BIOTECH/PARMA and CRO's
AstraZeneca
Janssen Pharmaceuticals
GlaxoSmithKline
Merck
Teva Pharmaceuticals
Regeneron Pharmaceuticals
Nuventra *
WuXi AppTec *
Alliance Pharma
GenScript USA
Eurofins Lancaster Labs

HEALTHCARE/LIFE SCIENCE CONSULTING
Back Bay Life Science Advisors *
Alcimed *
Adelphi Research *
BluePrint Research Group
Putnam Associates *
Navigant Consulting
C1 Consulting
Cambridge Solutions

SCIENCE POLICY & SCIENTIFIC ASSOCIATIONS
AAAS Science & Technology Policy Fellowships *
American Association of Cancer Research

Get the App!
All information about registered employers can be found by downloading the free career fair app: Penn Career Fair Plus. Find information about each employer and their specific job opportunities.

For PhD students and postdocs
Organized by Career Services in collaboration with Biomedical Graduate Studies and Biomedical Postdoctoral Programs

Smilow Translational Research Center, Commons & Auditorium, 3400 Civic Center Boulevard
Wednesday 28th September, 1-4pm

BGB Group *
PharmaWrite *
MedErgy HealthGroup
Ethos Health Communications
Nucleus Global
Springer Nature

INTELLECTUAL PROPERTY and TECH TRANSFER
Sterne Kessler Goldstein & Fox *
Penn Center for Innovation *
Global Prior Art
Riverside Law

RESEARCH
The Children's Hospital of Philadelphia
Henry M. Jackson Foundation for the Advancement of Military Medicine
University of Pennsylvania
USDA Eastern Regional Research Center

* Employers giving information sessions during the career fair. Use the Penn Career Fair Plus app to view the schedule of presentations.

Thanks to our career fair sponsors:
By participating in this career fair you may win one of these:

Apple Watch
Amazon Tap
Fitbit Flex 2
Bluetooth headphones

Career Fair Sponsors:
Specific positions advertised by organizations attending the Biomedical & Life Sciences Career Fair

Full descriptions of these positions are included within this summary – click on the links below or scroll down. Download the Penn Career Fair Plus App for additional information.

**Biotech/Pharma**

- Janssen
  - Scientist – Data Sciences
- GlaxoSmithKline
  - R&D Informatics Expert
  - R&D Formulation Scientist
  - R&D Bioassets Scientist
- GenScript USA
  - Senior Scientist in Institute of Biotechnology Research
  - Scientific Liaison of Discovery Biology
  - Technical Account Manager
- Nuventra
  - Pharmacokineticist
  - Clinical Pharmacology Associate/Project Manager
- Eurofins Lancaster Labs
  - Senior/Principal Chemist
- Teva Pharmaceuticals
  - Multiple biologics positions
- AstraZeneca
  - Industry Postdoc Programme

**Healthcare/Life Science Consulting**

- Adelphi Research
  - Project Associate
- Alcimed
  - Healthcare - Business Development Manager - California
  - Healthcare - Consultant
- Back Bay Life Science Advisors
  - Consultant
- BluePrint Research Group
  - Associate
- C1 Consulting
  - Associate Consultant
  - Analytics Consultant
- Navigant Consulting
  - Consultant/Senior Consultant, Energy practice
  - Summer Associate, Energy practice
- Cambridge Solutions
  - Senior Analyst

**Scientific/Medical Writing & Publishing**

- Ethos Health Communications
  - Medical Writer
  - Strategic Account Associate
- MedErgy HealthGroup
  - Medical Writer
- PharmaWrite
  - Medical Writer
- AOI Communications
  - Project Manager - Scientific Communications
  - Scientific Lead
  - Project Coordinator
- Nucleus Global
  - Account Executive – Hamilton, New Jersey
  - Medical Writer – Hamilton, New Jersey
- Springer Nature
  - Associate/Senior Editor (Nature Materials)
  - Assistant/Associate Editor (Nature Medicine)
  - Associate/Senior Editor (Nature Communications)
- BGB Group
  - Medical Writer – Medical Director
  - Medical Editor – Senior Medical Editor
  - Account Executive-Vice President

**Intellectual Property and Tech Transfer**

- Global Prior Art
  - Biomedical Associate, Biomedical Engineering
  - Biotechnology Associate, Patent Analyst
- Penn Center for Innovation
  - PCI Fellows
- Sterne Kessler Goldstein & Fox
  - Technical Specialist
  - Patent Agent
  - Student Associate

**Research**

- Henry M. Jackson Foundation for the Advancement of Military Medicine (HJF)
  - Research Assistant
  - Biostatician II
  - Postdoctoral Fellow II
- University of Pennsylvania, Perelman School of Medicine
  - Research Specialist C
  - Resource Technologist B
  - Clinical Research Monitoring Specialist
Biotech/Pharma

Janssen Pharmaceuticals [SPONSOR]

Scientist, Data Sciences
Janssen Pharmaceuticals, Inc., a pharmaceutical company of Johnson & Johnson, provides medicines for an array of health concerns in several therapeutic areas, including: attention deficit hyperactivity disorder (ADHD), cardiovascular disease, general medicine (acid reflux disease, infectious diseases), mental health (bipolar I disorder, schizophrenia), neurologics (Alzheimer’s disease, epilepsy, migraine prevention and treatment), pain management, and women’s health. Our ultimate goal is to help people live healthy lives. We have produced and marketed many first-in-class prescription medications and are poised to serve the broad needs of the healthcare market – from patients to practitioners, from clinics to hospitals. For more about Janssen Pharmaceuticals, Inc., one of the Pharmaceutical Companies of Johnson & Johnson, visit www.janssenpharmaceuticalsinc.com

The Data Sciences department within Janssen Pharmaceuticals is looking for an outstanding Scientist who is interested in designing, developing, and fielding data mining solutions that have direct impact to Patients and Janssen. Our department spans across the entire value chain at Janssen Pharmaceuticals from discovery to after launch. This will enable the scientist to work with various business units to help identify viable data mining opportunities and then conceive, develop and implement end to end data analytical solutions. There are many ways to explore and analyze data, and this drives the excitement and passion of data scientists at Janssen as many business units are eager to leverage the data to create business value. The Scientist will be someone who stays on the cutting edge of data mining research by doing novel research to influence decisions at various levels in the organization. The role requires both a broad knowledge of existing data mining algorithms and creativity to invent and customize when necessary. The Scientist, Data Sciences will be part of a dynamic, accomplished informatics team that will support multiple R&D therapeutic areas in the discovery and development of innovative medicines.

The Scientist will partner with colleagues in research and informatics to develop, implement, and apply state-of-the art scientific algorithms and methods for R&D teams. Will invent and implement creative solutions that go beyond current tools to deliver best solutions to the problems. Will participate in project teams, elicit needs, and act in a primary role as a trusted primary business and scientific partner. Will conceive and develop end to end data mining solutions to support Janssen’s business units and initiatives.

Thriving on a diverse company culture, celebrating the uniqueness of our employees and committed to inclusion. Proud to be an equal opportunity employer.

Qualifications
M.D. or Ph.D degree in Computer Sciences, Statistics, Machine Learning & Artificial Intelligence, Physics, Molecular Biology, Bioinformatics, Computational Informatics, Medical Informatics, Computational Biology or a related discipline is required.

Strong understanding of drug discovery and development processes is preferred.

Strong working knowledge of data mining algorithms including machine learning techniques such as decision trees, probability networks, association rules, clustering, regression, neural networks, Bayesian models is required.
Familiarity with large datasets, handling of biomedical datasets and understanding of data analysis workflows is required. Experience in the handling and analysis of real world evidence data is preferred.

Proficient with one or more programming language such as .net, Java, Perl, C++ is required.

Experience with informatics, analysis and visualization software/tools such as R, MatLab, SAS, Python, Spotfire, Pipeline Pilot or other analytical tools is required.

BE VITAL in your career, be seen for the talent you bring to your work. Explore opportunities within the Johnson & Johnson Family of Companies.

GlaxoSmithKline

1) Future Leaders Program - R&D Informatics Expert

Basic qualifications:
• Completion of a PhD or Masters (3.0 GPA or better) by end of 2017 in a STEM subject, computer science, or informatics, where programming was used to solve challenging scientific or technical problems
• Coursework or research experience relating to the management and/or use of real-world data (e.g. development of algorithms or predictive models)
• Possess no more than 3 years of total professional experience in related pharmaceutical/biotechnology industries
• Excellent interpersonal, organizational and communication skills
• Must be eligible to work in the US at the time of, and for the duration of employment. Employees will be required to furnish evidence of US work authorization. Applicant must NOT require future sponsorship for an employment visa status

Preferred qualifications:
• Interdisciplinary research and software development experience using data science languages (MATLAB, Python, R) and/or object-oriented languages (e.g. C++, C#, Java)
• An understanding of big/complex data (including familiarity with a Big Data environment such as Hadoop)
• Ability to interpret large volumes of data, in order to derive actionable insights using statistical machine learning and visualization techniques
• Proven ability to map real world problems to algorithmic/computational solutions
• Awareness of trends in the pharmaceutical and other industries with regards to data, analytics and knowledge management
• Willingness to learn about Quality by Design (QbD) principles, as articulated in the ICH guidelines Q8 to Q12
• Awareness of change management principles
• Awareness of regulatory expectations regarding use of software for GxP business process (i.e. computer system validation)

Details:
This exciting new role is part of the Product Development and Supply Future Leaders Program based at a Philadelphia area site.
The informatics and data team at GSK is developing a Product Data and Knowledge Platform, which aims to produce a seamless flow of high value data and knowledge throughout pharmaceutical development, transfer and manufacturing.

Current data aggregation for process development activities is often time-consuming, and requires manual data gathering from multiple source systems and data transcription-checking. Collated data is often not made available for reuse, resulting in multiple scientists duplicating data collation activities. Critical project knowledge is spread across many files, such as documents and Excel spreadsheets which are difficult to link together.

The main focus of the informatics and data team is to create a single end-to-end view of product data by integrating data from strategic source systems, applying data quality improvements as required. Development and manufacturing data will be integrated together using an ecosystem of IT infrastructure and Big Data tools, which will enable analytics and new insights from data to be realized. In addition, the informatics and data team is building a knowledge platform that captures key decisions through the product lifecycle and makes them readily available, linked to the underlying data and analysis. This will provide a common structure across projects for capturing knowledge in a standardized format and will enable multiple users across the organization to easily access the same information and build on it across the product lifecycle.

As an Informatics Expert at GSK, you will:

- Lead the definition and delivery (including implementation and change management) of our data science and informatics solutions across a number of R&D departments
- Provide expert technical input and support on data science and informatics to a number of R&D departments
- Act as a "voice of the customer" for a number of R&D departments by keeping up-to-date with their challenges and requirements regarding product data and knowledge
- Work closely with partners in manufacturing operations towards the vision of a continuum of data, information and knowledge across the product lifecycle
- Stay updated on new developments on the cutting edge of computer science, data science and informatics, bringing in those that have the potential to transform the way we operate
- Ensure the sustainability of our data science and informatics solutions through the definition and delivery of business processes and guidance material

Science is the bedrock of our success and our scientists are among the world leaders in their fields. If you join the GSK R&D Product Development Future Leaders Program, you'll be part of a network that enables us to register and launch three to five new medicines each year. Participants in the Product Development Future Leaders Program will be full-time, permanent employees at GSK and will enjoy the same competitive package of salary and benefits as other new starters. In addition, participants will undertake three rotations over three years at the start of their career. These rotations will give participants technical capability across three separate areas of Product Development and allied disciplines. Participants will meet regularly with their line manager to identify learning and development opportunities. Participants will be given coaching and mentoring to enable them to become a technical leader of the future.

