Specific opportunities at the Biomedical & Life Sciences Career Fair
Wednesday 2nd October, 1-4pm

Click on the hyperlinks below to see which organizations are attending the fair for each of the industries and career fields listed. Or, click on an organization’s name to see if they are looking for particular skills, knowledge, or expertise, or have specific open positions they are trying to fill. All participating employers can talk to you about their career opportunities even if no specific positions are listed below.

<table>
<thead>
<tr>
<th>SEARCH BY INDUSTRY</th>
<th>SEARCH BY ORGANIZATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research</td>
<td>AAAS Science &amp; Technology Policy Fellowships</td>
</tr>
<tr>
<td>Medical education, medical/science writing, and editing</td>
<td>AdMed, Inc.</td>
</tr>
<tr>
<td>Consulting</td>
<td>Alliance Pharma, Inc.</td>
</tr>
<tr>
<td>Science policy or teaching fellowships</td>
<td>American Association for Cancer Research, Inc.</td>
</tr>
<tr>
<td>Non-profit scientific associations</td>
<td>Center for Technology Transfer</td>
</tr>
<tr>
<td></td>
<td>Children’s Hospital of Philadelphia</td>
</tr>
<tr>
<td></td>
<td>ClearView HCP</td>
</tr>
<tr>
<td></td>
<td>ETHOS Health Communications</td>
</tr>
<tr>
<td></td>
<td>Global Prior Art, Inc.</td>
</tr>
<tr>
<td></td>
<td>Graphene Frontiers</td>
</tr>
<tr>
<td></td>
<td>IMS Health</td>
</tr>
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<td></td>
<td>L.E.K. Consulting</td>
</tr>
<tr>
<td></td>
<td>LifeSensors, Inc.</td>
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<tr>
<td></td>
<td>Merck</td>
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<tr>
<td></td>
<td>Nature Publishing Group</td>
</tr>
<tr>
<td></td>
<td>Navigant Consulting, Inc.</td>
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<tr>
<td></td>
<td>Nucleus Global</td>
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<tr>
<td></td>
<td>Phase Five Communications</td>
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<td></td>
<td>PriceSpective</td>
</tr>
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<td></td>
<td>Regeneron Pharmaceuticals, Inc.</td>
</tr>
<tr>
<td></td>
<td>Riverside Law LLP</td>
</tr>
<tr>
<td></td>
<td>TechAtlas Group</td>
</tr>
<tr>
<td></td>
<td>The Henry M. Jackson Foundation</td>
</tr>
<tr>
<td></td>
<td>Woodrow Wilson National Fellowship Foundation</td>
</tr>
</tbody>
</table>

Remember, you will be most productive at a career fair if you have done background research into each of the organizations you want to connect with. Make sure you have visited their websites to understand what they do, and what they might be looking for. This will give you information you can use to refine your resumes, or to ask questions about when you are talking with representatives. Certain employers are also giving brief presentations during the fair, and the times of these presentations are listed below:

- Nature Publishing Group 1:15pm
- L.E.K. Consulting 1:30pm
- ETHOS Health Communications 1:45pm
- Tech Atlas Group 2:00pm
- Graphene Frontiers 2:15pm
- Global Prior Art, Inc. 2:30pm
- LifeSensors, Inc. 2:45pm
- AAAS 3:00pm
- Nucleus Global 3:15pm
- PriceSpective 3:30pm
- Alliance Pharma, Inc. 3:45pm
Are you looking for research opportunities?

If so, talk to representatives from these organizations:

1) Merck
2) Regeneron Pharmaceuticals, Inc.
3) Alliance Pharma, Inc.
4) The Henry M. Jackson Foundation
5) Children’s Hospital of Philadelphia
6) Graphene Frontiers
   - This organization is specifically looking for people with knowledge of biochemistry and proteomics, expertise in biosensors and in vitro diagnostics, and experience working with antibody/antigen pairs and scFv.
7) LifeSensors, Inc.
   - LifeSensors is looking for a **Senior Scientist (Biochemist)**:
     The successful candidate will develop novel technologies for understanding ubiquitin pathway protein functions, such as de-ubiquitylases and ubiquitin ligases. Extensive expertise in protein expression, purification and characterization is required. Broad experience in assay development is highly desirable. Prior experience in biochemical high throughput screening (HTS) and / or protein microarrays is a plus.

