RACAPITAL Career Map

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What to do with a background in biological sciences?

(If you don't want to be in academia, a physician, or other healthcare provider)

I would like to survey the landscape

(but don't enjoy finance)

I don't want to do science myself and I don't enjoy finance, but I want to learn about many different technologies

- **Data Aggregation/ Publishing**
  - Clarivate Analytics
  - MedTracker
  - IMS Health
- **Patents**
  - **Patent Attorney** — *Many law firms*
  - **Patent Examiner** — US Patent and Trademark Office
  - **IP Analyst** — Global Prior Art
- **Science/ Technical Writing**
  - Biocentury
  - In Vivo
  - Science

I enjoy doing the science

- **I enjoy basic research**
  Bench scientist in some big company
  - **Bench Scientist in a large company**
    - Pfizer
    - Novartis
    - Merck
- **I enjoy applied science**
  - **Medical Device Design/ Engineering**
    - **Contract Design/ Engineering Firm**
      - IMDS
      - Avisionary
    - **Medical Device Company**
      - Boston Scientific
      - Medtronic
      - *Many small companies*
  - **Drug/ Diagnostics Development**
    - **Contract Research Organization (CRO)**
      Provides services to companies on a contract basis, including: chemical screening, preclinical animal testing, and clinical trial management
      - Quintiles
      - Covance
      - Charles River Labs
      - Evotec
    - **Chemical Engineer** (MS)
      Biotech/Pharma Bench Scientist (PhD)
      Clinical Trial Planning Oversight (MS or MD)
      Statistician (MS or PhD)
      - **At a company that's actually developing products**
        - **Large Company**
          - Pfizer
          - Vertex
          - Abbott
          - Biogen
        - **Small Company**
          - *Thousands*

I want to be part of the healthcare regulatory process

- **Work for Centers for Medicare and Medicaid Services (CMS)**
  Decide how the US government will pay for healthcare
- **Work for The FDA**
  Help decide which products get approved
- **Work for The Agency for Healthcare Research and Quality (AHRQ)**
  Study which products are more effective than others

I would like to survey the landscape and learn about technologies, business, and finance

- **Business Development**
  - **At a Small Company:** sell/out-license technology or services
  - **At a Large Company:** buy/in-license technology or services
- **Advising/Consulting** (but not making key decisions...just yet)
  - **Advise Companies**
    - **Help Companies Meet Investors**
      - **Investor Relations (IR)**
        - **At an IR Firm**
          - Stern IR
          - LifeSci Advisors
        - **Within a Company**
      - **Help Companies with Business Development**
        Raise money, structure partnerships, and engage in mergers and acquisitions (M&A)
        - **At an Investment/ Merchant Bank**
          - Clearview
          - Locust Walk Partners
          - Torreya Partners
        - **Within a Company**
          - **At a Small Company**
          - **At a Large Company**
    - **Transaction Oriented**
      (performance is judged by getting "deals" done, not quality of analysis)
    - **Goal is to analyze problems and offer solutions that client must then act on**
      - **Business/ Strategy Consulting**
        - McKinsey
        - Bain & Company
        - LEK Consulting
  - **Advise Investors**
    - **Sell-Side Research**
      - **Independent**
        - Sanford Bernstein
      - **Part of Investment Bank**
        - Goldman Sachs
        - Leerink
        - Cowen
- **Investing** ("the Buy-Side")
  Invest in established companies and/ or form new companies
  - **Maximum Flexibility:** public, private, and company formation
    - **Multi-Stage Investment Funds**
      - RA Capital Management
      - Orbimed Advisors
      - Deerfield Management
  - **Somewhat Flexible Investment Strategies**
    - **Crossover funds that invest in private and public companies but do not form new companies**
      - Vivo Capital
      - Venrock
      - New Lead Venture Partners
      - Ally Bridge Group
      - Bain Capital
    - **Traditional Venture that also Forms Companies**
      - 5AM Ventures
      - Versant Ventures
      - MPM Capital
      - Canaan Partners
      - Avalon Ventures
  - **Focused Strategies**
    - **Private Only**
      - **Traditional Venture:** invest in established private companies
        - Clarus
        - Bay City Capital
        - Pappas Ventures
        - Rivervest Venture Partners
      - **Formation-Focused:** only invest in newly formed companies
        - Atlas Ventures
        - Third Rock Ventures
        - Flagship Pioneering
    - **Acquire Revenue-Generating, Typically Private Companies**
      - **Private Equity**
        - Bain Capital
        - Thomas H Lee Partners
      - **Public Only**
        - **Hedge Funds**
          - Broadfin
          - Camber
          - Great Point Partners
        - **Mutual Funds**
          - Janus
          - Putnam
          - Wellington

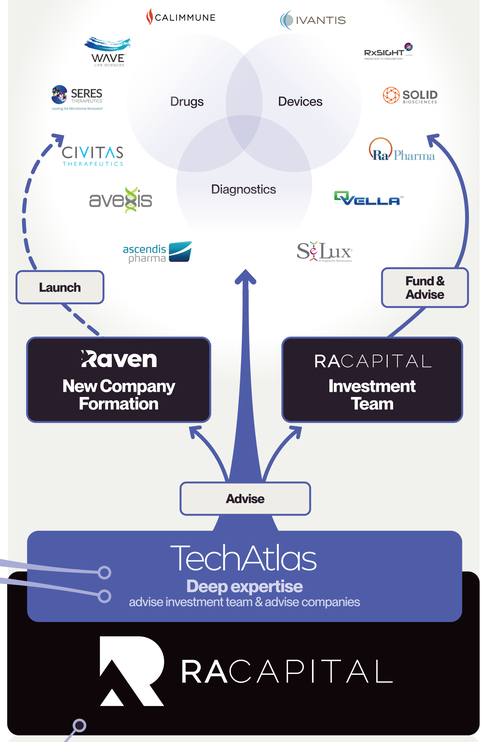
I would enjoy sales and marketing

- **Marketing** (MBA helps)
- **Sales Rep at Company or Contract Sales Organization**

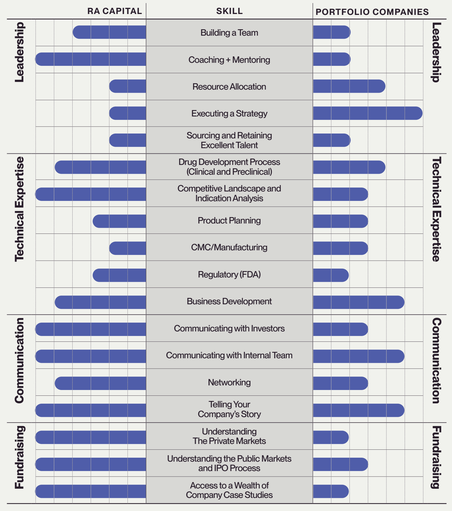
I want to illustrate scientific concepts

- **Presentation Design**
- **Data Visualization** (infographics)
- **Medical Illustration**
  - RA Capital Management

Public + Private Biotech Companies



Skills you can develop at RA Capital and its portfolio companies if... you want to be a Biotech CEO



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