



# **NJ/NYBPNG & RUTGERS UNIVERSITY NETWORKING EVENT**

April 10, 2018



# AGENDA

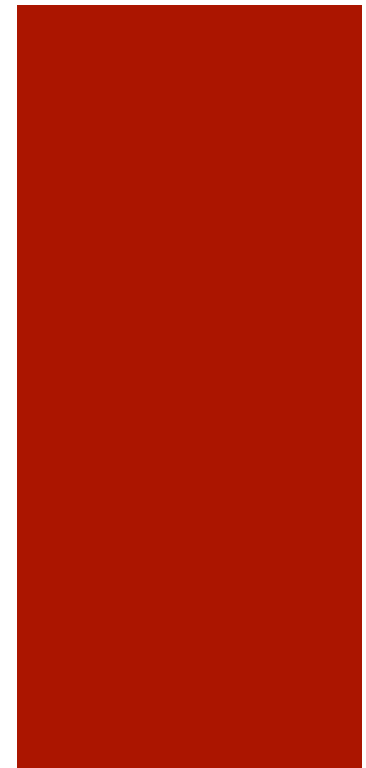
- BPNG Mission & Goals – Stan Radomski, Founder
- BPNG Approach to Networking – Anil H. Vaidya, NY Co-lead
- Success Stories
- iJobs – Janet Alder, PhD
- Questions and Answers
- 7:00 – 9:00 Networking

## **SPONSORS:**

**Alpha Consulting and Werschulz Patent Law, LLC**

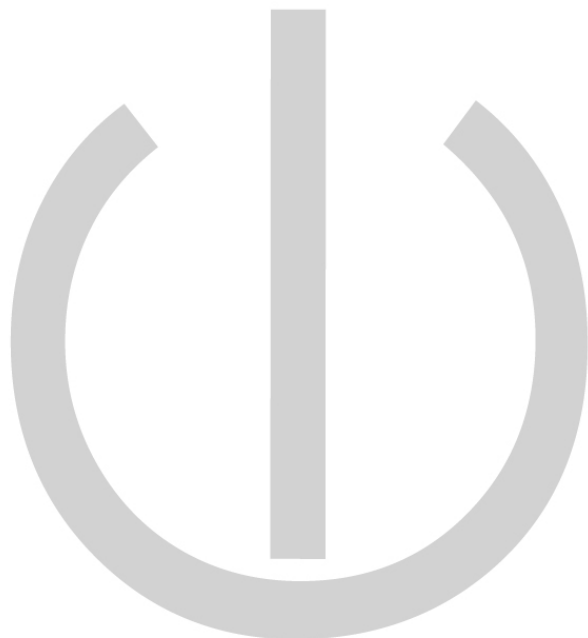


# **Career Transitioning Through the Power of Networking via Bio Pharma Networking Group (BPNG) a Non-profit, All Volunteer Organization**



# Introduction & Mission Statement

Bio Pharma Networking Group (BPNG) is a not-for-profit, volunteer all-inclusive life and health science professional community that actively promotes the "real power" of networking. We serve people in various disciplines and corporate cultures who value key-relationship building at all stages of careers. BPNG encourages a crossover effect for valuable lead and resource sharing at our casual monthly events where people can exchange information, trends and ideas.

