**CAREER ADVICE #391 | Gabriella Molden | Health (MPH)\_Florida | 5 May 2021**

**LinkedIn Premium Group**

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hi everyone! I just graduated on Thursday with my Master's in Health Administration and am on a job search. With my time crunch to find a job, I feel that I am in a disorganized way of looking.

I am using LinkedIn Premium suggestions and am using Indeed and Google to place in key words and places of interest. With the job listings I come across I am either well under-qualified or overqualified.

I feel that I'm running in circles, but that may be part of looking for a job. Can someone give me any suggestions or tell me that I am doing the right thing? Thank you!

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Hi Gabriella,

Congratulations. Some ideas for you to consider:

Gary Vaynerchuk

Active Interviewing

Health-focused venture capital

**Lerer Hippeau and Open Roles**

Health Sciences innovation

Clubhouse

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Gary Vaynerchuk

Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, FB live, TikTok live and Clubhouse chats with students, business owners, musicians, corporate executives and others.

A couple of links for you to consider:

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Crushing It. His audiobook may be a good start: https://adbl.co/2YfafaS

Several women featured on “Crushing It” include:

[Amy Landino](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) (Amy Schmittauer | Savvy, Sexy, Social) | http://amylandino.com/

[Jenna Soard](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) (You can brand) | https://www.youcanlaunch.com/

Mimi Goodwin | Sew Sew Def magazine | https://mimigstyle.com/

Dr. [Chithra Durgam, DDS](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) | dentist created a Musicly video

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Tim Ferriss & Gary Vee from 2017 replayed on 26 April 2019:

Apple Podcast: https://apple.co/2XVGfMD

YouTube LINK: <http://bit.ly/2J1uOP2>

Please see post 2 of 11 | Gary Vaynerchuk (continued)

POST 2

Hi Gabriella

This is post 2 of 11,

Gary Vaynerchuk | continued

Inside 4D’s | High School Party Concept

The basis for this idea is around the person who hosted the parties in High School could easily go from a “D” on the “Popularity Scale” to a “B” or “A”. Gary provides some practical examples as to how this concept can be applied to virtually any business situation:

Apple Podcast | [https://apple.co/2XVGfMD](https://podcasts.apple.com/ca/podcast/the-garyvee-audio-experience/id928159684)

Sound Cloud Podcast | <http://bit.ly/2kO6MgO>

YouTube link | [http://bit.ly/2kNlaG4](https://www.youtube.com/watch?v=rkZXlHCQ0mQ)

NOTE: Please see my suggestions under “Clubhouse” that will seek to connect the High School Party concept to your personal situation

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Active Interviewing

When you do find yourself preparing for an interview – live or on Zoom – you may want to consider the “Active Interviewing” book written by Eric Kramer. Eric wrote this book approximately 10 years ago and in my view, the principles remain relevant today. The book provides useful and practical tips to improve your chances before, during and after a job interview.

Please see post 3 of 11 | Active Interviewing (continued)

POST 3

Hi Gabriella

This is post 3 of 11,

Active Interviewing | continued

There are many “Interviewing” resources on-line and in fact, if you Google key “interview” words you will receive millions of possible results. After I Googled: “interview questions” (1.5 billion results returned); “Interview answers” (542 million), “strength and weakness interview answers” (10.3 million).

These are some links to the “Active Interviewing” book for you to consider as you navigate through the millions of resources available on the internet:

Eric Kramer on LinkedIn | https://www.linkedin.com/in/erickramercareerexpert/

Website | https://www.activeinterviewing.com/

Audiobook on Audible / Amazon | <https://adbl.co/2PFfugF>

Please see post 4 of 11 | Healthcare venture capital

POST 4

Hi Gabriella

This is post 4 of 11,

Health-focused venture capital

During my 2018 and 2020 investor relations work with health-care startups Curaizon (UK), Digipharm (Switzerland) and AI Vali (Toronto), I came across many Venture capital companies investing in the health sciences space.

