

The logo for Rutgers iJOBS, featuring the word "RUTGERS" in red serif font and "iJOBS" in white sans-serif font on a black rectangular background.

RUTGERS
iJOBS



SPONSOR:



**NEW JERSEY BIO-PHARMACEUTICAL
NETWORKING GROUP (NJBPNG) &
RUTGERS UNIVERSITY iJOBS
NETWORKING EVENT**

September 11, 2018

AGENDA



- ƚ BPNG Approach to Networking: Anil H. Vaidya (NJ Co-lead) – 5 min
- ƚ iJobs: Janet Alder, PhD (Rutgers University) – 5 min
- ƚ BPNG Success Story: Wanette Vargas Riad, PhD (BGB Group) – 15 min
- ƚ Rutgers iJobs Success Story: Dharm Patel, PhD (Leo Pharma) – 15 min
- ƚ Questions and Answers – 5 Min
- ƚ 7:15 PM – 9:00 PM Networking

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RUTGERS
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The logo for the Bio Pharma Networking Group (BPNG), featuring the letters "BP" above "NG" in red, with "BIO PHARMA NETWORKING GROUP" in smaller black text above "NG". The letters are partially enclosed by a grey circular graphic element.

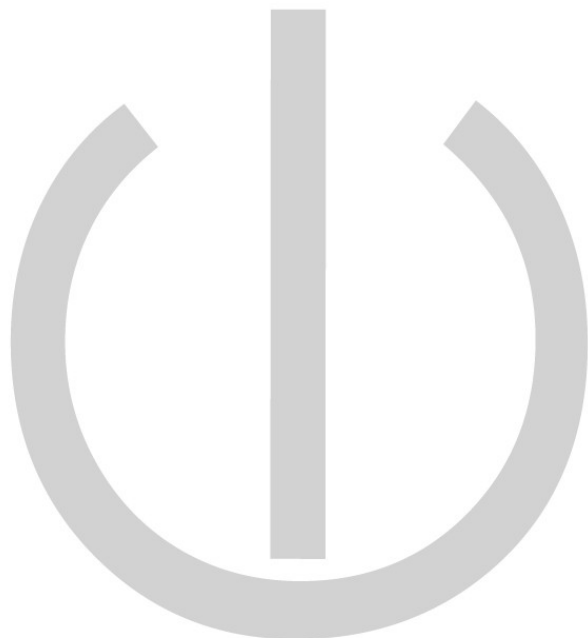
BP
BIO PHARMA NETWORKING GROUP
NG

**BIO-PHARMACEUTICAL
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.

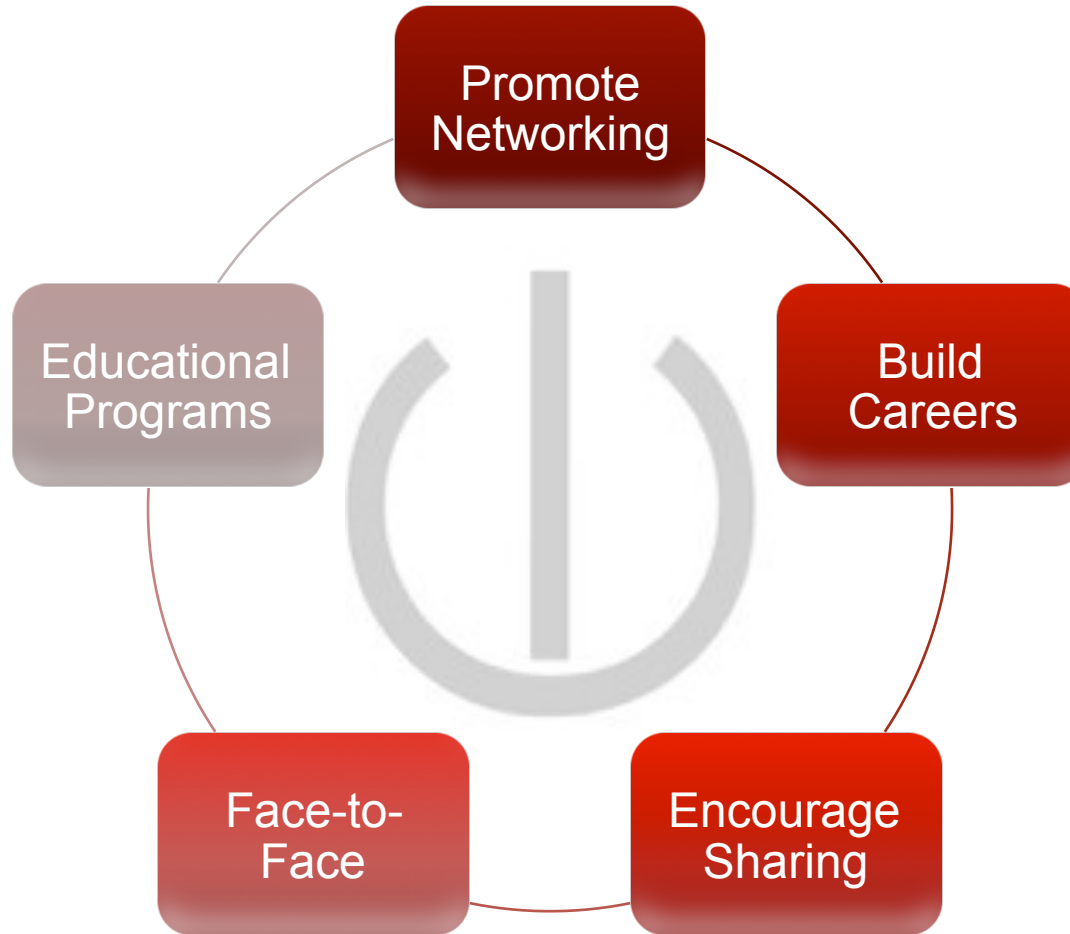


“We are all connected.”

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	4,598
PENNSYLVANIA ²	February 2013	2,656
NEW YORK	September 2013	2,342
MASSACHUSETTS	October 2015	1,785
NORTH CAROLINA	September 2017	693
MISSOURI - STL	Near Future	161

✔ Currently have over 12,000 members across 6 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

**SPONSOR AN EVENT
BECOME A SPEAKER
WWW.BPNG.ORG**



Tips for Tonight



- Ƴ 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?
- Ƴ Invest time in people, **build a connection to 5 people** tonight in a number of classifications
- Ƴ Optimal **group size is 4 people**, this allows for maximum impact
- Ƴ Be proactive with a formalized **follow-up process after tonight's event**
- Ƴ Get to know someone tonight then give them **your personal business card** before you leave and connect over email