Requirements: M.S. or Ph.D. in Biochemistry, Life Sciences, or a related discipline, and 5+ years of laboratory experience in an academic or industrial setting in addition to the following:
- Experience in biochemistry and molecular biology is required
- Knowledge of state of the art computational tools to design proteins is an advantage
- Knowledge of the ubiquitin proteasome pathway is desirable
- Prior industry / biotechnology experience is advantageous

You will work in a highly entrepreneurial environment. The ability to adapt quickly to change and manage multiple priorities is essential, as well as proven interpersonal skills and the ability to work as a team. You will be directly involved in product development and participate in key business development concepts. LifeSensors employees enjoy an outstanding total compensation package, including excellent salaries based on qualifications and experience, and benefits including:
- Medical, dental, and vision coverage
- Tax-effective reimbursement accounts for child care and medical expenses
- 10 days annual vacation, 10 paid holidays each year, 5 paid sick days per year
- Retirement Savings Plan with a company match
- Bonus and Life Insurance programs
- Relocation Assistance

If you would like to play a critical role in ubiquitin research and in the drug discovery field, please e-mail your resume to careers@lifesensors.com
Are you looking for medical education, medical/science writing, or editorial opportunities?
If so, talk to representatives from these organizations:

1) AdMed, Inc.

2) Nucleus Global
   - This organization is looking for PhD’s in the life sciences, and researchers interested in medical writing and communications. Experience in Oncology, Diabetes, and Hepatitis is valued.
   - Nucleus Global is seeking **Medical Writers**:
     ArticulateScience is an international medical communications agency. Our reputation for delivering high-quality and creative communication solutions is founded on the scientific expertise, strategic understanding and motivation of our staff. As part of Nucleus Global, our clients benefit from synergies across our network of 11 offices spanning the US, Europe and Asia Pacific regions. We offer an unrivalled integrated approach to medical communications from across the globe. 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) 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. Nucleus Global is an Equal Opportunity Employer.

3) Nature Publishing Group
   - NPG is looking for PhD’s who wish to transition into an editorial career. All Editors on the Nature journals must have a PhD in the related scientific area.
4) Phase Five Communications

- Phase Five Communications is looking for PhD students or postdocs with knowledge of and familiarity with oncology, vaccines, hemophilia, cardiovascular, and diabetes

5) ETHOS Health Communications

- ETHOS is seeking **Staff Strategic Consultants:**
  
  The scope of work and daily activities of an SSC can be highly variable, and the nature of the work grows in complexity as the SSC gains experience and knowledge. The work of an SSC includes both short-term and long-term projects encompassing, for example:
  - Content Development – translating the science of medicine into clinical benefit to improve practice patterns and patient care
  - Brand Planning
  - Program Management and Budget development
  - Program delivery oversight
  - Attendance at advisory board meetings and completion of executive summary
  - Client Management
  - Financial Review of Programs
  - Strategic and tactical planning, both internally and externally
  - Review and feedback on content and other projects at various levels within the organization
  - Support and contribution toward achieving the team’s revenue goal

- ETHOS is seeking **Medical Writers:**
  
  The Medical Writer works under the direct supervision of the Strategic Consultants (SCs) and/or Scientific Director(s), who direct the client team to which the Medical Writer is assigned, to develop evidence-based content that adheres to the established ETHOS standards, is in accordance with all client and ETHOS polices, and meets the strategic objectives our clients.
Are you looking for IP, patent law, or tech transfer opportunities?
If so, talk to representatives from these organizations:

1) Global Prior Art, Inc.
   - Global Prior Art is seeking **Chemistry and Materials Associates**
     Candidates will participate in efforts that assess the novelty of various technologies and gain exposure to intellectual property and business issues. The work involves searches of patents and literature, analysis of search findings against technical features and claims, and client briefings. The position is ideal for candidates who have a strong interest in the cutting edge technologies and strategic issues facing the chemical and pharmaceutical industries and seek to gain exposure to product development, IP, business development and strategy.

