**CAREER ADVICE #387 | Robin Mulvey | Clinical Research\_New Jersey\_2 May 2021**

**Brigette Hyacinth**

\*\*\*\*\*\* MESSAGE TO BRIGETTE HYACINTH \*\*\*\*\*\*

Brigette, I am so sick of sending my CV to companies only to be turned down because they see short time periods. I’m a contractor! I may only work 6 months or 1 year. I then have to move on because of my contract ending. How does one get these large companies to understand contractors don’t have long history with one company. I ask my recruiter to explain this but I don’t think they do or know what to say. Your thoughts?

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Hi Robin,

Some ideas for you to consider

Gary Vaynerchuk

Mid-life Wisdom School

Healthcare venture capital

Healthcare innovation

Angel List in New York

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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.

The first podcast I listened to was in March 2018 and Gary said “If you are 49 year old Mary the Accountant” or “72 year old Stan the Electrician”, it is not too late. I was 52 at the time.

A couple of links for you to consider:

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

Please see post 2 of 8 | Mid-Life Wisdom School

POST 2

Hi Robin,

This is post 2 of 8,

Mid-Life Wisdom School

This was another Gary Vee podcast that aired on 29 January 2020 that you may appreciate.

Key concepts:

“…huge swath of life called midlife — from 45 to 65 — where there are no safety nets or supports for these people…”

“…created “midlife wisdom school” where the goal is to “grow whole, not old.”

Podcast with Chip Conley | <https://apple.co/36HOIHf>

The book “Wisdom at Work: The Making of a Modern Elder” | https://amzn.to/3s2Gt3a

The school | https://www.modernelderacademy.com/

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Healthcare 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.

Please see post 3 of 8 | Healthcare venture capital

POST 3

Hi Robin,

This is post 3 of 8,

Healthcare venture capital | continued

The following is a sample of healthcare focused VC’s in 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.

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/

Windham Venture Partners | http://www.windhamvp.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 4 of 8 | Healthcare venture capital

POST 4

Hi Robin,

This is post 4 of 8,

Healthcare venture capital | continued

Novartis Venture Fund | https://www.nvfund.com

Oak HC/FT | https://oakhcft.com

RA Capital Management | http://www.racap.com/

Remiges Ventures |www.RemigesVentures.com

Third Rock Ventures | https://thirdrockventures.com/

UCB Ventures | https://www.ucbventures.com

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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 working as a contractor (including Immunomedics and Ascentage).

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

Please see post 5 of 8 | Healthcare innovation

POST 5

Hi Robin,

This is post 5 of 8,

Healthcare 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 work at Immunomedics or others) will likely improve the nature and level of conversations you have with potential employers or recruiters

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.

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

StrictlyVC newsletter | 13 April 2021

**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

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Please see post 6 of 8 | Healthcare innovation

POST 6

Hi Robin,

This is post 6 of 8,

Healthcare innovation

**FinSME newsletter | 26 March 2021**

**1910 Genetics**, a Cambridge, Mass.-based biotechnology company integrating artificial intelligence (AI), computation and biological automation to improve drug development, closed a $22M Series A funding from M12 – Microsoft’s Venture Fund and Playground Global

FinSMEs article: https://bit.ly/3udWEwn

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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.

Please see post 7 of 8 | Healthcare and Technology newsletters

POST 7

Hi Robin,

This is post 7 of 8

Newsletters | Healthcare and Technology 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

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Angel List in New York

Angel List |https://angel.co

This site is primarily used by tech startups to list tech & non-tech roles here. Quick search revealed:

24,900+ startups globally list open roles on the site

10,200+ across the USA (non-remote only)

2,986 across New York State

2,414 in New York City

783 in Boston

348 across Pennsylvania

207 across New Jersey

NOTE 1: The global total is down from the pre‑Covid19 period in which 30,000+ startups listed open roles on the Angel List site.

Please see post 8 of 8 | Angel List (continued)

POST 8

Hi Robin,

This is post 8 of 8,

Angel List | continued

NOTE 2: Consider spending time on the site. Startups may not always use traditional recruiting sites to find staff. When they scale, they tend to need experienced staff. You may want to consider creating search agents for the key roles that match your experience and/or roles you are interested in

NOTE 3: Consider reaching out to any relevant companies to see if there is common ground to work together, particularly startups that may need support in many functions

NOTE 4: Angel List also produces a daily newsletter “Today in Tech” that you may want to consider subscribing to

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Good luck and have fun researching!