jobs" button. On the right, there are advertisements for "cobra:bio" and "Regulated Cloud Infrastructures for". The page number "45" is visible in the bottom left, and the date "7/18/1" and the UCSF logo are in the bottom right.

Job Hunting? Here's How Networking Works

Create your Preferred Company List (of 20)

Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Amyris	J.J.Binks	Linkedin
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Oncolytics Biotech		
BriaCell		
Quiagen		
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	Linkedin
Lyros	Y. Oda	Linkedin
BlackThorn Therapeutics	Simone Krupka	UCSFConnect
Jazz	Lando Calrissian	Linkdin
AbbVie	D. Vader	Linkedin


46

UCSF

What 7 things can you do to fill out your preferred company list (or map your galaxy?)

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People & Orgs You Know & They Know	Check Out Journals	Search Databases & Search Engines	Use Professional Networking Sites	Join Professional Associations & Attend Events	Search Job Boards	Contact Recruiters
Start building your list with who you know	Look at authors & organizations	Lexis Nexus	LinkedIn.com	Biospace.com	Biospace.com Job Board	
		PubMed	UCSFConnect.com	Califesciences.org	Sciencecareers.org Job Board	
		Google.com		Massbio.com	medzilla.com	
				BioCrossroads.org	naturejobs.com	
				SWE.org	the-scientist.com	
				AWIS	monster.com	
				WILS	craigslist	
					indeed.com	

47




Job Hunting? Here's How Networking Works

Create your Preferred Company List (of 20)

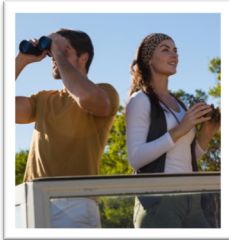
Company/Organization Name	Name of Scientist	Email of Scientist
Amyris	K Patel	kpatel@amyris.com
Amyris	JJ.Binks	LinkedIn
Seattle Genetics		
Oncolytics Biotech		
BriaCell		
Quiagen		
Abgenix	Greg Mann	Greg.Mann@Abgenix
Interaxon Corp.	Obi wan Kenobi	LinkedIn
Lyros	Y. Oda	LinkedIn
BlackThorn Therapeutics	Simone Krupka	UCSFConnect
Jazz	Lando Calrissian	LinkedIn
AbbVie	D. Vader	LinkedIn

48



You'll meet them through an **informational interview**

Find people



Meet & talk to them



Learn key information & opportunities

You want them to:

1. Give you feedback on your application materials
2. Give you advice about executing a job search by telling you about theirs
3. Help you identify organizations
4. Forward your material to hiring managers
5. Introduce you to people
6. Tell you about their organization

48

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You'll meet them through an **informational interview**

An informational interview is a 20-60 minute conversation with someone who is willing to share their knowledge (often from personal experience), advice or contacts

Career Exploration



Explore Career Options

Job Search



Research Options



Find Opportunities

Professional Success



Establish a Professional Relationship

50

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Informational Interviews – How to line one up



- Email your potential interviewee, and ask to set a time to talk
- Tell them you're transitioning, **“beginning to think about making a change from academic research into industry”**
- Tell them you're **“not asking for a job...ONLY seeking information and opinions on our field and what it's like to transition into x career field”**
- Let them know you'll be **“brief, structured”**; offer coffee/lunch
- Take notes during the informational interview

51 Use Info Interview Questions tutorial at myIDP.sciencecareers.org, under “Talk to People”



Informational Interviews – Sample invitation letter

Sample email requesting Informational Interview from someone you do not know already (generally, no resume attached):

Dear Dr. Adams:

I have been reading about the work of ABC Bio, Inc. and in particular about your very interesting work on XYZ. It's clear from your publication history that we share similar backgrounds and that's why I am writing to you.

I am beginning to think about the next step in my career and would like to explore the potential career paths available in corporate research. Obviously, you have made a successful transition from academia to industry, so I was wondering if you would be willing to meet with me to give me some advice?

I am not asking for a job. I only seek information and advice about how science is conducted in industry settings. If you can meet in person, on the phone or by email, I will be well prepared to conduct a brief, structured informational meeting.

Thank you for your assistance and advice.

Fred Jones, PhD
Postdoctoral Researcher, UCSF
415-555-5555
fred@ucsf.edu

52



Informational Interviews – Sample invitation letter

Dear Kamala,

I hope you're well. I see that we're connected through my friend Clark Kent (we attended UCSF together), and was writing to ask if you might have about 30 minutes to chat about your role at Genentech.

I'm currently conducting informational interviews with scientists who transitioned into bench positions, both about their current role and future career path. Might you be available to chat?

