BUSINESS & COMMERCIALIZATION

Build a company around your biomedical discoveries and creations. Or take your biomedical skills and apply them to business. Your analytical skills can be used for market research and your scientific knowledge can be applied to technical sales or consulting.

Alumni Spotlight

What did you do as a trainee to prepare for your current career?
I did a lot of reading both in and out of my specific field, and I made an effort to make friends and socialize not only within the University, but outside of academia (that’s called networking!). My company takes on clients in many different industries and therefore looks to hire smart, hardworking people with a wide range of backgrounds.

What are the typical things your job entails each day?
My job involves many different roles depending on the day, including researching and writing business plans for new companies, helping those companies begin and maintain operations, and social media marketing. My company also does consulting for larger established companies, for which I draw business process diagrams to help them streamline their processes and be more efficient.

What is the most rewarding part of your job?
It’s really rewarding to prepare a deliverable for a client and have them be impressed with the work that we’ve done, and I don’t think seeing a client company become sustainable and then profitable will ever get old!

Interview courtesy of the University of Chicago.

Audrey Garnatz
PhD in the Committee on Developmental Regeneration and Stem Cell Biology, University of Chicago
Business Process Associate, SenseAgility
Sample Job Titles

• Application scientist/specialist
• Product development scientist/engineer
• Analyst
• Market researcher
• Marketing manager
• Technical sales representative
• Medical science liason
• Accounts manager
• Business development specialist/manager/associate/director
• Consultant
• Chief Scientific Officer (CSO)
• Entrepreneur

Professional Organizations

Biotechnology Industry Organization (BIO)
http://www.bio.org

The Small Biotechnology Business Coalition (SBBC)
http://www.smallbiotech.org

Women Entrepreneurs in Science and Technology (WEST)
http://www.westorg.org