   - Global Prior Art is seeking **Biotechnology Associates**
     Candidates will participate in search efforts that will assess the novelty of various technologies and gain exposure to business and patent issues. The work involves manual searches of patents and literature, 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 biotechnology and drug delivery fields. Candidate will play an instrumental role in discussions with client on novelty of new technologies so 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 biotechnology industry and would like exposure to product development, IP (intellectual property), business development and strategy. Some travel may be required. Some examples of fields the biotechnology division typically works in are protein, nucleic acid and small molecule therapeutics; diagnostic assays; drug delivery systems; pharmaceutical formulations; cell culture systems; and high-throughput platform systems. The position requires strong technical analysis skills and demonstrated ability to meet goals.
     - Excellent database and research and writing skills; Computer proficiency
     - Ability to grasp and interpret new, unfamiliar information quickly
     - Attention to detail and good communication skills

   - Global Prior Art is seeking **Medical Device Associates**
     Candidates will participate in search efforts that will assess the novelty of various technologies and gain exposure to business and patent issues. The work involves manual searches of patents and literature, 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 an instrumental role in discussions with client on novelty of new technologies therefore good communication skills are essential. The 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, IP, business development and strategy. Some travel is required.

2) Riverside Law, LLP

3) Penn Center for Tech Transfer
Are you looking for consulting opportunities?
If so, talk to representatives from these organizations:

1) PriceSpective
   - PriceSpective is seeking **Analysts/Senior Analysts**

   Analysts at PriceSpective are directly involved in client projects and are responsible for discrete sections of each project. Analysts are primarily responsible for data gathering via primary and secondary research and data analysis in support of client projects. They also provide input into client recommendations and participate in the synthesis of final deliverables. The diversity of the role requires analysts to constantly call on a broad skill set which will strengthen and grow over a short period of time. At the close of each project, Analysts are also asked to contribute to a team debrief/feedback session. Primary research example: An Analyst may be asked to prepare for and follow up on an interview program with insurers or hospital medical directors, key-opinion leaders, physicians, and other health care payers or providers. Secondary research example: An Analyst may be asked to look up, analyze, and graphically represent data regarding the launch price, sales volume and coverage and reimbursement status for a set of products similar to our client’s product in order to refine key forecasting or valuation model assumptions and inputs. PriceSpective has offices in Los Angeles, San Diego, Philadelphia, New York, Boston, Raleigh and London.

   **POSITION REQUIREMENTS**
   - Undergraduate or graduate degree (combination science and business degree is a plus)
   - Excellent communication, analytical, and problem solving skills
   - Spreadsheet-based data analysis/modeling/forecasting expertise (Monte Carlo modeling experience is a plus)
   - Exceptional attention to detail and strong desire for success

   **PREVIOUS EXPERIENCE**
   Although previous full-time work experience is not required, the Analyst generally will have had internships, part-time or summer employment in the health care field, either with a biopharmaceutical company or research institution.

2) IMS Health

3) Navigant Consulting, Inc.
   - Navigant Consulting is seeking **Consultants, Life Sciences**

   Navigant Consulting's Life Sciences practice works with pharmaceutical and biotechnology clients to address a wide range of business issues including market analyses, strategy development and business planning. Projects include: portfolio/franchise/brand strategy, new product planning, pricing and reimbursement strategies; lifecycle management; and technology acquisition evaluation. Consultants, as part of a project team, perform research to support the activities of the practice including analysis of primary and secondary market analysis; develop computer models including detailed and complex spreadsheet analyses; assist with data gathering; prepare client communications, and provide excellent client service.

