Contents

Preface, vii

Acknowledgments, ix

PART I. INDUSTRY OVERVIEW: LANDING A JOB IN INDUSTRY

- 1. The Pros and Cons of Working in Industry: Why Make the Transition?, 1
- 2. How to Excel in Industry: What to Expect and What Is Expected of You, 11
- 3. So You Want a Job in Biotechnology and Drug Development...: Finding Your Way In, 15
- 4. The Biotechnology Industry Resume: Putting Your Best Foot Forward, 25
- 5. The Informational Interview: Researching Your Options, 33
- 6. The Biotechnology and Drug Development Industry: An Overview, 39

PART II. CAREER OPPORTUNITIES IN BIOTECHNOLOGY AND DRUG DEVELOPMENT COMPANIES

- 7. Discovery Research: The Idea Makers, 47
- 8. Preclinical Research: The Bridge between Discovery Research and Clinical Development, 67
- 9. Project Management: The Product Development "Orchestra Conductors," 79
- 10. Clinical Development: Developing New Products to Benefit Human Health, 91
- 11. Medical Affairs: Working in the Post-Approval World, 125
- 12. Regulatory Affairs: The Final Challenge—Passing the FDA Test, 137
- 13. Quality: Consistently Making Good Products, 157
- 14. Operations: Ensuring that Processes Run Smoothly and Efficiently, 175
- 15. Bio/Pharmaceutical Product Development: The Chemistry Has to Be Good, 191
- Life Science Information Management: The Melding of Computer and Biological Sciences, 207

- 17. Business and Corporate Development: Why Big Deals Really Are a Big Deal, 223
- 18. Marketing: Communicating a Message to Customers, 243
- 19. Sales: Generating Revenue and Educating Customers, 263
- 20. Technical Applications and Support: Getting Paid to Be the Expert, 279
- 21. Corporate Communications: Communication between External and Internal Worlds, 293
- 22. Executive Leadership and Entrepreneurship: The Business Builders, 311
- 23. Law: Providing Legal Advice and Protecting Property, 329
- 24. Health Care Finance: Venture Capital, Institutional Investing, Investment Banking, and Equity Research, 347
- 25. Management Consulting: The Strategy Advisors, 377
- 26. Recruiting: The Business of Matchmaking, 387