Part of a vibrant, global scientific community, you’ll work in teams that combine a mix of disciplines. We’re at the cutting edge of science and technology, so you’ll never be far from an expert who can help you to learn, grow, and contribute to our business. You will use the knowledge and experience you gain in this role to become a potential future leader in GSK.
2) Future Leaders Program - R&D Formulation Scientist

Basic qualifications:
• Completion of a PhD (3.0 GPA or better) by end of 2017 in pharmaceutical, bio or chemical sciences or chemical or biomedical engineering with an emphasis on the development of injectable formulations and, in particular, long acting parenterals
• Possess no more than 3 years of total professional experience in related pharmaceutical/biotechnology industries
• Excellent interpersonal, organizational and communication skills
• Demonstrated ability to independently design and execute work plans
• Must be eligible to work in the US at the time of, and for the duration of employment. Employees will be required to furnish evidence of US work authorization. Applicant must NOT require future sponsorship for an employment visa status.

Preferred qualifications:
• An understanding of the physicochemical properties of candidate drug molecules that impact development of parenteral drug products
• An understanding of ways to control and manipulate in vivo release rates upon parenteral administration
• Laboratory and/or manufacturing experience, in a university or industrial setting, especially in the context of sterile drug product development

Details:
This exciting new role is part of the Product Development and Supply Future Leaders Program based at a Philadelphia area site.

As a Formulation Scientist at GSK, you will:
• Develop and conduct test protocols to determine the performance of long acting injectable technologies
• Interpret and use PK-PD and other in vivo or in vitro data to create a model to predict and optimise drug delivery from prototype long-acting injectable formulations
• Use this model to assess the potential for optimization of drug delivery through long-acting injectables demonstrating understanding of the formulation, processing and design of the technology
• Demonstrate innovative and independent problem-solving capability when required, with balanced consideration of technical limitations
• Demonstrate competence in the areas of processing, integrating and presenting datasets to inform key decision makers
• Work with project teams to develop and supply materials for pre clinical and human testing
• Demonstrate an understanding of the literature in your area of technical competency
• Actively communicate promising ideas/technologies
• Contribute to detailed review of different technologies to identify key applications/design/process/risks/weaknesses/opportunities/threats
• Develop a working understanding of the product development process so that you can effectively operate in the broader matrix team
• Prepare development reports and participate in preparing regulatory documents

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We offer a competitive total compensation package, as well as an environment conducive to personal and professional growth. GSK is proud to promote an open culture, encouraging people to be themselves and giving their ideas a chance to flourish.

3) Future Leaders Program - R&D Bioassets Scientist

Basic qualifications:
- Completion of a Masters (3.0 GPA or better) by end of 2017 in biology, biochemistry, drug discovery or related field
- Possess no more than 3 years of total professional experience in related pharmaceutical/biotechnology industries
- Experience with biological science laboratory methods, including tissue culture and drug discovery (e.g. cellular screening)
- Excellent interpersonal, organizational and communication skills
- Demonstrated ability to independently design and execute work plans, including experimental design
- Must be eligible to work in the US at the time of, and for the duration of employment. Employees will be required to furnish evidence of US work authorization. Applicant must NOT require future sponsorship for an employment visa status.

Preferred qualifications:
Completion of a PhD by 2017 in biology, biochemistry, drug discovery or related field
- Experience with primary and iPS cell culture, as well as iPS differentiation techniques
- Experience implementing laboratory technologies, including automation/robotics

Details:
This exciting new role is part of the Product Development and Supply Future Leaders Program based at a Philadelphia area site.

As a bioassets scientist at GSK, you will:
- Develop and implement laboratory processes and technology that supports the modernization of drug discovery, especially in the areas of phenotypic/patient cell-based screening, and embed these in the biological sample management capability portfolio. To that end, you will:
- Develop a deep understanding of the BioAssets discovery sample management operation and how it supports drug discovery
- Develop a working understanding of the drug discovery process so that you can effectively operate in the broader matrix team.
• Provide leadership and contribute to detailed review of different technologies to identify key applications/design/process/risks/weaknesses/opportunities/threats
• Perform laboratory experiments and processes to test and implement new biological materials for discovery (e.g. differentiating iPS, automating cell culture processes, automated cell separation, culturing cells from primary tissue samples)
• Develop and maintain current awareness of developing trends in the use of disease-state, primary or engineered biological materials and automation in drug discovery by journal review, presentations, publications and other external networking
• Contribute to defining strategies and plans to continually improve discovery biological sample support capability
• Provide input to budget decisions, recommend capital purchases of software and equipment required to support modernization

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GenScript USA

1) Scientific Liaison of Discovery Biology
Scientific Liaison of Discovery Biology for Europe, Japan, and Asia-Pacific (excluding China) Regions
Location: Piscataway, New Jersey
Responsibilities
• Work with Director of Commercial Development to design and strategies of business growth through building of scientific and business credibility to customers and collaborators.
• Grow business with existing customers and develop new business opportunities. Build long-term partnership with pharmaceutical and biotech companies to ensure an in-flow of integrated programs.
• Facilitate and ensure high quality and timely communication with customers, for both business and scientific dialogs.
Develop channels of business intelligence and provide critical information and market trend analysis to superiors and colleagues on regular basis.

Other responsibilities related to development and improvement of the regional business as required.

Travel as needed (minimally 40%).

Ensure profitability of business activities by reviewing return of investments with superior on quarterly basis.

Requirements

1. PhD with postdoctoral training in biology-related fields. Pharmaceutical industry experience preferred
2. Proven record of results delivery by publications and/or patents
3. Strong interpersonal skills including verbal and written communication
4. Organizing skills and ability of tracking multiple projects
5. Proven adaptability to new scientific areas and creative thinking
6. Strong sense of accountability and discipline in return of investment

Please send your resume to hr@genscript.com

2) Senior Scientist in Institute of Biotechnology Research

1. Focus on developing innovative platforms or optimizing current platforms for data mining/analysis to reveal the underlying biological meaning from next generation sequencing data, and other bioinformatics needs, such as interactive biological design tools development;
2. Provide consultancy and achieve technical excellence within the department.
3. Coordinate with the IT department for bioinformatics training;
4. Develop bioinformatics solutions, standard operating procedures, documentation, software/web tools and databases to assist customer in solving technical barriers
5. Communicate with the commercial teams to provide new service proposals and promotions;
6. Responsible for building, training and leading a team of research and development.

Qualifications:

1. Ph.D. Degree in bioinformatics, biostatistics or related areas, or MS in these fields with at least two years’ experience;
2. Knowledgeable in the field of Software engineering expertise, such as R, Java, Perl, Python programming experience;
3. Strong statistical and programming skills (using R/Matlab, Perl/Python/C++/C); Experience with the development of novel algorithm, website, software and machine learning is a big plus.
4. Excellent understanding of genomic databases and their annotations (GenBank, RefSeq, ENSEMBL, dbSNP);
5. Proactively participating in collaborative and innovative projects;
6. Having a keen sense of responsibility, self-motivation, and good communication and teamwork skills.

GenScript is a contract research organization (CRO) specialized in biological research and drug discovery services. Ever since its inception in 2002, GenScript has experienced rapid, constant, and organic growth. Now GenScript has become a leading biology contract research organization (CRO) in the world, with a global operating team of over 1400 dedicated scientists, staffs. Headquartered in Piscataway, New Jersey, GenScript has become a leading Biology CRO and leading gene synthesis supplier in the world, with subsidiaries in France, Japan, and China.
3) Technical Account Manager
Location: Piscataway, NJ, USA
Technical Account Manager serves as the primary technical source for supporting sales activities within responsible regions. Technical Account Managers take full responsibility of the daily operation of customer service function, which handles all initial inquiries from customers, dealers, and general public regarding order placement, complaints, technical support, etc.
Responsibilities:
1. Provide primary technical advice to customers.
2. Provide customers with technical information and/or tools.
3. Work on customers' troubleshooting and/or complaints with a technical issue.
4. Organize and provide training for internal sales and external distributors by delivering presentations or/and demos.
5. Help on trade shows or exhibitions by technical communication.
Requirements:
1. Solid professional technical background, minimum Master Degree in relevant life technologies, such as cell biology, immunology, molecular biology, etc.
2. Good command of communication and presentation skills.
4. Good team player.
5. Fluent in both oral and written English.
6. Quick learner.
Please send your resume to hr@genscript.com

Nuventra
1) Clinical Pharmacology Associate / Project Manager
2) Pharmacokineticist

Eurofins Lancaster Labs
Senior/Principal Chemist
Responsibilities include, but are not limited to, the following:
• Perform a large variety of analytical tasks for the development and validation of analytical methods used in the testing of drug products and raw materials by means of various procedures including HPLC, Mass Spec, GC, UV/Vis, and dissolution
• Read, understand, and interpret diverse analytical procedures presented in a variety of written styles
• Utilize technical knowledge in the development of unique analytical methods (including researching projects via literature and internet)
• Work independently and efficiently
• Conduct investigations in support of client needs, may include mass spectrometry
• Document work clearly and perform tests accurately
• Contact clients on a routine basis
• Lead projects
• Serve as a system administrator when needed
• Support system validation efforts
• Write protocols
• Oversee the implementation of new techniques

The ideal candidate would possess:
• Strong computer, scientific, and organizational skills
• Excellent communication (oral and written) and attention to detail
• Ability to work independently and as part of a team, self-motivation, adaptability, and a positive attitude
• Ability to learn new techniques, perform multiple tasks simultaneously, keep accurate records, follow instructions, and comply with company policies

Basic Minimum Qualifications:
• BS with 3 years’ experience, MS with 2 years’ experience, and PhD with 1 years’ experience specifically related to chromatographic method development
• Authorization to work in the United States indefinitely without restriction or sponsorship

Position is full-time, Monday-Friday, 8 a.m.-5 p.m., with overtime as needed. Candidates currently living within a commutable distance of Lancaster, Pennsylvania are encouraged to apply.

As a Lancaster Labs employee, you will become part of a company that has received national recognition as a great place to work. We offer excellent full-time benefits including comprehensive medical coverage, life and disability insurance, 401(k) with company match, paid holidays and time-off, and dental and vision options. To learn more about Lancaster Laboratories, please explore our website www.lancasterlabs.com.

Eurofins is a M/F, Disabled, and Veteran Equal Employment Opportunity and Affirmative Action employer. Eurofins is the world leader in the food, bio/pharmaceutical product testing. It is also number one in the field of environmental laboratory services and one of the global market leaders in agoscience, genomics, discovery pharmacology, and central laboratory services. With over $2 billion in annual revenues and 23,000 employees across 200 sites in 36 countries, Eurofins is a leading international group of laboratories providing an unparalleled range of testing and support services to the pharmaceutical, biopharmaceutical, food, environmental, and consumer products industries and to governments. Eurofins Lancaster Laboratories, a nationally recognized laboratory, is searching for a Senior/Principal Chemist to support our Analytical Development group in Lancaster, PA.

