



## **iJOBS Workshop: Research Analyst case based session**

Thursday April 5, 2018

4:30-6pm

Deans Conference Room 123  
Robert Wood Johnson Medical School  
Piscataway



**Rachel Sy, PhD**

**Scientific Associate**

**Precept Medical Communications**

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Rachel E. Sy has a passion for medical and science communications. After receiving her PhD in Bioengineering from Georgia Institute of Technology, she branched into medical communications and has been working in the field ever since. Her first job in the field was writing market research reports at RA Capital, a biotech investment firm in Boston, MA. She currently works in promotional medical education at Precept Medical Communications in Warren, NJ.

Rachel explained how hedgefund companies make decisions about investing in biopharma based on economic calculations. There are the analysts who make tree diagrams of different drugs in a specific therapeutic space and consider all of the factors of how the Phase 2 trials are going. Then there are the science writers who turn that diagram into a story and then there are the financial investors who decide how much to invest in that company.

She suggested learning about clinical trials and reading clinical papers as well as understanding financial investments and how pharma companies operate financially. She did not think a postdoc or MBA are necessary but a PhD is!