GenScript
Make Research Easy

Introduction to GenScript

Explore, Innovate, Transform

Presenter： Elizabeth Bowlby, Talent Acquisition Partner

Date： March 28, 2024

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01 Company Overview

02 Commercial Roles

03 Q&A

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2022
20
ANNIVERSARY
GenScript
2002-2022

Our Culture

Our Vision

"Become the Most Trustworthy Biotech Company in the World"

Our Origin

Founded in 2002, in Piscataway, New Jersey, USA

Our Mission

"Make People and Nature Healthier Through Biotechnology"

Our People

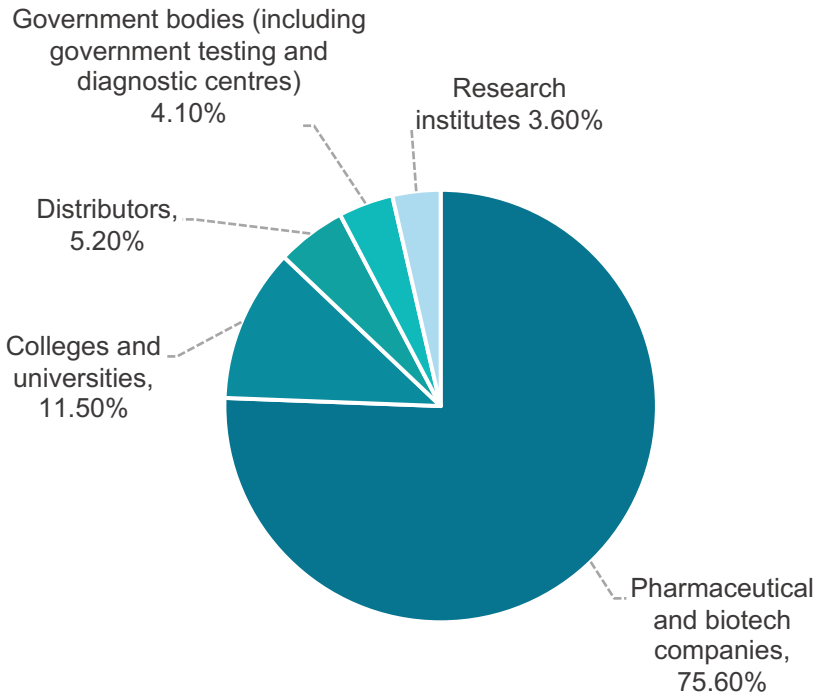
6,200+ employees globally

GenScript's Story

- Established in 2002, GenScript is a leading biotech company empowering scientists **in over 100 countries.**