Teva Pharmaceuticals

Multiple Position in Biologics
For full details of these positions, please visit www.tevausa.com/careers and search by requisition number or job title.

16-17426 Sr. Scientist - Experimental Immunology
16-17764 Scientist - Experimental Immunology
16-17562 Scientist, Immunogenicity
16-17754 Sr Scientist Immunogenicity
AstraZeneca [SPONSOR]

Industry Postdoc Programme

The Post-Doc Programme brings together motivated and innovative post-doctoral scientists who have a passion for great ideas and a desire to make a difference through an academic-style post-doctoral position in a global pharmaceutical setting.

At AstraZeneca, we are passionate about pushing the boundaries of science to create medicines for some of the world’s greatest healthcare challenges. As part of our commitment to leading-edge science, AstraZeneca has created a high quality post-doctoral research programme to facilitate scientific discovery. The programme brings greater interaction with academia, as well as investment in the next generation of talented scientific minds.

What you need to know

• The programme funds post-doctoral projects originating from internal scientists/clinicians across the research areas and scientific disciplines within AstraZeneca.
• These projects address fundamental scientific challenges that underpin drug discovery and development. They are for a period of two years, with opportunities for a merit-based extension.
• Positions are mainly based on one of our three strategic R&D sites in the US (Waltham, Massachusetts), in Sweden (Mölndal), and in the UK (Cheshire and Cambridge).
• In addition to the availability of specialised drug discovery courses, each post-doctoral scientist receives a tailored training and development programme. These are aligned with the established AstraZeneca approach to personal development, as well as key skills, such as presentation delivery and publication writing.

The Post-Doc Programme brings together motivated and innovative post-doctoral scientists who have a passion for great ideas and a desire to make a difference through an academic-style post-doctoral position in a global pharmaceutical setting.

• You will also be part of an active community of post-doc scientists across the global organisation and fully integrated into the wider scientific community.
• We offer the competitive salary and benefits that you would expect from a world-class pharma company, and provide help with relocation and visas if required.

Programme requirements

We are looking for motivated, enthusiastic individuals with an excellent track record from a diverse range of disciplines across preclinical to early clinical development, including: biochemistry, physiology,
molecular and cellular biology, pharmacology, computational biology/chemistry, informatics, medicinal chemistry, biophysics, structural biology, DMPK, safety and toxicology, statistics.

We particularly want people who are passionate about cutting-edge science to help us develop the next scientific breakthrough – people with a desire to undertake high-quality, innovative research in a thriving scientific environment.
Healthcare/Life Science Consulting

Adelphi Research Global

Project Associate
Perform various aspects of qualitative, quantitative and secondary research under the direction of Senior Project staff.

Qualitative Research Skills
- Conduct straightforward telephone in-depth and structured interviews under guidance of senior staff
- Review audio, videotapes of interviews and notes for verbatim and analytic input
- Take useable notes and verbatim responses during fieldwork
- Update project team on status of fieldwork
- Summarize results of telephone/in-person in-depth interviews and focus groups
- Prepare analysis templates
- Prepare preliminary analysis of results from individual interviews and focus group research
- Prepare report appendices
- Assist in developing and revising guides, PPT report templates and writing headlines
- Provide graphics support for top line/final reports (prepares tables/charts summarizing results)

Quantitative Research Skills
- Participate in market research training
- Run analysis using market research software
- Check online surveys to ensure they are programmed accurately
- Check data files to ensure they are programmed accurately and questions are interpreted correctly
- Review codes on open-ended questions
- Check output for statistical significance and accuracy
- Check accuracy of data in report and respond to detailed questions
- Assist in developing questionnaires and make simple edits to questionnaires, based on project lead and client feedback
- Populate first draft presentation charts
- Post data, if required
- Assist in developing PPT report templates and write headlines
- Review and provide feedback to senior staff regarding report templates (i.e. pie charts, bar charts)
- Provide graphics support for top line/final reports (prepares tables/charts summarizing results)

Secondary Research Skills
- Conduct review of secondary sources (Internet, publications, associations) for published information, and consolidate as required for background information in proposals, briefings etc.
- Search for key opinion leaders (KOLs) in specific therapeutic areas

Project Management
- Provide administrative support to project teams
- Prepare for and conduct internal kick-off meetings
- Participate in discussion about study design
- Liaise with Operations staff to address project issues as required
- Support preparation for client/supplier briefings
• Prepare recruitment screeners and fieldwork materials
• Attend central location research and assist clients with backroom needs
• Develop and maintain project schedule, including liaising with external vendors
• Monitor fieldwork/analysis progress and raise any issues
• Manage fieldwork and vendor interactions, with support and direction as needed
• Takes copious notes during team/client meetings

Client Interaction
• Gain awareness of the interface and level of contact with clients to ensure client satisfaction
• Develop understanding of importance of taking care of clients throughout the research process to ensure client satisfaction
• With senior staff support, effectively interface with clients

Skills/Competencies
• Begin to develop knowledge of the pharmaceutical industry
• Demonstrate interest and enthusiasm for learning how to conduct pharmaceutical marketing research
• Gain an understanding of the range of market research techniques and the role of market research in supporting business decisions
• Begin to develop a client-focused approach
• Based on client deadlines/needs, effectively prioritize workload

Requirements
• Bachelor’s degree required, advanced education an advantage
• PowerPoint, Word, Excel and other relevant software
• Ability to communicate to peers as well as to operations and senior staff
• Creative, innovative and analytical thinker
• Ability to make decisions and take responsibility
• Good organizational skills
• Excellent problem-solving skills
• Motivated, pro-active, flexible and driven
• Pro-active in taking on new assignments and building research skills
• Ability to work well in a team

Core Competencies
• Personal Effectiveness – Level 1
• People Interactions – Level 1
• Business Acumen/Client Focus – Level 1
• How You Think – Level 1

Alcimed [SPONSOR]

ALCIMED is an Innovation and New Business Consulting firm, specializing in innovative sectors: life sciences (food, biotech, healthcare), energy, aeronautics, chemicals, cosmetics, materials, space and defense. We are a company full of youthful, energetic, hard-working individuals that enjoy working together as a team. We are adventurous and passionate about our pursuits. Our mission is to help our clients in private and public sectors to explore and develop uncharted territories.
1) Healthcare - Business Development Manager - California
Join our team in Princeton, NJ as a Business Development Manager in order to develop our healthcare activities in the West Coast (California).

• You prospect new clients and establish long-term business relationships with them in order to develop your client portfolio (Top-20 Pharmaceutical companies, Vaccines and Medical Device Leaders, Biotech...).
• You meet and negotiate with top decision-makers and identify their issues and needs.
• You define, along with our Project Managers the appropriate methodologies and elaborate commercial proposals to best answer our client’s needs.
• You are the interface between your clients and ALCIMED’s team of consultants who will perform the projects.
• You are an entrepreneur eager to create your own Business Unit.

Permanent – full time contract

Profile
Master’s degree or PhD in Medical/ Biomedical Sciences, Engineering or Business.
Entrepreneurial spirit
Passionate about the healthcare sector, business development and innovation
Fluent in English. Mastering French or other languages is appreciated

Requested qualities

Recruitment process:
Please send your Resume and cover letter (Job reference: BDM-US-CA) to:
applications@alcimed.com
Interviews will take place in Princeton (NJ)
Visit us at www.alcimed.com

2) Healthcare - Consultant
Alcimed is hiring a Consultant for its Princeton practice to assist our Healthcare clients in their issues. As such you will play an active role in the growth of our office and quickly gain autonomy and responsibilities.

• You will be in charge of the end-to-end completion of projects, from information-gathering to the drafting and presentation of recommendations.
• This will allow you to learn about our industries' latest issues and communicate with worldwide key opinion leaders (to gather and challenge their points of view).
• You will mostly interact with Key Opinion Leaders and clients, mostly Innovation, R&D or marketing directors at major groups (Pharmaceutical labs, Diagnostics & biomedical companies), with whom you will create and maintain privileged professional relationships.
• You will be trained in our methodologies and benefit from ALCIMED’s cumulated experience.

Profile:
• Master’s degree or PhD in Science, Engineering or Business
• Recently graduated or with initial experience
• Strong interest in the healthcare sector
• Passion about science, marketing and innovation
Entrepreneurial spirit
Fluent English. Mastering French or other languages is appreciated

Personal Skills: Curiosity – open-minded – ambitious – interpersonal skills – rigor – team player – want to take part to the challenge of developing a fast-growing company

Permanent – full time contract
Ongoing recruit process
Interviews will take place in Princeton.

Contact:
Please send your CV and cover letter (Job reference: CS-US) to Mrs Claire DECOSTER: applications@alcimed.com
Visit us at www.alcimed.com

Back Bay Life Sciences Advisors [SPONSOR]

Consultant
Back Bay is a diverse life science advisory company that provides strategic consulting, commercial and R&D support, and business development planning and execution services to an international clientele of emerging and large pharmaceutical, biotechnology, medical device, and diagnostics companies.

At Back Bay, we are committed to delivering actionable recommendations to clients based fundamentally on rigorous scientific, clinical and commercial analyses and critical thinking. As a result, we actively recruit candidates with prior consulting or relevant industry experience.

Back Bay offers a supportive environment for Consultants to continue to utilize their deep knowledge and prior experience. We value your potential and believe a broad exposure to the strategic, commercial, and business development activities of the full range of pharmaceutical, biotech, and medical device companies will facilitate your continued professional growth and development.

We are looking for Consultants who want to continue to develop their career in the life sciences and have the skills necessary to succeed including:

- Problem solving – the ability to construct hypotheses, generate and analyze data, and draw meaningful conclusions
- Intellectual curiosity – going beyond the obvious to identify connections and trends
- Therapeutic area expertise – ability to carry on “peer-to-peer” discussions with academic or industry opinion leaders
- Quick study – ability to learn rapidly and assimilate knowledge
- Communication – experience in transmitting complex ideas in written and oral form

Role within Back Bay
We are looking for Consultants to join our team. As part of a project team, Consultants conduct interviews, review secondary research, and analyze data required to address the issues across all aspects of each project. Consultants also play an essential role in project management and preparation of client reports, and eventually transition into a leadership position where they are responsible for their own projects.
While supporting the learning of all team members with our development program, we recognize that each individual brings a unique set of skills to the role and responsibility is given rapidly based on ability and experience.

Candidate qualifications:
- PhD, MBA, and/or 1-2 years relevant prior consulting or industry (e.g., business development, new product planning, strategic marketing, etc.) experience is required
- Excel and PowerPoint skills
- Excellent writing and presentation skills
- Candidates should possess the ability to function efficiently and independently in a fast-paced, rapidly changing environment
- Must be legally authorized to work in the United States

We offer a highly competitive salary, excellent benefits, and continued opportunities for career advancement. As a growing and entrepreneurial firm we believe in direct contact with senior members of the team at all stages of development.