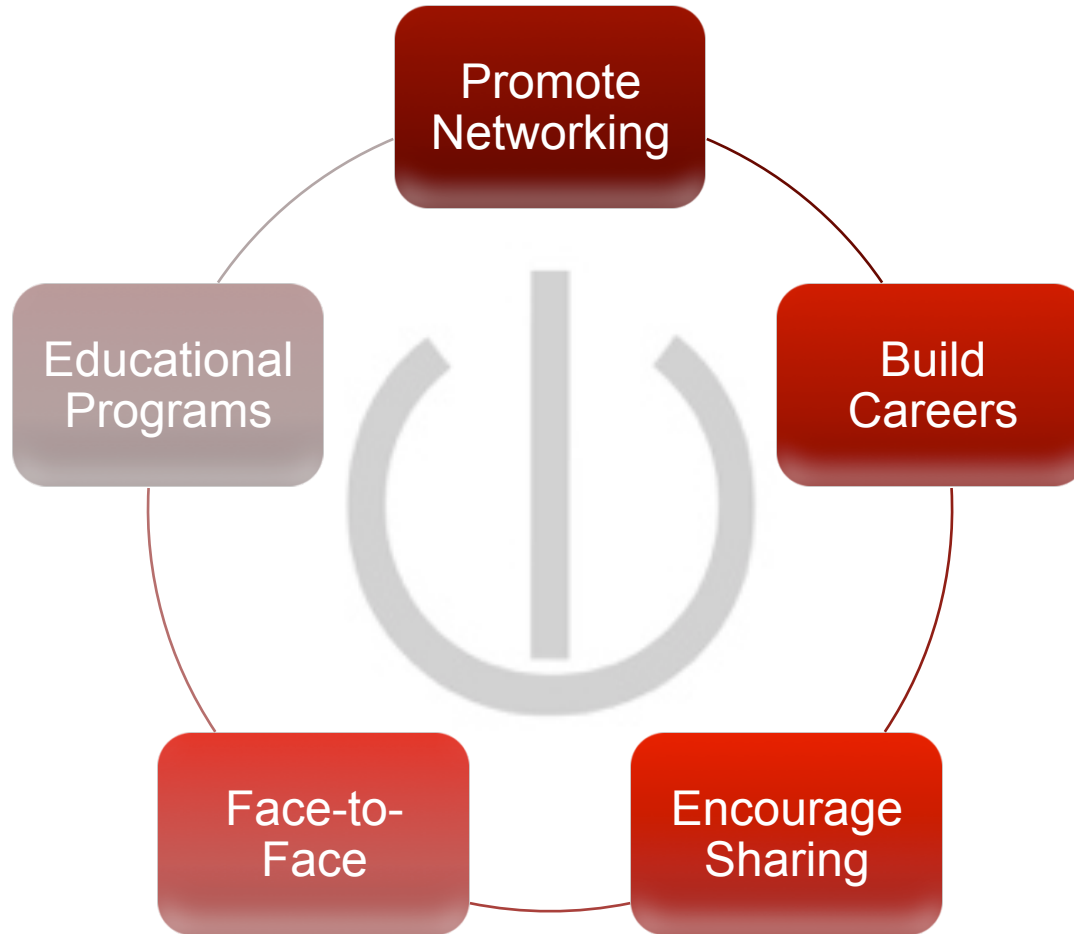


*“We are all connected.”*

Core to the BPNG brand are the letter **C** and **I** for **Connecting In** which forms the universal symbol **for power**.

We support, serve and educate life and health sciences professionals through the **"real power" of networking**.

# What We Do for Members

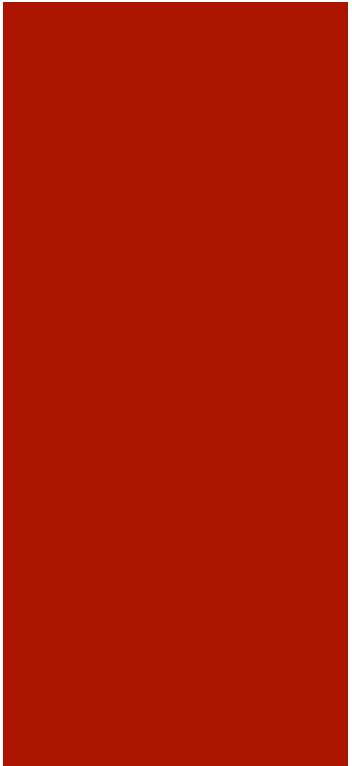




# BPNG 5 Chapters and Growing

CHAPTER	LAUNCH DATE	MEMBERS
NEW JERSEY	January 2012	4,229
PENNSYLVANIA <sup>2</sup>	February 2013	2,347
NEW YORK	September 2013	2,108
MASSACHUSETTS	October 2015	1,432
NORTH CAROLINA	September 2017	487

- Currently have over 10,000 members across 5 regions
- Diverse attendees breakout:
  - 50% R & D
  - 45% Marketing
  - 5% Recruiting
  - Every Meeting is Very Different



# BPNG'S Approach to Networking



# About Networking

- ★ Build strength in yourself
- ★ Develop a personal brand
- ★ Enhance your credibility through attending events

- ★ Promote yourself
- ★ Get involved
- ★ Believe in your achievements
- ★ Build new relationships – you are worth it



# The BPNG Crossover Effect

Our events utilize a color-coded system for easy identification of functional roles. We invite you to “network outside-the-box” and seek out individuals with different backgrounds and professions. By doing so you immediately widen your network and opportunities to expand your career choices.