GenScript Life Science Capabilities

Diversified Client Portfolio



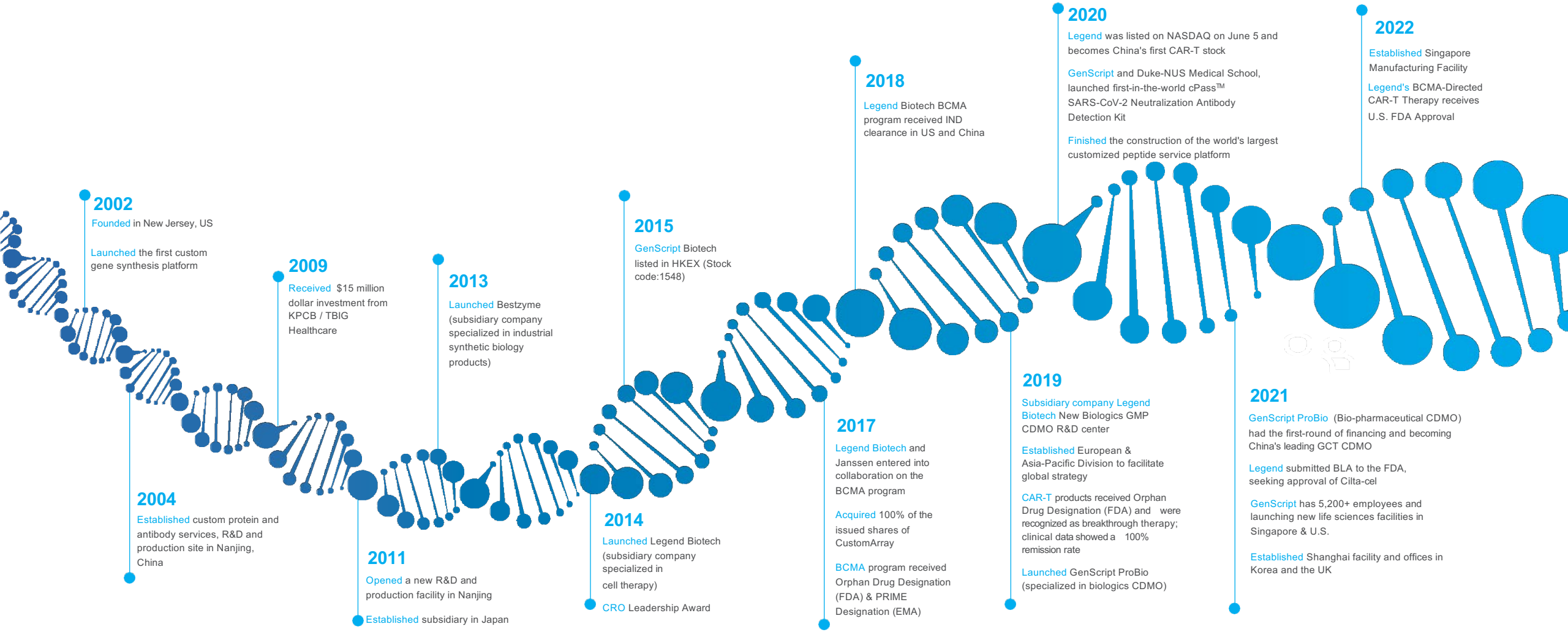
Proportion of Client Types[1]

1、Date As of Dec 31th, 2020

Core Values

Genscript Genes: Customer First, Innovation, Pursuit of Excellence, Collaboration, Integrity, Introspection, Dare to Win, Persistence

History & Milestones of GenScript Group



2002
Founded in New Jersey, US

Launched the first custom gene synthesis platform

2004
Established custom protein and antibody services, R&D and production site in Nanjing, China

2009
Received $15 million dollar investment from KPCB / TBIG Healthcare

2011
Opened a new R&D and production facility in Nanjing

Established subsidiary in Japan

2013
Launched Bestzyme (subsidiary company specialized in industrial synthetic biology products)

2014
Launched Legend Biotech (subsidiary company specialized in cell therapy)

CRO Leadership Award

2015
GenScript Biotech listed in HKEX (Stock code:1548)

2017
Legend Biotech and Janssen entered into collaboration on the BCMA program

Acquired 100% of the issued shares of CustomArray

BCMA program received Orphan Drug Designation (FDA) & PRIME Designation (EMA)

2018
Legend Biotech BCMA program received IND clearance in US and China

2019
Subsidiary company Legend Biotech New Biologics GMP CDMO R&D center

Established European & Asia-Pacific Division to facilitate global strategy

CAR-T products received Orphan Drug Designation (FDA) and were recognized as breakthrough therapy; clinical data showed a 100% remission rate

Launched GenScript ProBio (specialized in biologics CDMO)

2020
Legend was listed on NASDAQ on June 5 and becomes China's first CAR-T stock

GenScript and Duke-NUS Medical School, launched first-in-the-world cPass™ SARS-CoV-2 Neutralization Antibody Detection Kit

Finished the construction of the world's largest customized peptide service platform

2021
GenScript ProBio (Bio-pharmaceutical CDMO) had the first-round of financing and becoming China's leading GCT CDMO

Legend submitted BLA to the FDA, seeking approval of Cilta-cel

GenScript has 5,200+ employees and launching new life sciences facilities in Singapore & U.S.

Established Shanghai facility and offices in Korea and the UK

2022
Established Singapore Manufacturing Facility

Legend's BCMA-Directed CAR-T Therapy receives U.S. FDA Approval

Global Footprint*

- Global Presence

  US, Europe, APAC

- Services

  100+ countries and regions

  200,000+ customers

- 210+ granted patents

  800+ patent applications

US

Europe

APAC

Facilities Regional offices

*As of Dec 31, 2022

Talents — Foundation for Long-Term Growth

Robust Talent Pool and R&D Team*

> 6,000

Global employees

> 800

R&D employees

100%

Employee training coverage

Diversified Talent Team*

~ 20

Employees are from around 20 countries worldwide

Balanced Workforce*

57%

Percentage of female employees

As of December 30, 2022

GenScript has been recognized as a BioSpace 2023 Best Place to Work

PROUD WINNER
THANK YOU FOR YOUR SUPPORT

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Why Begin Your Career At GenScript?