To Apply
Forward your CV and a cover letter to us for consideration. Please address correspondence to info@bblsa.com with reference – Back Bay Consultant Role

BluePrint Research Group

Associate
The Associate is a key team member involved in all aspects of a consulting engagement:
- Develops a deep understanding of client strategic business questions
- Structures market research projects that will help answer/address strategic questions
-Executes innovative qualitative and/or quantitative research and synthesizes into insights & recommendations that influence key commercial decisions
- Working closely with the senior team, Associates gain exposure to a variety of project types & clients

What are we looking for?
- Individuals with an appetite to learn and grow in a fast paced and performance driven environment
- Individuals who enjoy and excel in:
  - Helping clients shape and define business questions
  - Design and execute project engagements
  - Clearly/concisely present evidence-based insights and recommendations
- Individuals who exhibit the following core behaviors:
  - Proactivity
  - Taking Ownership/Accountability
  - Attention to Detail
  - Unstructured Problem Solving
  - Critical Thinking
  - Flexibility
  - Clear/Concise and Effective Communication
  - Embrace Feedback
What do we offer?
- **Strategic Focus**
  - Informing product commercialization strategy in the pharmaceutical/biotech industry
- **Increase Learning Opportunities**
  - Learn and advance in a dynamic and fast-paced environment
  - Increased exposure to senior leadership
- **Recognition for Contribution**
  - A rapidly growing environment where impact is tangible and visible
  - A merit-based environment where contribution is recognized and rewarded

How do I apply?
Email a resume and cover letter to: careers@blueprintrg.com

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**C1 Consulting**

1) **Associate Consultant**

C1 is a strategic partner to our pharmaceutical and biotech clients. In today’s healthcare environment, data-driven decision making in complex disease areas is a complex science. Often, our clients find that return on investment in secondary data and market research is unrealized due to gaps in data, time, resources, and expertise. At C1, we help clients actuate unforeseen potential using a robust, analytic driven process. We start by overcoming data gaps to create a reliable, high-quality dataset. Next, we connect the dots with a unique insight-generation skillset. Finally, we help clients realize exceptional value through an expert implementation mindset. C1 was established in 2004 and has exhibited steady growth year after year. We have offices in Atlanta (GA), Boston (MA), Manhattan (NY), San Francisco (CA), Summit (NJ), and Lucerne, Switzerland.

Associate Consultants are important members of C1 project teams and work together with experienced C1 Consultants and Managers to deliver consulting, strategic marketing, and market research projects to clients. In this role you will own and personally deliver components of the client engagement, contributing to the overall success of each engagement. As you demonstrate strong advisory and project management skills, your responsibilities will grow rapidly.

As an Associate Consultant, you will:
- Manage client relationships and project delivery
- Work on multiple projects at the same time
- Apply strong analytic and project management skills
- Be actively involved in company and team development
- Utilize business analytics, statistical models, secondary data and primary market research expertise to help our clients achieve their business objectives
- Work on a team in a highly collegial and collaborative environment

Qualifications:
- Graduates of top Master’s programs with at least 2-3 years of relevant work experience
- Graduates of PhD programs with no/limited prior relevant industry work experience
- A strong analytic focus and a background in one of the following disciplines (or related disciplines): Operations Research, Industrial Engineering, Economics, Statistics, Psychology, Sociology, Bio-engineering, Public Health, the life sciences, or business
- Experience or keen interest in the life sciences and healthcare
• Experience with business analytics or computational data analytics (“big data”) is highly desired
• Knowledge of the following software programs is desired: R, SAS, SPSS, STATA, Tableau, Python, C, C++, MATLAB, VBA
• Excellent verbal and written communication skills
• Detailed oriented and organized

Qualified candidates with several years of relevant work experience may be considered directly for the Consultant position

Why should I apply to C1:
• Learning - At C1, we invest in our employees’ long term professional development. Working here, you will receive both formal and “on-the-job” training to help you build the skills you need to propel your career forward
• Great environment – A collegial team environment, meritocracy and openness are the drivers of our company. We are a rapidly growing consulting company and you will be in the center of it all
• Compensation – We offer a competitive salary plus an attractive benefits package that meets the needs of our employees and our business model
• Challenging and exciting work - We consult and work with a variety of biotech and pharmaceutical clients. You will work on innovative and challenging projects that help our clients make important strategic decisions

2) Analytics Consultant
C1 is a strategic partner to our pharmaceutical and biotech clients. In today’s healthcare environment, data-driven decision making in complex disease areas is a complex science. Often, our clients find that return on investment in secondary data and market research is unrealized due to gaps in data, time, resources, and expertise. At C1, we help clients actuate unforeseen potential using a robust, analytic driven process. We start by overcoming data gaps to create a reliable, high-quality dataset. Next, we connect the dots with a unique insight-generation skillset. Finally, we help clients realize exceptional value through an expert implementation mindset. C1 was established in 2004 and has exhibited steady growth year after year. We have offices in Atlanta (GA), Boston (MA), Manhattan (NY), San Francisco (CA), Summit (NJ), and Lucerne, Switzerland.

Overview:
The Analytics Consultant is an important member C1 project teams and work together with experienced C1 Managers and Directors to deliver consulting, strategic marketing, and market research projects to clients. In this role you will own and personally deliver components of the client engagement, contributing to the overall success of each engagement. As you demonstrate strong advisory and project management skills, your responsibilities will grow rapidly.

As an Analytics Consultant, you will:
• Lead client relationships and project delivery to develop critical insights for our clients’ issues
• Utilize business analytics, statistical models, and secondary data expertise to help our clients achieve their business objectives
• Lead team to design and create advanced predictive models (e.g. support vector machines, neural networks, decision trees) to allow our clients to make more informed business decisions (preferably using SAS or R)
• Apply critical perspective across multiple client and industry data sources
• Be actively involved in company and team development
• Work in a demanding but highly collegial and collaborative environment

Qualifications:
• Graduates of top Master’s programs preferably in Statistics, Mathematics, Machine Learning, Computer Science or related field with at least 3-4 years of relevant work experience or graduates of PhD programs with at least 1-2 years of relevant industry work experience
• Experience and proficiency in large data manipulation in SAS; R or Python is a plus
• Experience in data visualization using SAS, R, D3.js, Tableau, etc.
• Experience in DoE (design of experiment) such as Conjoint, MaxDiff using SAS, SPSS
• Experience in developing advanced models such as multivariate regression, neural networks, support vector machines, decision trees and clustering using tools such as R, SAS, SPSS
• Detail oriented with the ability to dive deep into business processes, data and analytics
• Knowledge or experience related to pharmaceutical or healthcare industry is a plus
• Experience working with large, complex data (“big data”) is a plus
• Experience in modeling such as time series and Bayesian statistics is a plus

Qualified candidates with relevant work experience may be considered directly for the Senior Analytics Consultant position

Why should I apply to C1:
• Learning - At C1, we invest in our employees’ long-term professional development. Working here, you will receive both formal and “on-the-job” training to help you build the skills you need to propel your career forward
• Great environment – A collegial team environment, meritocracy and openness are the drivers of our company. We are a rapidly growing consulting company and you will be in the center of it all
• Compensation – We offer a competitive salary plus an attractive benefits package that meets the needs of our employees and our business model
• Challenging and exciting work - We consult and work with a variety of biotech and pharmaceutical clients. You will work on innovative and challenging projects that help our clients make important strategic decisions

Navigant Consulting

1) Consultant or Senior Consultant, Energy practice
Location: Boulder, CO; Burlington, MA; San Francisco, CA; Washington, DC

Navigant’s Energy clients include the 50 largest electric and gas utilities; 20 largest independent power generators; 20 largest gas distribution and pipeline companies; leading oil and gas companies; international, federal, and state government organizations; and numerous new energy market entrants and investors. We focus on high value, high quality projects that address our clients’ complex and unique business opportunities. We help clients build, manage, and protect their future by:
• Building capabilities and innovative solutions that advance and transform their businesses
• Managing complexity and removing barriers to accelerate operational performance
• Protecting their business from adversity by meeting compliance requirements, keeping assets secure, and vigilantly managing risks.

We provide solutions to our clients in the following areas:
• Business Strategy and Regulations
• Customers and Markets
• Operations and Performance Excellence
• Technology, Management and Policy
• Market Intelligence

Basic Qualifications:
• Graduating with a Bachelors or Master’s degree in Economics, Data Sciences or an Engineering discipline, preferably Mechanical, Electrical, Architectural, or Power Systems, and graduating between December 2016 and June 2017
• Strong interest in energy efficiency, renewable energy, distributed generation and electrical transmission and advanced technologies
• Experience developing and using analytical models and simulations
• Demonstrated proficiency with spreadsheets, databases, word processing, and slide presentation software
• Outstanding research, analytical and problem-solving skills
• Strong verbal and written communication skills
• High degree of self-confidence and determination
• Highly developed organization and time management skills
• Ability to travel and work overtime hours as needed

Benefits
We offer a competitive compensation package that includes an annual incentive compensation plan, a comprehensive health insurance program, a matching 401(k) program, and employee stock purchase plan.

Navigant is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, ancestry, citizenship status, protected veteran status, religion, creed, physical or mental disability, medical condition, marital status, sex, sexual orientation, gender identity or expression, age, or any other basis protected by law, ordinance, or regulations.

2) Summer Associate, Energy practice
Location: Boulder, CO; Burlington, MA; San Francisco, CA; Washington, DC

Practice Summary:
Navigant’s Energy clients include the 50 largest electric and gas utilities; 20 largest independent power generators; 20 largest gas distribution and pipeline companies; leading oil and gas companies; international, federal, and state government organizations; and numerous new energy market entrants and investors. We focus on high value, high quality projects that address our clients’ most complex and unique business opportunities. We help clients build, manage, and protect their future by:
• Building capabilities and innovative solutions that advance and transform their businesses
• Managing complexity and removing barriers to accelerate operational performance
• Protecting their business from adversity by meeting compliance requirements, keeping assets secure, and vigilantly managing risks.

We provide solutions to our clients in the following areas:
• Business Strategy and Regulations
• Customers and Markets
• Operations and Performance Excellence
• Technology, Management and Policy
• Market Intelligence
Basic Qualifications:
• Graduating with a Bachelors or Master’s degree in Economics, Data Sciences or an Engineering discipline, preferably Mechanical, Electrical, Architectural, or Power Systems, and graduating between December 2017 and June 2018
• Strong interest in energy efficiency, renewable energy, distributed generation and electrical transmission and advanced technologies
• Experience developing and using analytical models and simulations
• Demonstrated proficiency with spreadsheets, databases, word processing, and slide presentation software
• Outstanding research, analytical and problem-solving skills
• Strong verbal and written communication skills
• High degree of self-confidence and determination
• Highly developed organization and time management skills
• Ability to travel and work overtime hours as needed

Benefits
Navigant is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, national origin, ancestry, citizenship status, protected veteran status, religion, creed, physical or mental disability, medical condition, marital status, sex, sexual orientation, gender identity or expression, age, or any other basis protected by law, ordinance, or regulations.

Cambridge Solutions
Senior Analyst
A boutique pharmaceutical consulting firm with a focus on competitive intelligence and market analytics has senior analyst position open.

Requirements:
• BS or above in biomedical field
• Strong communication skills
• Strong problem solving skills
• Business experience is a plus but not required
• Spanish language skill a big plus
Scientific/Medical Writing

Ethos Health Communications

1) Medical Writer
The Medical Writer works under the direct supervision of the Scientific Director(s) to develop evidence-based content that meets the strategic objectives of the client, and adheres to all standard operating procedures for ETHOS and the client.