## Classifications

- Corporate/Management/Legal/IT
- Recruiters/Staffing/HR
- Science/R &D/Academia
- Sales/Marketing/Services

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BECOME A SPEAKER  
WWW.BPNG.ORG**

# Tips for Tonight



- Overcome fear, **introduce and present yourself** and ask someone how they heard about this event, who are they? what do they do? what is their passion?
- Invest time in people, **build a connection to 5 people** tonight in a number of classifications
- Optimal **group size is 4 people**, this allows for maximum impact
- Be proactive with a formalized **follow-up process after tonight's event**
- Get to know someone tonight then give them **your personal business card** before you leave and connect over email
- Start building your network now by **connecting on LinkedIn**, so when your attending your next meeting, you are in the early stages of a relationship



# Success Stories Individual, Team & Partners



# An Individual Success Story



Transition From PhD Researcher Fellow –  
Memorial Sloan Kettering Cancer Center to  
Oncology Medical Liaison, PhD, at  
Personal Genome Diagnostics Corporation  
Within 1 Year of Mentoring with Molecular  
Diagnostics Marketing Executive  
Through a New BPNG Friendship

*“I would like to be here with all of you tonight, but I am in the field working with key accounts for business development.”*  
Francesca

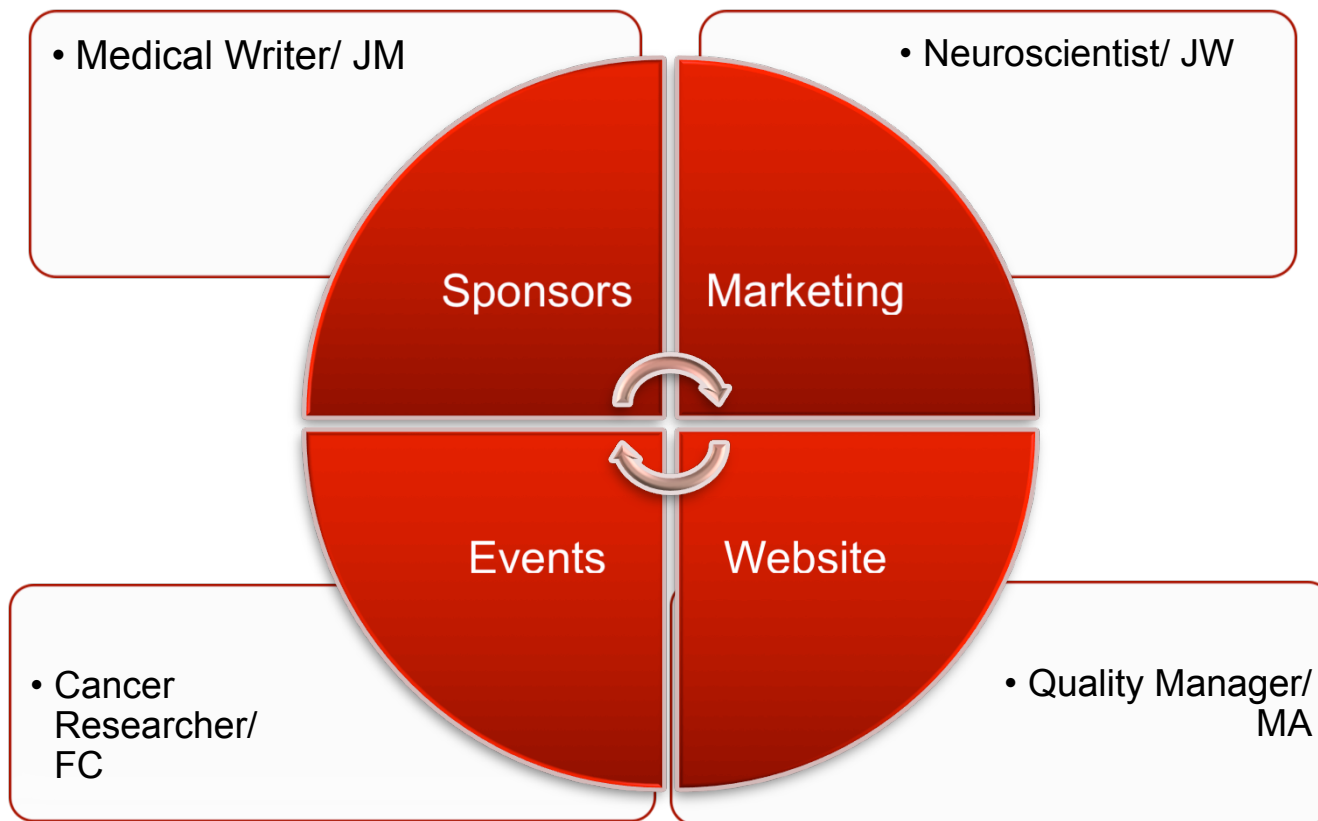


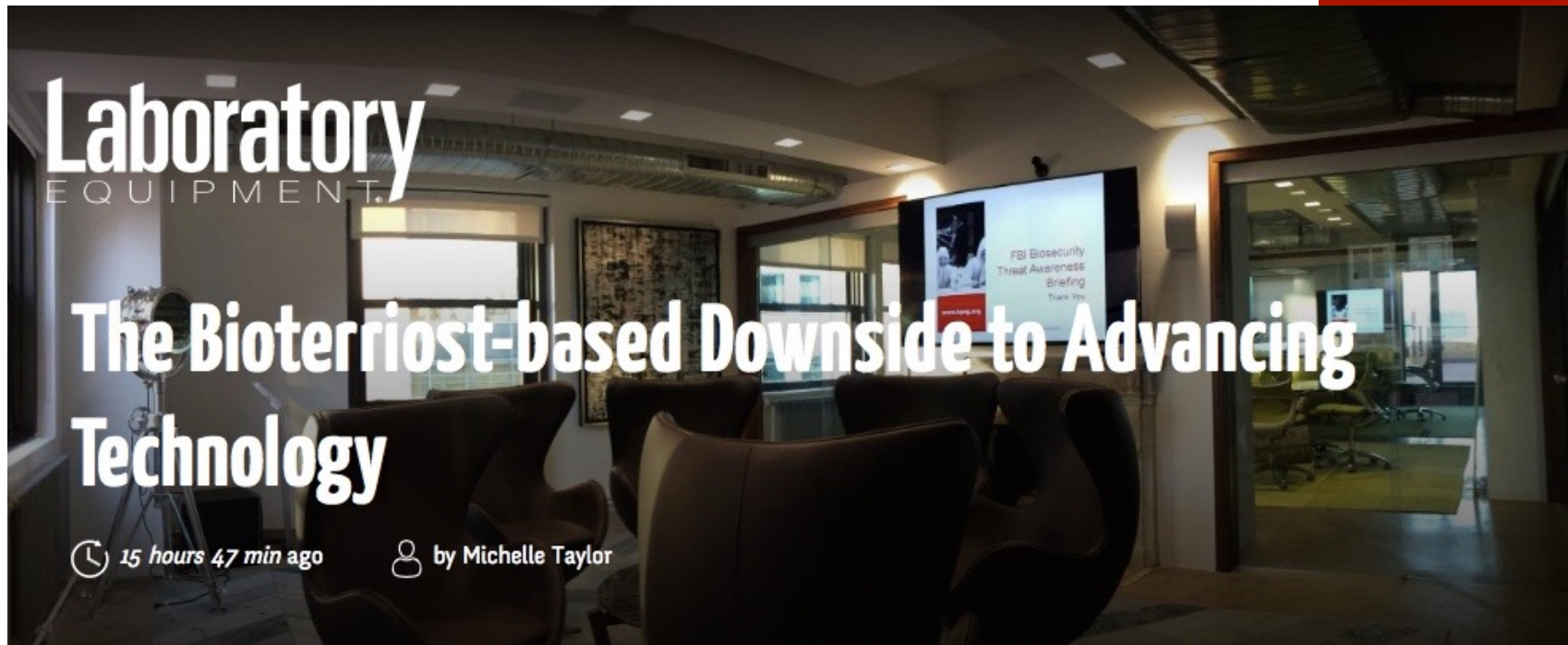
# Take-away Lessons

*Francesca Cavallo, PhD & Regina Reynolds, CEO VERISCOMM*

- Understand where you want to go, focus on what you want (so you don't lose time and energy)
- Very important to have the right resume that is clean and highlights your future job (work with someone who can help you with the language and skill set)
- Obtain the skills you are lacking by attending courses, going online for webinars on what you are lacking and find books specific to your needs
- Form a network out of academia, make the time and effort to nurture a relationship with a mentor who can guide you along the way

# Continuing Education as a Team





## Educational Strategic Partnership: FBI

Long standing relationship with the FBI, hosting yearly educational events. Emphasis on the integration of STEM related jobs outside of the traditional laboratory. 2015 program featured Weapons of Mass Destruction Special Agents and 2016 featured Cyber Security Special Agents across State lines.



# Thank You to Our Sponsors



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# Questions & Answers

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