- Ƴ 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

Wanette Vargas Riad, PhD

γ Obtained a PhD in Neuroscience
from the University of
Massachusetts Amherst

γ Transitioned to a position in
medical writing at BGB Group

Top 5 Relevant Skills Gained from PhD



Y Scientific Communication

- Proofreading, editing, content development
- Journal articles, grant proposals
- Microsoft office (e.g. Excel, PowerPoint, etc.)

Y Quickly learning new areas in science

Y Attention to detail

Y Teamwork

Y Perseverance



My Previous Job Experiences



Y Freelance neuroscience writer

- Connected with COO through LinkedIn
- Writing and editing neuroscience grant proposals, manuscripts, and other scientific materials

Y Contract regulatory and medical writer

- Connected with CEO through **BPNG**
- Formulating regulatory strategy for startups

Y Considered jobs in scientific communications

- Medical/Regulatory writer
- Scientific editor

Common 1st step... NETWORKING!

My Experience with BPNG



Started attending local networking groups

Attended BPNG meeting in NYC

- Met a variety of enthusiastic professionals
- Gained numerous connections
- Fueled my motivation

Instrumental in my job search and networking

- Made connections that landed me one of my first jobs and **my ideal position!**



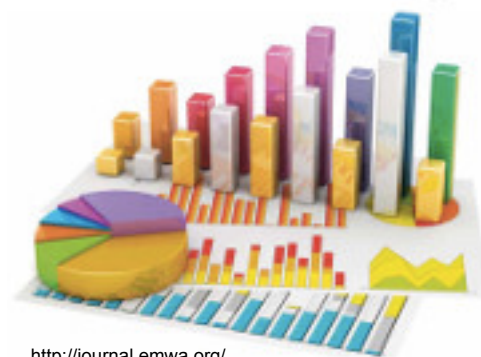
My Current Job



Current responsibilities of my role

- Deliver high-quality, scientifically accurate, strategically aligned medical content
- Understand the therapeutic and competitive landscape to provide feedback/recommendations
- Develop rapport with clients, demonstrating subject matter knowledge
- Conduct required research and evaluate and distill scientific information

Medical Writing



<http://journal.emwa.org/>

Summary: Landing my Ideal Position



YStep 1: Learn how to sell myself adequately

- Tailored resume and cover letter to each job position
- Updated online presence (LinkedIn)
- Created an elevator pitch

YStep 2: Networking!