Required Experience and Skill:
• Advanced degree, PhD, PharmD or MD
• Detail oriented
• Proficiency in using Microsoft Word®, PowerPoint®, Excel®, Adobe Acrobat®, and reference-management software (e.g., EndNote®)
• Proficiency in conducting Internet searches (particularly of PubMed)
• Working knowledge of the AMA Manual of Style
• Ability to juggle multiple priorities in a fast-paced environment
• Excellent interpersonal, teamwork, and time management skills
• Ability to make defensible judgment calls that will meet with the approval of the team
• Impeccable written and verbal communication skills; this includes the ability to formulate queries that will elicit appropriate feedback from reviewers

Specific Responsibilities:
Content Development consists of, but is not limited to, the following tasks:
• Conducting literature searches
• Developing content outlines that contain a clearly highlighted story arc and a complete reference list
• Developing client-ready drafts of content in various forms (including, but not limited to slide decks, executive and comprehensive summaries, and other meeting materials). This includes
  • Writing to the standards, format and requirements of our clients
  • Supporting the ETHOS team in the medical/legal/regulatory (MLR) review process, answering all queries from the MLR review committee, and understanding and implementing the required changes
• Organizing and annotating references
  • This must be done in accordance with the client’s directives or house style
• Interfacing with internal ETHOS team members as required
  • Editorial staff to resolve content-related queries generated during the fact-checking process and throughout the production process
  • Strategic Account Directors and/or Scientific Directors who are leading the programs to obtain direction on the specific deliverables and scope of the work to be performed
  • Scientific Directors and Program Managers who coordinate timelines and workflow
• Interacting with clients in various formats, such as live meetings, teleconferences, and webinars
• Translating science into clinical benefit to improve practice patterns and patient care

The team’s Strategic Account Directors and Scientific Directors will issue the majority of the directives regarding the development and refinement of content. The Scientific Director will provide training, development, and work assignments to establish writing and editorial protocol to be followed, assign miscellaneous tasks, and provide feedback on the medical writer’s performance.
Additional Desired Skills
• Ability to work with minimal supervision
• Ability to interpret clinical and preclinical data from complex tables and graphs
• Solid science or clinical background enabling new subject areas to be learned quickly
• Ability to keep up-to-date with scientific, clinical, and business developments in relevant therapeutic areas

Miscellaneous Responsibilities as may be required:
• Attend internal meetings (eg, kickoff and creative) and external (eg, client planning sessions or live events) as assigned
• Suggest new business opportunities as they arise
• Provide scientific support for Program Managers and Strategic Account Managers for new business activities as well as active jobs

2) Strategic Account Associate
An ETHOS Strategic Account Associate (SAA) is the first level position in the Strategic Account Management department. It is the intent that SAAs will develop to the Strategic Account Manager (SAM) position and, having mastered the job responsibilities outlined below, eventually take on their own book of business as a Strategic Account Director (StAcctDir).

The SAA’s primary role will be to help the SAMs and StrAcctDirs meet and exceed their goals through support and execution of their core responsibilities:
• Big Picture for Clients
  • Understand the business challenges your client is facing and what strategic questions they are or should be asking
  • Help clients define and achieve their business goals
  • Prepare annual strategic/tactical plans for each client and individual campaign/project plans as needed throughout the year
  • Manage and strengthen client relationships
  • Propose, sell to clients, and oversee ideas and projects that are tied to clients’ objectives
  • Continuously offer unsolicited ideas to increase effectiveness of clients’ brand and activities
• Big Picture for ETHOS
  • Understand revenue generation and recognition, and contribute to ETHOS’ profitability through good management
  • Serve as an advocate and strong representative for ETHOS
  • Identify and cultivate new business opportunities (even if it means just passing them along internally)
• Day-to-Day for Clients
  • Initiate and oversee ETHOS activities on behalf of and in support of clients
  • Manage day-to-day client-ETHOS communication on strategy (ideas, recommendations, approaches to consider) and planning
  • Become a partner to each client, functioning as an extension of the client’s team by taking ownership and accountability for their business
• Day-to-Day for ETHOS
  • Closely manage clients’ budget and team efficiency to maximize return for clients and ETHOS
  • Work with the internal team to exceed clients’ expectations
  • Mentor, train, and coach team members to facilitate growth and development
• Additional Responsibilities
  • Stay abreast of developments (eg, science, competitors, regulations) in clients’ industries
  • Keep honing marketing and strategy expertise to better serve clients and ETHOS
  • Network and connect to grow your influence and add value

Support of the StrAcctDir or SAM may include tasks, such as: assisting in the preparation of annual strategic/tactical plans for clients and ETHOS, addressing ad hoc client requests and needs, reviewing and finalizing materials for distribution to the client or other external parties, participating in and/or leading calls with clients or healthcare practitioners, preparing content as necessary to fulfill client requirements, traveling to and attending and supporting live meetings with clients and/or healthcare practitioners, and more. The day-to-day activities of a SAA will vary greatly depending on client needs, account size, product status, and ETHOS needs.

Desired Skills
We seek highly motivated people with outstanding professional credentials, business accomplishment, and leadership. In addition, we place high value on relevant personal qualities: resourcefulness, tenacity, independence, energy, and self-confidence.

Professional Qualifications:
• At least 1 year account management (client and internal team) experience within the medical communications or related industry
• Strong strategic and analytical background
• Strong desire to learn in a fast-paced environment
• Strong communication and presentation skills
• Strong time management skills to work effectively within demanding timelines
• Ability to interact in a professional manner with clients and thought leaders in a variety of therapeutic areas
• Ability to understand and interpret market dynamics, scientific information, and clinical and preclinical data
• Ability to interpret business metrics and financial information

Preferred Qualifications: Advanced degree (PhD, MD, or PharmD) in life sciences, pharmacy, medicine, and/or advanced degree in management, marketing, or business.

We will consider individuals for the SAA and/or SAM position who do not have direct pharmaceutical/biotech experience if they possess a strong strategic and analytical background and a strong desire to learn in a fast-paced environment.

**MedErgy HealthGroup**

**Medical Writer**

• Responsible for the editorial component of assigned projects, including each of the following tasks:
  • Background reading/preparation
  • Literature searches
  • Reference identification and acquisition
  • Outline development
  • Writing/revision of assigned projects
  • Identification of/preparation of tables and figures for design/production
• Maintenance of data packages for each project, including appropriately underlined references, notes about project, correspondence, comments, etc.
• Incorporation of comments from senior reviewer, author(s), and/or client
• Responsible for overall accuracy, quality, and content of all written material
• Works simultaneously on multiple projects relating to multiple products in various therapeutic areas
• Meets project deadlines without compromising editorial quality or technical accuracy
• Communicates with authors and clients/participates in teleconferences when required on assigned projects and prepares meeting reports for team when appropriate
• Effectively addresses author/client requests for information
• Follows established Medical and Scientific Services procedures and editorial and style guidelines
• Applies principles of good publication practice at all times

Business Development
• Assists in the development of proposals by providing scientific and therapeutic background information to project team
• Assists in securing new business by representing Medical and Scientific Services
• Contributes to client presentations, providing scientific information and therapeutic area expertise

Other
• Maintains a professional attitude, even in challenging situations
• Maintains client confidentiality at all times
• Utilizes administrative support effectively
• Travels as required

Essential Skills, Requirements, Education and Experience:
• PhD, PharmD, or MD required
• Working knowledge of Microsoft Office Suite
• Excellent communication skills
• Flexible, deadline oriented, and ability to work as part of a multifunctional team
• Ability to quickly and amicably respond to changing client needs and conditions

AOI Communications [SPONSOR]

1) Project Manager - Scientific Communications
The AOI Communications, L.P. (AOIC) Project Manager, Scientific Communications (PM) takes a leadership role in the tactical execution of scientific communication projects. Client/internal team communications, timeline and budget management, and adherence to AOIC quality standards are key components of this important position.

Responsibilities Project Management
• Assumes overall responsibility for sold projects from project initiation to product delivery.
• Lead project planning, initiation, and execution by overseeing the budget, the timeline, scheduling, staff allocation, and resources based on project objectives defined by the Account Supervisor (AS) and Management
• Schedule and run client and team meetings as needed to update project status and review progress
• Travel as needed to meet with clients and manage all onsite aspects of projects/programs
• Set and reinforce internal and external client expectations
• Work with the AS to determine and/or refine project specifications by recognizing and evaluating requests for out-of-specification work, develop timely notifications to the AS, and assist with the preparation of budget addenda

Client Service
• Update the project team and client on a regular basis on all projects
• Take a leadership role in communications with clients, faculty/speakers, authors, and vendors about project support issues and changes (under the direction of the AS)
• Assist team in addressing and responding to client requests, and anticipating and fulfilling client needs

Quality Control
• Assure that all quality control measures (including copyediting, medical, graphic, and technology reviews) are completed in a timely manner

General Duties
• Work with AS to research new products and opportunities
• Support other team members and lead various meetings (ie, project kickoffs and update meetings)
• Propose, create, and implement ways to work smarter and offer alternatives through innovative solutions
• Perform other duties as required or assigned to successfully execute AOIC projects
• Perform responsibilities in professional manner, meeting company mission and goals
• Complete other administrative tasks (ie, travel expense forms and time management sheets) in timely manner

Qualifications Desired Experience and Skills
• Minimum 2 years’ project management experience, preferably in a scientific or medical communications agency
• Strong work ethic and demonstrated ability in project planning, organizing, tracking, and budget management
• Highly professional verbal and written communication skills
• Able to identify important and critical issues in the context of overall priorities, organize detailed work, meet deadlines, multitask, and successfully function within a team setting
• Proficient in Microsoft Word, Excel, PowerPoint, and Outlook programs
• Knowledge of DataVision or PubStrat is a plus
• Accepting of responsibility and accountability; team-focused; collaborative problem solver

Education
BA or BS degree required
Certified Medical Publication Professional (CMPP) criteria is a plus

2) Scientific Lead
The AOIC Scientific Lead (SL) is a results-driven professional who is responsible for the overall editorial quality and scientific integrity of specific products and services delivered to clients.

Responsibilities
Editorial Quality
• Develop scientific content in support of client projects in multiple formats (abstracts, posters presentations, manuscripts, etc.)
• Provide scientific review of content development completed by internal staff and external medical writers

Team Collaboration
• Provide a leadership example within the organization
• Work closely with project management and support teams and oversee the design and execution of publication planning activities, including timelines
• Participate in project teams for assigned clients

Client Relationships
• Provide strategic medical and scientific advice to clients, including participation in communication and publication planning meetings
• Present medical communication strategy and publication plan tactics to existing pharmaceutical and biotech clients

Qualifications
Desired Experience and Skills
• 2+ years in medical communications
• Experience in oncology in a medical communications environment
• Medical writing and publication planning experience required
• Excellent verbal, written, and organizational skills
• Proficiency in MS Word, PowerPoint and Excel
• Knowledge of the International Committee of Medical Journal Editors (ICMJE) and ISMPP publication practices

Education
PhD, Pharm D in a scientific or related field

Reporting Structure This position reports to the VP, Scientific Communications

3) Project Coordinator
AOI Communications, L.P. (AOIC) Project Coordinator is integral to driving the process that ensures flawless execution of projects. The development and management of timelines and the trafficking of project materials through the company are the focus of this position, which involves a close working relationship with Client Service Managers (CSM) and interaction with other AOIC team members at all levels. Some travel to assist with the onsite execution of client programs is expected.