One common feature is that such Venture Capital firms tend to hire PhD’s, physicians, scientists, research specialists, MD’s and related experts to advise them on the investments they make. Likewise, when portfolio companies receive funding, they tend to hire similar experts to help them grow.

The following is a sample of healthcare focused VC’s in Florida, New York and Boston. This list is not meant to be complete. Google or other search may reveal additional entities both in those cities and across the USA.

Florida-based health VC’s (or investment personnel in Florida)

Allele Capital | https://www.allelecapital.com/

Ballast Point Ventures | http://www.ballastpointventures.com/

Blue Sea Capital | http://blueseacapital.com/

Evidity Health Capital | https://www.evidity.com/

GARI Capital Partners | http://www.garicapitalpartners.com/

Please see post 5 of 11 | Healthcare VC (continued)

POST 5

Hi Gabriella

This is post 5 of 11,

Health-focused venture capital | continued

H.I.G. Capital | https://higcapital.com/

HealthEdge Investment Partners | https://www.healthedgepartners.com/

Healthquest Capital | https://www.healthquestcapital.com/

Hidden Harbor Cap Ptrs | https://www.hh-cp.com/

KLH Capital | https://www.klhcapital.com/

Las Olas Venture Capital | https://www.lasolasvc.com/

MD Healthcare Partners | https://www.mdhealthcarepartners.com/

Sun Capital Partners | https://suncappart.com/

NYC-based VC's - Healthcare

Arix Bioscience | https://arixbioscience.com

Aisling Capital Management | www.aislingcapital.com | NYC

Deerfield Management | http://www.deerfield.com/

OrbiMed | http://www.orbimed.com | NYC, SF & China

Perceptive Advisors | https://www.perceptivelife.com | NYC

Signet Healthcare Partners | http://www.signethealthcarepartners.com/

Boston-based VC's - Healthcare

Atlas Ventures | https://atlasventure.com

Bain Capital Life Sciences | www.baincapital.com/locations

BioStar Ventures | https://www.biostar-capital.com

Longitude Capital | http://www.longitudecapital.com

Merieux Equity Partners | https://www.merieux-partners.com

MPM Capital | http://www.mpmcapital.com

Please see post 6 of 11 | Healthcare VC (continued)

POST 6

Hi Gabriella

This is post 6 of 11,

VC’s and Portfolio companies

Consider scrolling through the websites of the VC’s to find the “Investments” or “Portfolio” links. Consider also clicking through to the websites (companies) that you find to be of interest. Follow the companies on LinkedIn & Twitter.

Consider subscribing to VC and portfolio company newsletters. Such newsletters often reveal information that may or may not be in mainstream media. You never know when you will come across an article or new innovation that complements something you learned over the years from the variety of companies that you have worked for (UF Health, Meridian, NF Regional, Select Medical, VA Affairs).

Consider reaching out to specific individuals for advice, mentorship and/or job openings.

In fact, some of the larger VC firms tend to hire for “Support over the Platform” roles (marketing, HR, accounting, legal, administration).

Stephanie Manning Cohen from Lerer Hippeau, a NYC VC firm, describes this trend in a Forbes article: [http://bit.ly/2vNF9X6](%22)

Please see post 7 of 11 | Lerer Hippeau and Open Roles

POST 7

Hi Gabriella

This is post 7 of 11,

**Lerer Hippeau and Open Roles**

In addition to the earlier reference to Lerer Hippeau, I draw your attention to their daily newsletter which highlights job openings within their portfolio of investee companies (recently a total of 3,800+).

Link to Lerer Hippeau job postings | https://jobs.lererhippeau.com/

Although most, if not all, of the roles on this list are likely irrelevant to you, it highlights an important issue that likely exists within the portfolios of many venture capital companies around the globe – the sheer number of unadvertised but available job openings. Many startups may lack the necessary resources (people, money and time) to focus on hiring for important but non-critical roles.