I appreciate you considering my request.

Regards,

Fred

Dear Kamala,

I am an biochemist currently completing my postdoc at UCSF. I thrilled to see so many alumni joining UCSFConnect, willing to share their experience and advice.

I've been conducting 30 minute informational interviews with postdocs who have moved to industry. Would you consider briefly chatting with me about your role at Genentech and career path since UCSF?

Thank you for considering my request,

Fred



Your conversation is 5-10 questions in about 30 minutes.

Sample Informational Interview Questions

Present	Past	Future	Advice
<p>What their role is now</p>	<p>What prepared them and positioned them for their current role</p>	<p>What opportunities interest them or open up for them 5-10 years in the future & what are trends they see 5-10 years in the future</p>	<p>What advice to they have for people seeking to succeed in their career path or their specific role.</p>



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Your conversation is 5-10 questions in about 30 minutes.

Sample Informational Interview Questions

Present	Past	Future	Advice
<ol style="list-style-type: none"> 1. Can you tell me a little bit about your current responsibilities? 2. What was a typical day/week like in your role? 3. What types of skills are essential for succeeding in your position? 4. What type of people would enjoy working and thrive at an organization like X? 	<ol style="list-style-type: none"> 5. What do you enjoy about your research? 6. How did you find your position and why did this org. appeal to you?? 7. What was your interview like what helped you best prepare? 8. Would you be willing to talk about typical compensation packages including vacation, salary range, etc and work-life balance? 		<ol style="list-style-type: none"> 9. What advice would you give someone in my position who wants to be successful in this field? 10. What professional associations do you find useful and why? 11. Could you recommend anyone else to speak with in this field? May I have permission to use your name when I contact them?



Your conversation is 5-10 questions in about 30 minutes.

Focus	Length	Language
Open	1-2 minutes	<p>Thank you so much for meeting with me. As I shared in my email, I've been speaking people for the past two months, about bench opportunities in industry.</p> <p>I was particularly thrilled when you agreed to meet with my, because I see you've worked in both a smaller start up and an more established company like Genentech. I was interested in hearing your thoughts about the role is similar or different based on the size of the organization, and what some interesting things are in our field right now.</p> <p>So thank you for agreeing to talk with me.</p>
Present	3-5 minutes	<ol style="list-style-type: none"> 1. What's a typical day like for you as a researcher at Genentech – Is there a typical day? 2. Was that similar or different when you worked for Abgenix? 3. What do you like about your work? 4. What skills are key? 5. How are people hired at Genentech and was that different from Abgenix? 6. What experienced prepared you while you were at UCSF? 7. What are some key issues impacting the biotech field that are affecting your work right now? 8. As a person who has hired before, would you have the time to give me feedback on my CV?
Past	3-5 minutes	
Future	3-5 minutes	
Advice	3-5 minutes	
Close	1-2 minutes	<p>Thank you so much for taking the time. I have a much better understanding of the differences of being a at a more established organization vs a start up. Thank you also for recommending the interest group – I'll join it. And for your suggestion to talk with Selena Kyle at Uman Pharma.</p> <p>I'll definitely keep in touch.</p>



Informational Interviews – Following up

- Wrap up with sincere appreciation – people are busy!
- Email a thank-you note within 2-3 days max
- Follow up weeks or even months later, reporting on advice that you followed, and thanking them again



57

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More Resources!

- myIDP.sciencecareers.org (Talk to people → “Informational interviewing”)
- **Articles by Dave Jensen on sciencecareers.org**
 - “Networking Part 1: Making the Most of Your Contacts”
 - “Networking Part 2: More Networking Scenarios”
 - “More Than Just a Job-Seeking Tool”

58

7/18/18

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Informational Interviews – Sample thank you letter

Dear Dr. Wayne:

I thank you for the time you spent with me yesterday. Your willingness to share information with me on your career and on our chosen field of research is most appreciated.

Your perspective regarding market developments in the anti-infectives “mini-industry” was very helpful. I now have a better idea of how to approach this market. I plan to follow up this week on your suggestion to contact Orville Jones at PDQ Bio Corporation. It sounds like an interesting company.

Again, thank you for your assistance.

Sincerely,
Fred Jones
Dept. of Immunology
UCSF
415-555-5555
fred@ucsf.edu



59

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Your Goal? To Map Your Galaxy (or Build Your Network), one data point at a time



Time Invested?

How many hours a week do you dedicate to networking, on average?