Responsibilities
Project Implementation and Trafficking
• Work with the Account Manager (AM) and/or CSM to determine and/or refine project specifications
• Under direction, develop, distribute, and update project work plans (eg, kickoff forms) to support team members and escalate project issues as appropriate
• Create, edit, review, organize, route, and track project components for team/client/partner reviews while ensuring components are completed according to the production schedule
• Format and/or revise publications (abstracts, oral/poster presentations, manuscripts, newsletters) based on internal review and changes
• Fulfill the in-house production of program materials (eg, mailings, meeting packets, etc)
• Gather, review, and process all attendee, author, and faculty materials (eg, registration, biography, presentation, honorarium, conflict of interest forms as required for each project)
• Create and update spreadsheets (eg, attendee, faculty, author, congress, journal) to manage details that will help when developing correspondence, processing expenses, or submitting/printing materials
• Work with external vendors (meeting planners, A/V crews, medical writers) to facilitate programs and events
• Travel as needed to provide onsite support for projects/programs
• Tally post-meeting evaluations and develop overview and statistical reports for use by the CSM and AM

Quality Control
• Support CSM to ensure that all quality control measures (including copyediting, medical, graphic, and technology reviews) are completed in a timely manner
• Verify that project deliverables fulfill criteria outlined in the proposal/budget and update project schedules

Project Administration
• Set up and manage routing folders, and archive final components for completed projects
• Provide administrative project support and filing (both electronic and paper)

General Duties
• Work with AM and CSM to research new products and opportunities
• Support other team members and run/present various meetings (eg, project kickoffs and update meetings)
• Propose, create, and implement processes and procedures to improve office efficiency
• Perform other duties as required or assigned to successfully execute AOIC projects
• Handle responsibilities in professional manner, meeting company mission and goals
• Complete other administrative tasks (ie, travel expense forms and time management sheets) in timely manner

Qualifications
Desired Experience and Skills
• Administrative experience, ideally in pharmaceutical or healthcare communication industries
• Strong verbal and written communication skills
• Able to organize detailed work, meet deadlines, multitask, and function within a team setting
• Maintains a strong work ethic
• Demonstrates responsibility and accountability for all areas of the job function
• Proficient in Microsoft Word, Excel, PowerPoint, and Outlook programs
• Team-focused, collaborative problem solver

Education
Bachelor’s degree or equivalent

PharmaWrite [SPONSOR]

Medical Writer
Our medical writers are intimately involved with the creation of publication plans for specific therapies and work closely with top opinion leaders in their respective fields to produce papers for peer-reviewed medical journals, abstracts, posters, and slide presentations. Other writing responsibilities include scientific product monographs, slide kits, conference reports, and patient education materials. The
ability to work well in a team-based environment and consistently deliver work on time and thorough knowledge of word processing is essential. Some project management, some travel. All applicants will be given a medical writing test and are required to submit five (5) samples of their writing.

Nucleus Global

1) Medical Writer – Hamilton, New Jersey
Nucleus Global is a leading independent healthcare communications group with approximately 600 employees around the globe. Nucleus Global includes the medical communications agencies MediTech Media™, Health Interactions, Articulate Science, Clinical Thinking, SciMentum, Integress, Scientific Pathways, Medical Expressions and Chrysalis, in addition to The Institute for Medical and Nursing Education, a provider of independent and continuing medical education. Our clients are top global pharmaceutical companies, scientific societies and non-governmental organizations and we pride ourselves on delivering high quality communications and good value to our clients. Our success has led to continued expansion both in the range of services we offer and our global presence. We are now looking for a talented and enthusiastic Medical Writer.

This is your chance to work as part of a highly scientific team. This varied role involves writing accurate scientific / commercial copy for a range of printed and computer-based scientific materials from technical manuscripts to congress materials, interactive web projects and sales aids.

Working with leading international pharmaceutical clients, you will have the opportunity to interact with some of the world’s leading scientists and physicians on critical therapeutic and scientific issues. You will be required to participate in client meetings / teleconferences and attend scientific meetings such as congress, symposia and advisory boards and participate in pre-meetings, onsite activities and post meeting work as required / appropriate.

You should be passionate about communicating science to a variety of audiences and be able to add a creative edge and maintain quality standards. You will be interacting with some of the world’s leading scientists and physicians on critical therapeutic and scientific issues to make cutting-edge science accessible to those who need it.

To succeed you will have an advanced degree in the life sciences (PhD, MD or PharmD is mandatory). Previous relevant medical information, communications or marketing writing experience (agency or pharmaceutical) with specific expertise is highly preferred. We also welcome candidates out of an academic environment with relevant research experience.

In addition to a competitive salary and benefits package, we are known for our friendly and informal working environment. We also offer excellent opportunities for career and personal development, including opportunities to transfer your skills to other offices around the world.

Please submit your resume online at: www.nucleus-global.com

Nucleus Global is an Equal Opportunity Employer*

2) Account Executive – Hamilton, New Jersey
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Education, a provider of independent and continuing medical education. Our clients are top global pharmaceutical companies, scientific societies and non-governmental organizations and we pride ourselves on delivering high quality communications and good value to our clients.

Our success has led to continued expansion both in the range of services we offer and our global presence. We are now looking for a talented and enthusiastic Account Executive.

As an Account Executive you will use your project management skills and scientific expertise to deliver a range of services to clients including the development of project timelines and strategies. Working as part of the project team, your role will build and maintain excellent relations with clients to ensure a high-quality service. You will have the opportunity to work closely with senior directors where you will be liaising with key decisions makers and encouraged to contribute new ideas.

Your role will be varied and could include scientific and strategic consultation, publications planning, and management of professional relations with leading academics, organization of satellite symposia and stand-alone meetings, and development of a range of print and digital medical education projects. You will be responsible for organizing and participating in meetings with clients, internal teams and KOLs as well as researching information from a variety of sources in order to provide expertise in therapy area(s) and product(s).

Additionally, you will produce regular status updates for clients on current projects which will require structuring budgets and plans in order to fulfill the client brief.

To succeed, you must have a Bachelor’s degree, preferably in life sciences, along with a minimum of 2 years’ relevant experience in a medical communications agency or pharmaceutical environment. Must have excellent organizational skills, attention to detail and communication skills. In addition, you must have strong Excel skills to track financial data.

In addition to a competitive salary and benefits package, we are known for our friendly and informal working environment. We also offer excellent opportunities for career and personal development, including opportunities to transfer your skills to other offices around the world.

Please submit your resume online at: www.nucleus-global.com

Nucleus Global is an Equal Opportunity Employer

Springer Nature

1) Associate/Senior Editor (Nature Materials)

Location: New York or London office
REQ#:12664

Springer Nature, the publisher of Nature, is looking to recruit an Associate / Senior Editor to join the Nature Materials Team. Nature Materials is a world-leading multidisciplinary journal, publishing high-quality research on all aspects of materials science and technology. It is part of a dynamic editorial and publishing environment that also includes Nature, Nature Physics, Nature Photonics, Nature Nanotechnology, Nature Chemistry and Nature Energy — come and join us!

The ideal candidate should have a background in physics or chemistry, hold a PhD, and preferably have postdoctoral experience, with a strong research record in any area of materials science.
The successful applicant will work closely with the Chief Editor and other editors in the Nature Materials team on all aspects of the editorial process, including manuscript selection, commissioning and editing of Reviews and News & Views, and writing for the journal. A key aspect of the job is liaising with the scientific community through laboratory visits and international conferences.

This is a demanding and intellectually stimulating position. Broad scientific knowledge and training, excellent literary skills, the ability to absorb new areas of research, and a keen interest in the practice and communication of science are prerequisites. The successful candidates must, therefore, be dynamic and outgoing and have excellent interpersonal skills. Editorial experience is not required, although applicants with significant editorial experience are also encouraged to apply.

The position is offered on a full-time, permanent basis, and will be located in our London office at Kings Cross, OR in our New York office at One New York Plaza. Applicants should specify which office they are applying for, and must be able to demonstrate the right to live and work in the UK or USA, as appropriate.

Applicants should send a CV (including their class of degree and a brief account of their research and other relevant experience); a News & Views style piece (maximum 800 words) on a recent paper from related literature; and a brief cover letter explaining their interest in the post and indicating their salary expectation.

We offer a comprehensive benefits package that includes:
- Medical, Dental and Vision
- Life and AD&D
- 401(k)
- Flexible Spending Accounts
- Transit Accounts
- Tuition Assistance
- Summer Hours

Please apply using our online application system.
Visit our website at http://www.springernature.com/gp/group/careers

2) Assistant/Associate Editor (Nature Medicine)
Location: New York, San Francisco, Boston or London office
REQ#:10985

Springer Nature, the publisher of Nature, is looking to recruit an Assistant or Associate Editor to join the team of Nature Medicine, the leading translational research journal. Members of the editorial team evaluate manuscripts, oversee the peer review process, and engage extensively with the scientific community by attending conferences and visiting laboratories. Willingness to travel is essential. Editors also occasionally write editorials or short pieces for the journal, organize internal and external conferences, and contribute ideas for the commissioning of Reviews and Perspectives.

The successful applicant will have excellent communication and organizational skills, and will be eager and able to learn and engage new fields. We are seeking applicants with a PhD and postdoctoral experience related to computational biology, genomics or systems-level analysis, with an emphasis on neuroscience or cancer biology. The position will be based in our New York, San Francisco, Boston or London office.
Applicants should send a CV, a cover letter explaining their interest in the position and their salary expectations, and a New & Views style piece about a research article that has been published in the last three months and that they find particularly exciting.

We offer a comprehensive benefits package that includes:
- Medical, Dental and Vision
- Life and AD&D
- 401(k)
- Flexible Spending Accounts
- Transit Accounts
- Tuition Assistance
- Summer Hours

Please apply using our online application system. Visit our website at http://www.springernature.com/gp/group/careers

### 3) Associate/Senior Editor (Nature Communications)

**Location:** New York, London or Shanghai  
**REQ #:** 12565

Springer Nature, the publisher of Nature, is looking to recruit an Associate/Senior Editor to join the Nature Communications Team. Do you love science but feel that a career at the bench isn’t enough to sate your desire to learn more about the natural world? Do you find yourself reading papers outside your chosen area of research?

If the answer is ‘yes’ to any or all of these questions, you could be the person we’re looking for to join the editorial team of Nature Communications in either our London, New York or Shanghai office.

Nature Communications is the world’s leading multidisciplinary Open Access journal, publishing high-quality research from across the natural sciences. To help us to build on the success of this journal, we’re seeking a materials scientist who has a critical eye, a deep understanding of their subject and interests beyond, and who can think on their feet.

To be considered for the position, you will have:
- A PhD (or equivalent) in materials science/engineering. This could include, but is not limited to, metallurgy, structural materials, mechanical properties, failure mechanisms, defect physics and/or the study of materials at high pressure/temperature. Some postdoctoral research experience is preferred. A thorough understanding of the fundamentals of the subject is essential.
- A passion for science and a thirst to learn more. You must be able to demonstrate the breadth of your interest in scientific research, both within and beyond your specialty.
- Excellent communication and interpersonal skills and be fluent in English (written and spoken).
- The ability to read and assess the novelty, context and implications of research submitted to the journal from different areas of this discipline.
- Be eager to travel and meet scientists worldwide, learn more about them and their research, and help them learn more about us and what we are looking for in the papers we seek to publish.