Systematic trainings make learning easy and fun!

Working for an Industry Leader to learn the cutting edge technology and science

Global presence helps you develop global vision

Highly skilled workforce with unlimited networking opportunities

Career Development at GenScript

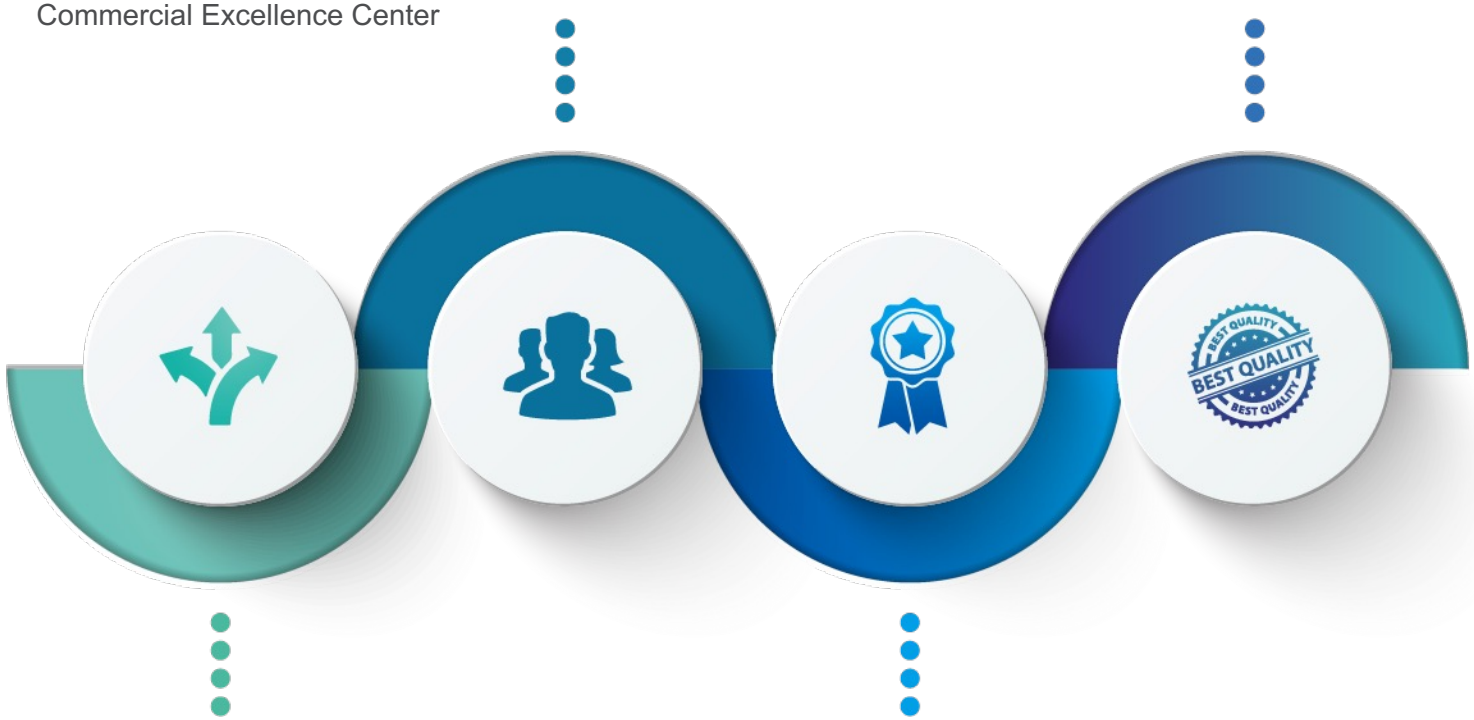
Learning opportunities along the way

Training courses from Upenn's Wharton Business School

GenScript University

Commercial Excellence Center

Competitive Benefits and Compensation Package



GenScript Grows when our People Grow

Various research and professional opportunities available for our team members to advance their career

