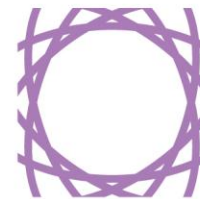




Life Beyond Academe: Opportunities
*for advanced degree-holders in the
life sciences*

Southern Ontario Neuroscience Association –
2012 Meeting

Jeffrey A.M. Coull



ONTARIO
BRAIN
INSTITUTE

Converge. Discover. Deliver.



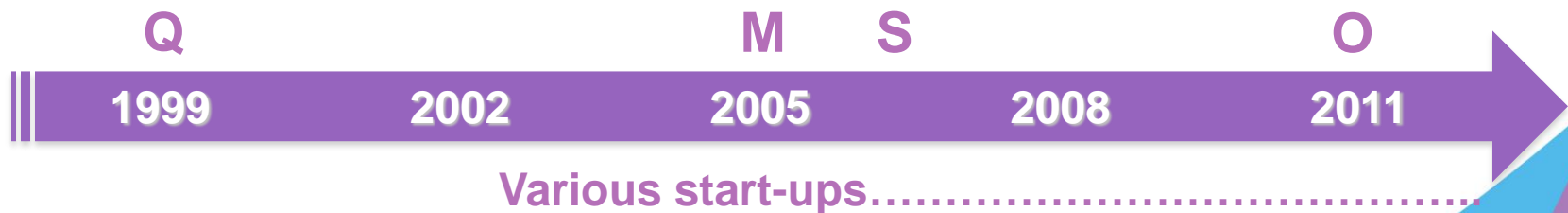
- My career path
- Options beyond academe
- Frequently asked questions

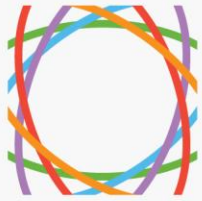


My Career Trajectory

- (Q)** BScH in Life Sciences from Queen's University
- (M)** PhD in Pharmacology (neuroscience focus) from McGill University
- (S)** SHI Consulting
- (O)** Ontario Brain Institute

Various start-ups





My Career Trajectory (2)

» Founder (or early participant) and/or investor in:

- Chlorion Pharma, Inc.
- KineRx Neurosciences, Inc.
- Canoe Pharmaceuticals, Inc.





- There are advanced degree-holders everywhere
- The importance of creating opportunities
- Problem solving and communications
- {The necessity for adaptability and agility}



- Venture capital
- Private equity
- Investment banking
- Financial analysis
- Corporate finance



- Large firm (e.g., McKinsey, BCG)
 - » Associate, generalist, extensive travel
- Small firm (e.g., SHI)
 - » Analyst, life sciences specialist, moderate travel



- Regulatory consultant
 - » Certificate programs at Humber, Seneca
- Regulatory affairs within a company
- Health Canada
 - » Therapeutics Products Directorate



- Research in SME
- Research in full-scale pharmaceutical company
 - » Outside Canada only
- Development
 - » Clinical trials coordination
 - » Contract research organization



Option: Sales and Marketing

- Pharmaceutical Sales Representative
- Medical Science Liaison
- Medical Affairs
- Marketing
- Business Development

- Hospital Administration
- University Administration (*e.g.*, IPO)
- Cancer Care Ontario
- Ontario Brain Institute
- Health Charities



Option: Entrepreneurship

- Spin your technology out of the laboratory
- Assist someone else to commercialize their technology
- New funding opportunities
- The joy ... and value of the entrepreneurial experience



Frequently Asked Questions

- Do I need a PhD?
- Do I need a MBA?
- Do I need to complete a post-doc?
- What should I do (first) upon graduation?
- How can I start a company when I have no entrepreneurial experience?
- How can I identify opportunities?