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Health Sciences innovation

The pandemic has placed a renewed emphasis on R&D in health science. Your knowledge and awareness of such innovation (to the extent not covered in your prior work) will likely improve the nature and level of conversations you have with potential employers or recruiters

Please see post 8 of 11 | Healthcare innovation (continued)

POST 8

Hi Gabriella

This is post 8 of 11,

Healthcare innovation (continued)

During my 2018 and 2020 advisory work with health-care startups in the UK, Switzerland and Canada, I came across many funding announcements that covered VC investing in the health sciences space.

Three recent examples to provide you with an indication of the continued innovation in this space. This is only a sample and is not meant to be a complete list.

StrictlyVC newsletter | 13 April 2021

**Papa**, a four-year-old, Miami-based platform that offers care and companionship to seniors, has raised $60 million in Series C funding led by **Tiger Global Management**. The outfit had closed its Series B round last September with $18 million led by Comcast Ventures. It has now raised $91 million altogether.

**TechCrunch article:** [**https://tcrn.ch/3mYDQy5**](https://tcrn.ch/3mYDQy5)

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**Repertoire Immune Medicines**, a year-old, Cambridge, Ma.-based biotech company focused on cancer, immune disorders, and infectious disease, has raised $189 million in Series B funding from **Flagship Pioneering**, **Softbank Vision Fund 2**, the **Public Sector Pension Investment Board**, the **Alaska Permanent Fund**, and **Invus**.

FierceBiotech | https://bit.ly/3dkXv8i

Please see post 9 of 11 | Healthcare innovation (continued)

POST 9

Hi Gabriella

This is post 9 of 11,

Healthcare innovation (continued)

StrictlyVC newsletter | 16 March 2021

**Clarify Health**, an SF-based company that sells analytics to healthcare organizations, has raised $115 million in funding from **Insight Partners,** **Spark Capital**, **Concord Health Partners**, **HWVP**, **Rivas Capital**, **Sigmas Group** & **KKR |** https://clarifyhealth.com/

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NOTE: Your awareness of such startups and innovation in the health sciences area (to the extent not previously touched on in your current or past work) could be of benefit during discussions with recruiters and HR managers.

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Newsletters | Healthcare-focused

If not already, you may want to consider subscribing to various free tech news feeds that feature funding announcements in the healthcare sector including:

MedCity News | https://medcitynews.com

FierceBiotech | https://www.fiercebiotech.com/

Genome Web | https://www.genomeweb.com

Becker’s Healthcare | https://www.beckershospitalreview.com

Please see post 10 of 11 | Clubhouse

POST 10

Hi Gabriella

This is post 10 of 11,

Clubhouse

You may be aware of the Clubhouse App that is increasingly becoming popular and frequently being used by celebrities and influencers to talk about everyday issues with everyday folks. In fact, it became even more popular when Elon Musk and Mark Zuckerberg separately blew up the chat rooms when they came “Clubbing”.

Tanisha Cherry, a #podcaster here in #Calgary was a guest on #CalgaryBusinessPodcast to talk about her chatroom “Welcome to Clubhouse”. This is a link to that podcast: <https://bit.ly/37k9TC9>

Tanisha also prepared a #YouTube explainer video: <https://youtu.be/bTrjJW7Rh0M>

How is all of this “Clubbing” relevant to you?

You could take the “Highschool Party Concept” of Gary Vaynerchuk and create a chat room to invite your MHA classmates from University of Florida to chat about the current job environment, share their experiences, exchange ideas on top recruiters, top employers, Covid impact, other relevant topics.

Please see post 11 of 11 | Clubhouse (continued)

POST 11

Hi Gabriella

This is post 11 of 11,

Clubhouse | continued

You could invite your professors from the University of Florida “on stage” to give their views on the same subjects.

You could invite recruiters and job board experts that are placing students from your faculty to provide their advice / guidance.

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How does a Clubhouse chat room relate to job search?

Imagine the discussions you will have with recruiters and potential future employers AFTER running these thought-leader sessions for the next 6, 12 or 18 months?

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Congratulations once again and have fun!