**CAREER ADVICE #330 | 1 April 2021**

**LinkedIn Premium Group**

Megan Machado | Savannah, Georgia

Health Science

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

Hello!

Looking to secure a job being a Clinical Trial Associate for Pharmaceutical companies and was wondering if anyone had any experience or advice that would be helpful!

I have a Bachelors of Health Science degree and 5+ years of clinical experience.

Thanks

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Hi Meghan,

A few ideas to consider:

Health sciences innovation

Venture capital and health sciences

AngelList

Gary Vaynerchuk

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Health Sciences innovation.

You may want to consider subscribing to various tech news feeds such StrictlyVC newsletter (Connie Loizos), Crunchbase News, Techcrunch, VentureBeat, UKTN and FinSME’s Inc.

The pandemic has placed an increased emphasis on research and development in the pharamaceutical industry. Your knowledge and awareness of such innovation would likely improve the nature and level of conversations you have with potential employers.

To give you an idea, this is a selection of bio-science related funding announcements from the #StrictlyVC newsletters from August to November 2020:

**Mission Bio**, makes single-cell DNA analysis & precision genomics software, raised $70m from **Novo Growth**, **Soleus Capital**, **Mayfield**, **Cota** & **Agilent** | Techcrunch (14 Aug 2020): http://tcrn.ch/3p4W1lv

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Please see response 2 of 6 | Health sciences innovation (continued)

POST 2

Hi Meghan,

This is post 2 of 6,

Health sciences innovation (continued)

**Korro Bio**, establishing a broad portfolio of RNA editing therapies, raised $91.5m from **Wu Capital Atlas Venture**, **New Enterprise Associates**, **Qiming Venture Partners** **USA**, **Surveyor Capital**, **Cormorant Asset Management**, **MP Healthcare Venture Management** & **Alexandria Venture Investments** | FierceBiotech (11 Sept 2020): http://bit.ly/3jtvBs4

**AavantiBio**, a startup with plans to focus on rare genetic diseases, raised $107m from **Perceptive Advisors**, **Bain Capital Life Sciences**, **RA Capital** & **Sarepta Therapeutics** (23 Oct 2020) | http://www.avantbio.com/

**Ambrx**, focused on developing precision biologics using an expanded genetic code, raised $200m from **Fidelity**, **BlackRock**, **Cormorant Asset Management**, **HBM Healthcare Investments**, **Invus**, **Adage Capital Partners** & **Suvretta Capital Management (11 Nov 2020)** | http://ambrx.com/

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Please see post 3 of 6

POST 3

Hi Meghan,

This is post 3 of 6

Venture Capital in Health sciences

During my 2018 and 2019 investor relations work with health-care startups Curaizon (UK), Digipharm (Switzerland) and AI Vali (Toronto), I came across many Venture capital companies investing in bio-tech, health-tech, bio-sciences, pharmaceuticals, etc. One common feature is that such Venture Capital firms tend to hire experts such as PhD’s, physicians, scientists, research specialists, MD’s and related experts to advise them. Likewise, when such portfolio companies receive funding, they tend to hire similar experts to help them grow.

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The following is a sample of healthcare focused VC’s in the US. It is not meant to be a complete list. Google or other search may reveal additional entities:

1315 Capital | http://www.1315capital.com/

Arix Bioscience | https://arixbioscience.com

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

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

Blackstone Life Sciences | https://www.blackstone.com/the-firm/asset-management/life-sciences

Golden Pine Ventures | http://www.goldenpineventures.com/

Please see post 4 of 6 | Venture Capital in Health sciences (continued)

POST 4

Hi Meghan,

This is post 4 of 6

Venture Capital in Health sciences (continued)

KdT Ventures | https://www.kdtvc.com

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

Medicxi Ventures | http://www.medicxiventures.com/

Morgenthaler Ventures | http://www.morgenthaler.com/

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

OrbiMed | http://www.orbimed.com

Pappas Capital | http://www.pappas-capital.com

Quaker BioVentures | http://www.quakerbio.com/

Revival Healthcare Cap | https://www.rvlhc.com/

Sante Ventures | www.santeventures.com

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

Strongbridge BioPharma | https://www.strongbridgebio.com/

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Some possible ideas for you to consider:

VC’s. Consider learning the names of managing partners, investment associates & research analysts that are investing in health-tech / pharmaceutical companies. Follow them on LinkedIn & Twitter. Subscribe to newsletter. Read & save links to news articles, especially on funding. Consider reaching out to specific individuals to seek their advice.

Please see post 5 of 6 | Venture Capital in Health sciences (continued)

POST 5

Hi Meghan,

This is post 5 of 6

Venture Capital in Health sciences | cont

VC portfolio companies. VC firms typically have “Portfolio” links on their websites. Consider making lists of pharmaceutical companies you would want to reach out to; perhaps make contact now for potential future consideration (particularly when they expand and seek to hire staff)

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**Angel List**

Link to website | **https://angel.co**

This site is primarily used by tech startups to list tech & non-tech roles. A quick search on the site revealed:

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21,100+ startups globally list open roles on the site

14,469 startups across USA

567 startups across Georgia list open roles (NON-Remote)

14 startups list open roles in Savannah

NOTE 1: The global total includes remote & non-remote roles and is down from the pre‑Covid19 period in which 30,000+ startups listed open roles.

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. Consider reaching out to any relevant companies to see if there is common ground to work together.

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Please see post 6 of 6 | Gary Vaynerchuk

POST 6

Hi Meghan,

This is post 6 of 6

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, with startups and others.

You may want to consider starting with one or both of the following:

Nashville strategy sessions | May 2019:

YouTube link: http://bit.ly/2YC4JuF

Apple Podcast: https://apple.co/2W18gFb

The Gary Vaynerchuk book, Crushing It. Here is the link to the audiobook version on Audible: https://adbl.co/2YfafaS

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Have fun researching!