   **Basic Qualifications:**
   - Graduating with an Undergraduate, Masters or Doctorate degree between May 2014 and August 2014 and majoring in business, science or engineering
- Should exhibit an interest in the Life Sciences
- Should have an overall GPA of 3.2 or better
- Should exhibit a working knowledge of Word, Excel, PowerPoint, and Access, and the ability to research, including the use of the internet and other information sources and a solid knowledge base in their course of study
- Strong oral and written communication skills are required.
- Should demonstrate strong analytical, organizational and teaming skills.
- Additional qualifications include efficient, flexible, creative problem solving skills and a high level of motivation
- Must demonstrate a willingness to travel and work overtime when needed.

The company offers competitive compensation packages including an annual incentive compensation plan, comprehensive medical/dental/life insurance, and matching 401(k) and employee stock purchase plans. Consultants also receive yearly firm sponsored professional development opportunities.

4) L.E.K. Consulting

5) TechAtlas Group

- TechAtlas Group is seeking **Healthcare Analysts**

Full-time position in our Boston office, offers salary+bonus+healthcare+vacation. New hires are expected to have a strong science background and will receive training in business and investment strategy. Education: BA/BS/MS with additional related experience, PhD, MD, degree in biology or related field from a top tier school preferred.

The Healthcare team within TechAtlas focuses on critically evaluating the technical landscapes surrounding select disease indications. Our Analysts research high interest therapeutic areas and identify all the relevant technologies (e.g. drugs, devices, diagnostics, and procedures) that are currently being used or are in development. Ultimately, Analysts are expected to truly understand the competitive landscape, produce a vision of how the market will likely unfold and determine how companies are positioned to perform. To accomplish this goal, Analysts will need to demonstrate an ability to rapidly understand and clearly communicate complicated information. They will attend scientific and investor conferences, meet with companies, and interview experts (e.g. researchers, physicians, insurance company executives, regulatory consultants, etc.). When analysts have demonstrated commanding knowledge and understanding of particular subject matter, they will also have the opportunity to consult to clients who want to discuss a technical landscape in more detail.

We are looking for curious, intelligent, and driven individuals capable of delivering results in a timely manner and at the highest levels of quality. We demand a strong scientific background and will provide training in all other aspects of our analysis. Applicants need to be results-oriented people who work well both independently and as part of a team.

Becoming a TechAtlas analyst is a unique opportunity to apply your scientific training to better understand the strategic drivers in the biomedical industry and challenge yourself to contribute in a fast-paced excellence-driven environment. TechAltas will prepare you for a broad array of jobs in technology and business development, investing and consulting; our goal is to provide an opportunity for each team member to continue to grow professionally and succeed within our organization.
6) ClearView HCP

- ClearView HCP is seeking **Life Sciences Strategy Consultants (post-graduate level)**

ClearView represents a unique opportunity for professional growth and client impact in the life sciences. You will encounter an entrepreneurial environment, interact with a dynamic group of coworkers, become an expert in the life sciences, present to clients in critical business situations, and develop a deep understanding of the biopharmaceutical industry. You will be mentored directly by ClearView partners, who have a wealth of experience in life sciences consulting. You will be exposed to a wide variety of business issues and have a diverse and rewarding experience during your tenure at ClearView. Finally, you will accumulate the expertise, skills, and connections which will serve as the foundation and springboard into your future career. You will have the opportunity to lead projects and develop a broad range of skills at ClearView.

You will interact with both clients and teams within ClearView to address critical strategic questions within the biopharmaceutical space. During the course of a typical project, you will engage in a number of activities, including:
- Conduct complex problem-solving through a hypothesis-based approach;
- Complete primary and secondary research to drive to critical insights;
- Create and utilize analytic tools, e.g., forecast models, to support key decision-making; and,
- Communicate recommendations to clients to inform strategy and maximize value.

- ClearView HCP is seeking **Life Sciences Strategy Analysts (BA/MA-Level)**

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Are you looking for science policy or teaching fellowships or scientific association opportunities?
If so, talk to representatives from these organizations:

1) Woodrow Wilson National Fellowship Foundation
   - The Woodrow Wilson National Fellowship Foundation is seeking high-achieving candidates who are interested in and show promise as Science, Technology, Engineering and/or Math (STEM) teachers.

2) American Association for Cancer Research, Inc.

3) AAAS Science & Technology Policy Fellowships