The successful candidate will report to one of our Team Managers in the Physical Sciences, and play an important role in determining the representation of their subject in the journal. They will handle original research papers, and work closely with other editors on all aspects of the editorial process, including manuscript selection and overseeing peer review. The ability to recommend well-reasoned editorial decisions on submitted manuscripts in the light of expert advice is crucial. They will liaise extensively
with editors at other journals in the Nature family and other experts in the international scientific community. Editorial experience is not required, although applicants with significant editorial experience are encouraged to apply and will potentially be considered for a Senior Editor position.

This role is located in either our London, New York or Shanghai office. All applicants must be able to demonstrate the right to live and work in the respective country to be considered for the position. The position is offered on a full-time, permanent basis.

Applicants should include a resume, a cover letter explaining their interest in the post and their preferred office of employment, and a concise (<400 words) discussion of recent scientific developments that you found particularly exciting (stating why).

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- Medical, Dental and Vision
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- Summer Hours

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BGB Group [SPONSOR]

1) Medical Writer – Medical Director, NYC

BGB is a medical communications agency that offers a wide range of services, including traditional pharmaceutical advertising and marketing, promotional medical education, and consulting services. We’re hired as strategic consultants by our biopharmaceutical clients and are responsible for launching new brands, as well as expanding existing ones.

The types of projects BGB may be asked to execute for our clients are very diverse. Some examples have included:
• Creating an interactive 3D video to help doctors visualize the intracellular signaling pathways of apoptosis
• Leading a workshop on designing a phase III trial for a new oncology therapy
• Flying to Shanghai, Rome, or Johannesburg to attend a scientific congress and report on any new data presented that might be relevant to a new therapeutic class
• Brainstorming names and branding for a new clinical trial program
• Designing a “mock FDA Advisory Committee Meeting” to work through the possible regulatory questions that a prelaunch compound may encounter
• Creating an iPad/smartphone app for patients that helps them understand the mechanism of action of a new therapy they are taking

Our clients include more than 20 companies across more than 48 brands. They range from some of the biggest multinational companies in the world (including 6 of the top 10 biopharmaceutical companies) to smaller companies focused on a single disease with a single product.
We work in some of the most scientifically challenging and rapidly evolving disease states, including cardiology, dermatology, endocrinology, gastroenterology, hematology, immunology, infectious disease, nephrology, neurology, oncology, ophthalmology, pulmonology, and rheumatology.

Our Medical and Scientific Affairs Department consists of 51 full-time team members, including MDs, PhDs, PharmDs, and engineers. Our current staff represents a wide range of higher learning institutions, including (but not limited to) Albert Einstein, Carnegie Mellon, Columbia, Cornell, Duke, Harvard, Johns Hopkins, New York University, Northwestern, Memorial Sloan Kettering, Mt. Sinai, Princeton, Rockefeller, Rutgers, Stanford, Thomas Jefferson, UC Berkeley, UC San Francisco, University of Chicago, University of Maryland, University of Massachusetts, University of Pittsburgh, University of Pennsylvania, University of the Sciences (Philadelphia), and Yale.

BGB has 2 offices—both are light-filled lofts in SoHo featuring breathtaking panoramic views of lower Manhattan. Our offices are designed to reflect the creative energy and spirit of our neighborhood, and include large murals of New York City infused with scientific detail, employee lounges featuring things like a DJ booth, an espresso machine, a bar, and a zebra named Zelda.

We believe in the principle of “work hard/play hard.” We really enjoy spending time with each other, as well as exploring all that Manhattan has to offer. While we often do this informally by just grabbing a drink after work, we also have an official “Culture Club” that organizes social activities every month (cooking contests, miniature golf, bowling, charity races, etc).

What We’re Looking For
We’re looking for smart, talented, and driven individuals who are interested in applying their scientific training to drug development strategy and scientific knowledge exchange. We’re looking for individuals who would enjoy working on a range of projects, including traditional “left-brained” projects (complex scientific analysis) and traditional “right-brained” projects (creative, innovative communications). We’re currently recruiting for:

- Entry-level medical writers. An MD, PharmD, PhD, or MS degree in a relevant scientific discipline is required
- Experienced senior medical writers, associate medical directors, medical directors, and VPs. An MD, PharmD, PhD, or MS degree in a relevant scientific discipline is required. At least one year of experience in medical communications is required to be considered for one of these more senior positions. We also welcome candidates in a different career path (including education, consulting, finance, pharmaceuticals, research, etc) who are looking to switch to medical communications and feel that their experience is relevant

To apply for a position, please visit http://bgbgroup.com/careerfair.html?gh_jid=95321. You can attach a cover letter and your resume in this system.
More information is also available at our website: http://www.bgbgroup.com/
For any specific questions, please feel free to reach out to: hr@bgbgroup.com

2) Medical Editor – Senior Medical Editor, NYC
BGB is a medical communications agency that offers a wide range of services, including traditional pharmaceutical advertising and marketing, promotional medical education, and consulting services. We’re hired as strategic consultants by our biopharmaceutical clients and are responsible for launching new brands, as well as expanding existing ones.

The types of projects BGB may be asked to execute for our clients are very diverse. Some examples
have included:

• Creating an interactive 3D video to help doctors visualize the intracellular signaling pathways of apoptosis
• Leading a workshop on designing a phase III trial for a new oncology therapy
• Flying to Shanghai, Rome, or Johannesburg to attend a scientific congress and report on any new data presented that might be relevant to a new therapeutic class
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What We’re Looking For

We’re looking for smart, talented, and driven individuals who are interested in applying their knowledge of AMA style with attention to detail and mastery of the English language and syntax. We’re looking for individuals who would enjoy working on a range of projects, including traditional “left-brained” projects (more complex scientific copy) and traditional “right-brained” projects (creative, innovative communications). We’re currently recruiting for:

• High experienced–level Senior Medical Editor, as well as Medical Editors on the cusp of the next level up. Although undergraduate or advanced medical degree is not required, it can certainly help. At least 2 years’ experience in medical communications is required to be considered for one of these positions. We also welcome candidates from a different previous career path (eg, Copywriter, Medical Copywriter) who may be considering a transition to Editorial.
To apply for a position, please visit http://bgbgroup.com/careerfair.html?gh_jid=95321. You can attach a cover letter and your resume in this system.
More information is also available at our website: http://www.bgbgroup.com/
For any specific questions, please feel free to reach out to: hr@bgbgroup.com

3) Account Executive – Vice President, NYC
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What We’re Looking For
We’re looking for smart, talented, and driven individuals who are interested in applying their marketing business savvy and communication talents to pharmaceutical education and promotion. We’re looking for individuals who would enjoy working on a range of projects, including traditional “left-brained” projects (complex scientific analysis) and traditional “right-brained” projects (creative, innovative communications). We’re currently recruiting for:

- Entry-level associate account executives and account executives. Previous internship or agency experience in project management, account management, or traffic is preferred, along with a bachelor’s degree and level of comfort with scientific information.
- Experienced account executives, senior account executives, associate account supervisors, account supervisors, group account supervisors, and VPs. Progressive account management experience in medical communications, HCP promotion, or client-side product management is required. A bachelor’s degree in a relevant discipline is required; a master’s degree in business or science is welcome. We also welcome candidates in a different career path (including education, consulting, finance, pharmaceuticals, research, etc) who are looking to switch to medical communications and feel that their experience is relevant.

To apply for a position, please visit http://bgbgroup.com/careerfair.html?gh_jid=95321. You can attach a cover letter and your resume in this system.

More information is also available at our website: http://www.bgbgroup.com/
For any specific questions, please feel free to reach out to: hr@bgbgroup.com
Global Prior Art

1) Biomedical Associate, Biomedical Engineering
Candidates will participate in efforts that assess the novelty of various technologies and gain exposure to business, innovation and patent issues. The work involves reviews of patents and literature for the presence of key technologies/product features, analysis of search findings, and generation of reports. The candidate will also work on worldwide technology maps and assess the opportunity space and emerging technical directions in the medical device field. Candidate will play a role in discussions with clients on novelty of new technologies and opportunities, therefore good communication skills are essential.

The entry-level position is ideal for candidates who have a strong interest in cutting edge technologies and strategic issues facing the medical device industries and would like exposure to product development, intellectual property (IP), business development and strategy. Limited travel is required.

Requirements:
• Strong technical analysis skills and demonstrated ability to meet goals.
• Degree in Biomedical Engineering or related discipline from a leading school
• Excellent analysis and writing skills
• Ability to grasp and interpret new, unfamiliar information quickly
• Interest in constant learning
• Attention to detail and good communication skills
• Exposure to Intellectual Property through coursework or an internship is a plus

Global Prior Art is an intellectual property research and consulting firm with broad expertise in biotech, pharmaceuticals, chemistry, drug delivery and medical technology. Since our founding in 1982, GPA has addressed more than 11,000 matters on behalf of leading life science companies, startups and universities. GPA performs patent due diligence to support licensing negotiations and mergers, as well as opportunity assessments, Freedom-to-Practice, and efforts that facilitate the creation of strong patents. GPA has a reputation for excellence and high professional satisfaction. We provide a stable environment where professionals can have great impact and utilize their strong technical expertise to address critical life science issues.

2) Biotechnology Associate, Patent Analyst
Candidates will participate in search & analysis efforts to assess the novelty of various biotechnology innovations, operating at the intersection of technology analysis, intellectual property and strategy. Candidates will also work on worldwide technology maps and assess the opportunity space in the biotech and drug delivery field. Efforts entail searches of patents and literature along with analysis and generation of summary reports. Good communication skills are critical as candidates will review findings with team leaders and clients.

This entry level position is ideal for candidates with strong technical expertise who seek exposure to the latest innovations facing the biotech industry, patent quality, Intellectual property (IP), business development, and strategy. Some travel may be required.
Some examples of the fields the biotech division typically works include antibody therapeutics, nucleic acid diagnostics and therapeutics, drug delivery and formulation, biofuels, microfluidics, and microbial diagnostics.

Qualifications:
• Strong technical Expertise, as evidenced by a Undergraduate or Master’s Degree in Biotechnology-related disciplines from a leading school
• Excellent research, analysis, database and writing skills
• Highly motivated with a record of achievement
• Ability to grasp and interpret new, unfamiliar information quickly
• Attention to detail and good communication skills

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Penn Center for Innovation

PCI Fellows Program
The PCI Fellows Program is a paid experiential education internship focusing on technology commercialization that PCI offers to Penn graduate students, post-doctoral fellows, and staff. The goal of the program is to provide a hands-on experience in the various aspects of technology innovation handled by PCI. By participating in the program, Fellows receive instruction and gain work experience in technology commercialization. In doing so, the program complements traditional classroom education in innovation. PCI Fellows program is directed by Dr. Tomás Isakowitz, who has extensive business and academic experience. Participants interact with professionals across multiple areas within PCI.