- Made a connection at the BPNG meeting in NYC
- Connected with a medical writer from BGB Group
- Conducted an informational interview
- Received an internal referral for interviewing

YStep 3: Prepare and practice for interviewing

- Researched the agency/company



Key Take Home Messages

Y Importance of developing a positive professional image

- Written, online, and in person

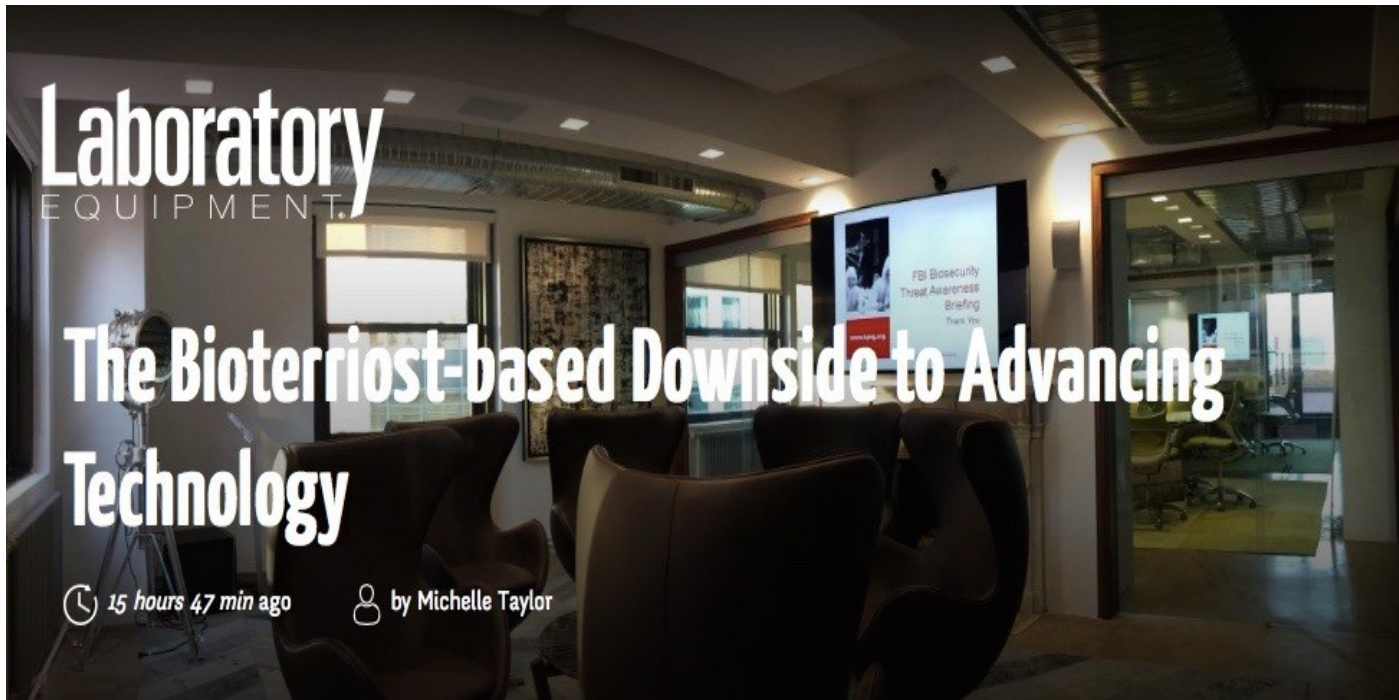
Y Take time to prepare and practice

- Networking events, interviews, etc.

Y Do not underestimate the power of **networking**



<https://www.geometrycode.com/sisyphus-golden-globes-polytopes-and-rhythmic-cycles/sisyphus-cartoon/>



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, 2016 featured Cyber Security Special Agents across State lines, and 2017 featured presentation on Scientific Espionage. Look our for posting of our 2018 presentation.

Thank You to Our Sponsors



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10/9/17





Questions & Answers

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