1 - 2 hours
a week



61

7/18/1

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20 networking things you can do in less than 30 minutes

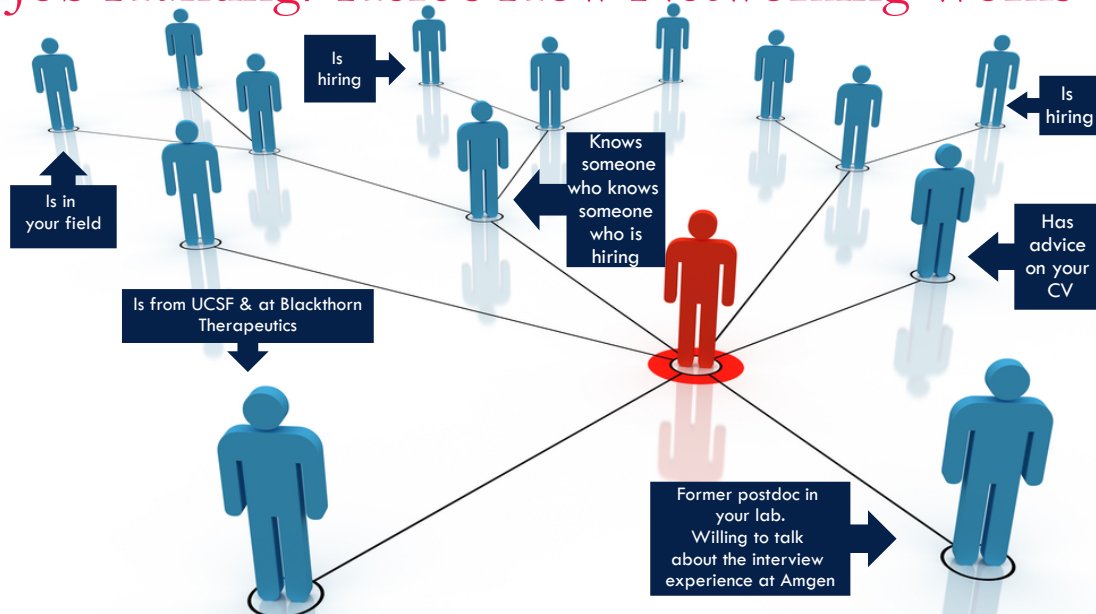
1. Create a first draft of a preferred company/possible networking contact list
2. Log onto LinkedIn. Look at other's profiles who you admire. Begin writing yours.
3. Try to log onto UCSF connect.
4. Try to find different people by using organizational/research keywords
5. Bookmark links to all of the job boards
6. Bookmark links to your favorite companies & sign up for alerts.
7. Go to the library and try to find the lexis nexis database
8. Search the database for 20 companies in your target area
9. Brainstorm 5 people to talk to
10. Plan to come to next Biotech series workshop
11. Find the most recent copy of your CV
12. Take a shot at writing an informational interview request letter
13. Create a folder for all your job search efforts (including networking). Put everything – sample letters CV, etc. in that folder to keep yourself organized
14. Create an email folder to keep all of your networking correspondence
15. Think of one person who has already helped you – send them a thank you and update them of your efforts (like attending this workshop)
16. Find one person also on the job search – buddy up!
17. Read networking articles by Dave Jensen on sciencecareers.org for motivation
18. Find your perfect job (wherever in the world): create a targeted CV and Cover Letter to have a template
19. Ask one person on UCSFConnect to an info interview
20. Schedule a drop in to brainstorm your strategy*

62

So, what 1 thing will you do?

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Job Hunting? Here's How Networking Works



Naledi Saul

Office of Career and Professional Development



Working through third party recruiters

recruiters

WHAT ARE THEY?

“Headhunters” or “Search Firms” -

Consultants hired to locate, screen potential employees

Paid by the employer, not the job seeker

Three types of headhunters:

- Contingency firms
- Retained firms
- Contract agencies



64

7/18/18



Working through third party recruiters

WHAT TO DO IF THEY CALL:

- BE SURE to get their name and contact information
- Ask if they work on Contingency or Retained basis
- Expect to be interviewed by the headhunter
- Headhunters send short list to hiring manager, for final decision
- Headhunter will likely participate in negotiating compensation



Working through third party recruiters

Resources:

- Executive Search Directories – print at libraries
- Google, for example: “immunology search firm”

Post your resume on:

- Monster, etc
- Biospace

Contract agencies include:

- Kelly Scientific
- Lab Support
- Yoh Scientific
- Lab Pros
- Kforce



Working through third party recruiters

HOW TO GET HEADHUNTERS TO HELP YOU:

- Be visible in your field AND/OR
- Develop list of headhunters; send a resume for their db
- Follow-up phone
- Wait; call them every 2 months to “update your resume” or ask advice