Sterne Kessler Goldstein & Fox [SPONSOR]

1) Technical Specialist
• PhD in Chemistry, Biological Science or Engineering
• Transition position, usually choose to become a registered patent agent and/or become a student associate
• Type of work: Varies, but often functions as an attorney doing patent prosecution and discovery in litigations, freedom to operate searches

2) Patent Agent
• B.S., M.S., or PhD in Chemistry Biological Science, or Engineering
• Passed the Patent Bar exam
• Type of work: Varies, but often entails patent prosecution
3) **Student Associate**

- B.S., M.S., or PhD in Chemistry Biological Science, or Engineering
- Admitted to law school
- Type of work: Varies but generally functions as a patent attorney doing patent prosecution, providing opinions and assisting in litigation matters
- Tuition reimbursement
- Reduced billable hour requirement
Research

Henry M. Jackson Foundation for the Advancement of Military Medicine

1) Research Assistant
HJF is seeking a Research Assistant to support the Center for the Study of Traumatic Stress (CSTS), located at the Uniformed Services University of the Health Sciences (USUHS) in Bethesda, MD. HJF provides scientific, technical and programmatic support services to CSTS.

The Center’s work addresses a wide scope of trauma exposure from the consequences of combat, operations other than war, terrorism, natural and human-made disasters, and public health threats. CSTS is a part of our nation’s federal medical school, USUHS, and its Department of Psychiatry, as well as a partnering center of the Defense Centers of Excellence (DCoE) for Psychological Health and Traumatic Brain Injury. These affiliations represent the Center’s history, mission and future directions as a major contributor to our country’s understanding of the impact of trauma and the advancement of trauma-informed care.

The incumbent will be responsible for research and/or development in collaboration with others for projects. Will provide laboratory and technical support to senior technical and professional staff.

Responsibilities:
1) Performs research projects, including collection and organization of data.
2) Independently identifies and collects reports, professional papers, data, and other relevant information in an organized and proactive capacity.
3) Assists in the preparation of technical reports, summaries, and protocols.
4) Maintains clear and accurate project records, inventories and logbooks.
5) Performs data entry for research projects and maintains databases.
6) Maintains supplies in the Center.
7) Provides basic data analysis and interpretation.
8) Performs other duties as assigned.

Required Knowledge, Skills, and Abilities: Knowledge of basic computer programs; ability to follow detailed instructions; good written and verbal communication, organizational, and analytical skills.

Minimum Education/Training Requirements: Bachelor's degree in a behavioral science discipline.

Minimum Experience: 0-2 years’ experience.

Physical Capabilities: Long periods of standing and sitting.

Work Environment: Office environment.

HJF is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

Any qualifications to be considered as equivalents, in lieu of stated minimums, require the prior approval of the Director of Human Resources.
2) Biostatistician II
HJF is seeking a Biostatistician II to support the Military HIV Research Program (MHRP) located at Walter Reed Army Institute of Research (WRAIR) in Silver Spring, Maryland. HJF provides scientific, technical and programmatic support services to MHRP. The incumbent will focus on understanding how human genetic variation contributes to differences in infectious disease susceptibility and pathogenesis. The incumbent will work on data from next generation sequencing technologies such as RNASeq and whole genome sequencing as well as candidate gene approaches to identify host genes that correlate with HIV resistance, AIDS progression and vaccine efficacy using MHRP cohorts of African and Asian ancestry. The candidate will have the opportunity to interact with other biostatisticians, bioinformaticians and data analysts at MHRP.

Responsibilities:
1) Design and implement statistical analysis of large-scale whole-genome sequencing and RNASeq data sets to identify the genetic basis of HIV pathogenesis.
2) Develop statistical methods to better analyze genetic data.
3) Develop statistical approaches for next-generation sequencing technologies.
4) Author scientific publications based on research findings.
5) Performs other duties as assigned.

Required Knowledge, Skills, and Abilities: We are seeking an enthusiastic communicative team player with a PhD in genomics or a relevant scientific discipline. The candidate will have a strong background in statistics with knowledge of statistical tools such as SAS and R and programming skills (Perl, Python). Applicants should have experience in one or more of the following areas: human genetics, statistical genetics, or bioinformatics with the ability to analyze and interpret data. The candidate should have strong communication skills and database skills.

Minimum Education/Training Requirements: Master’s in biostatistics, epidemiology or statistics with experience in statistical/human/population genetics or a related field. PhD preferred.
Minimum Experience: 2 to 4 years of experience

Work Environment: laboratory environment, may require working evenings and weekends

HJF is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

Any qualifications to be considered as equivalents, in lieu of stated minimums, require the prior approval of the Director of Human Resources.

3) Postdoctoral Fellow II
HJF is seeking a Postdoctoral Fellow II to support the Enterics Department located at Naval Medical Research Center (NMRC) in Silver Spring, Maryland. HJF provides scientific, technical and programmatic support services to NMRC. Responsible for performing research as part of a team developing vaccines against Campylobacter jejuni.

Responsibilities:
Assists in designing, developing, executing and implementing scientific research.
Performs specialized laboratory research that includes isolation and characterization of capsular polysaccharides from Campylobacter jejuni, and conjugation of capsules to protein carriers to synthesize vaccines. Skills include use of HPLC, FPLC, immunoblotting, ELISAs, bacterial genetics and molecular biology.
Analyses and interprets data.
Collects and handles samples and maintains detailed records of experiments.
Interacts and communicates with colleagues and collaborators.
Writes manuscripts, technical reports, summaries and protocols.
Maintains clear and accurate laboratory records, inventories and logbooks.
Performs data entry for research projects and maintains databases.
Trains new personnel as needed.
Maintains cleanliness of laboratory areas.
Performs other duties as assigned.

Required Knowledge, Skills and Abilities: Knowledge of standard laboratory techniques and knowledge of carbohydrate purification and characterization; ability to follow instructions, good communication and analytical skills. Eagerness of learn and apply new techniques.

Minimum Educational/Training Requirements: Ph. D. in a relevant scientific discipline.
Minimum Experience: 2-4 years’ laboratory experience beyond the Ph. D. degree.

Physical capabilities: long periods of standing and sitting; handling various chemicals

Work environment: laboratory environment

HJF is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

Any qualifications to be considered as equivalents, in lieu of stated minimums, require the prior approval of the Director of Human Resources.

University of Pennsylvania, Perelman School of Medicine

1) Resource Technologist B
This position will direct: (a) Phase I clinical trials in solid malignancies, in the Good Manufacturing Practice (GMP) laboratories of the Clinical Cell and Vaccine Production Facility (CVPF) and (b) management/research activities of a translational research laboratory at the University of Pennsylvania. Primary responsibilities in the GMP laboratory will include clinical scale cell manufacturing including leukapheresis processing, isolation, culture and differentiation of immune cells, tissue culture using sterile technique and universal precautions. Individual will lead in the preparation and qualification of peptide reagents for use in the GMP at CVPF and will work with Principal Investigator and CVPF personnel to develop new process for the manufacturing of dendritic cell vaccines. In the research laboratory, this individual will perform cellular and phenotypic analysis of T cell samples from study subjects in support of Phase I cell clinical trials and innovate new assays to better characterize immune responses elicited by vaccines. This individual will allocate a portion of his/her time to manage the research laboratory.

The candidate must be a proactive problem-solver with the ability to critically evaluate and manage timelines and key deliverables. This includes managing relationships with the Principal Investigator and CVPF personnel. Position contingent upon funding.

A Bachelor’s Degree in Biology and 3 years to 5 years of experience or an equivalent combination of education and experience required. This position requires excellent communication skills, attention to
detail, excellent organizational and time management skills, and the ability to work independently and as a team member. Sound knowledge of Good Manufacturing Practices (GMPs) is strongly preferred. Experience with large scale tissue culture is strongly preferred.

2) **Clinical Research Monitoring Specialist**

The Senior Clinical Research Monitoring Specialist is responsible for performing GCP monitoring activities for sponsored IND clinical research trials to verify human subjects are protected; the data are accurate, complete, and verifiable from source documents; and the conduct of the trial is in compliance with the approved protocol. The Senior Clinical Research Monitoring Specialist will:

- Liaise with the assigned Sponsor Project Manager to lead study start-up meetings and study site initiation visits; Ensure that there is continued support and monitoring throughout the study in obtaining all required regulatory documents, sponsor-required documents and assure the site subject and regulatory files are complete and filed in accordance with GCP/ICH requirements.
- Conduct initial, interim and close out monitoring visits according to the study-specific data safety monitoring plan (DSMP), protocol, and other regulatory requirements for all assigned clinical trials following Sponsor Standard Operating Procedures (SOPs) and in accordance with GCP/ICH guidelines.
- Perform source document verification to ensure data entered into the CRF are complete, accurate and verifiable per the protocol and monitoring plan.
- Verify all subjects met protocol-defined inclusion/exclusion criteria for each assigned clinical trial.
- Confirm appropriate documentation pertaining to investigational product accountability, administration and chain of custody at each study site and perform 100% review of these records during all monitoring visits.
- Use strong clinical background for thorough review and follow-up all SAEs, MedWatch forms, and safety reports to ensure that sites are in compliance with all regulatory reporting requirements.
- Ensure the sites maintain complete investigator site files that include but are not limited to: site ethics committee (IRB) approvals; documentation of qualification of investigators and study personnel; investigator brochure (as appropriate); protocols; case report forms; consent documents; clinical trial material shipping orders; protocol training documentation; and all sponsor and site correspondences.
- Communicate site issues, concerns, and progress to Sponsor Project Manager and follow-up to ensure appropriate resolution of any identified issues.
- Complete visit reports and follow up letters following departmental SOP’s. Also act as a Senior team member in development of divisional SOPs and monitoring plans.
- Support sites as clinical and regulatory expert in resolving outstanding observations documented in a monitoring report.
- Along with the Sponsor Project Manager, work to help develop and implement corrective actions plans, and resolution of monitoring/audit findings when appropriate.
- Address site issues, concerns, and progress in real time by using full breadth of regulatory and clinical knowledge. Able to equally identify concerns that require escalation to division Managers and Director for remediation. Effectively communicate issues that impact sponsor risk by troubleshooting with the Sponsor Project Manager and follow-up to ensure appropriate resolution of any identified issues.
- Provide leadership and day-to-day support to other Clinical Research Monitoring Specialists

A Bachelor’s Degree and 5 years to 7 years of experience or equivalent combination of education and experience is required.
3) **Research Specialist C**

The research specialist will play an important role in a laboratory studying reproductive toxicology. Duties include: designing, coordinating, and managing various lab projects. The Research Specialist will work with his/her supervisor as well as postdoctoral investigators and students in areas of experimental design and troubleshooting. The technician will employ the techniques of biochemistry, biology, and molecular biology. Experiments will utilize mice, including breeding, genotyping, tissue harvest, and preparing tissues for analysis by multi-wavelength flow cytometry, fluorescence-activated cell sorting (FACS), immunohistochemistry, and protein/nucleic analysis by electrophoresis and related techniques. Primary duties also involve animal dissection and tissue harvest, DNA/RNA isolation, general mouse colony and laboratory management, including record keeping, ordering of supplies, etc. The Technician will work independently on his/her own projects but will also participate in team projects. Applicant will perform purchasing for the laboratory as necessary. Importantly, applicant will perform data analysis and reporting in cooperation with Supervisor.

A Bachelor’s Degree and 3 years to 5 years of experience or equivalent combination of education and experience is required.