Clear Promotion Tracks

Professional track and managerial track for career advancement

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Sales Account Manager (SAM)

Presenter： Ningning Shao, Sales Account Manager

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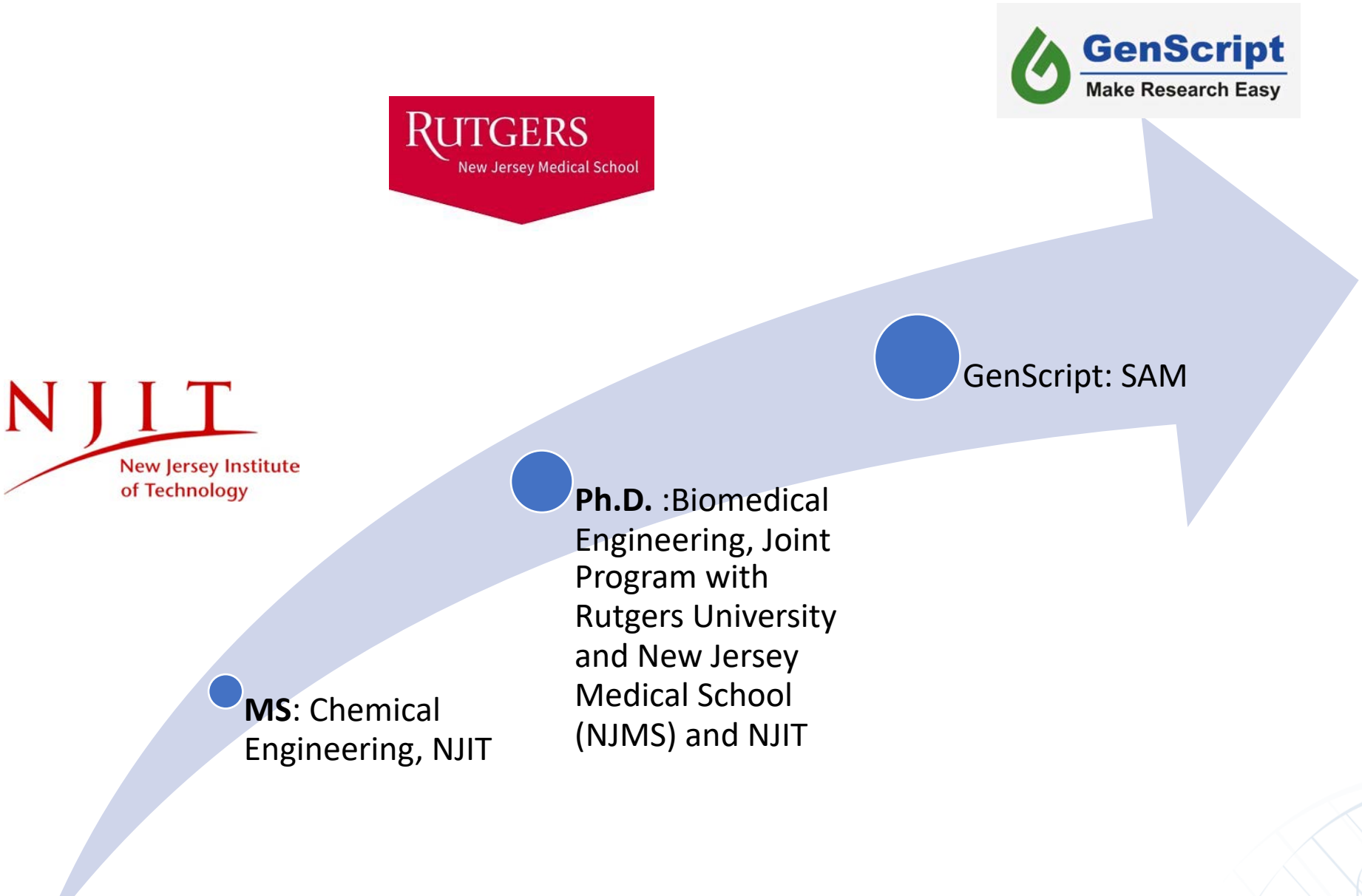
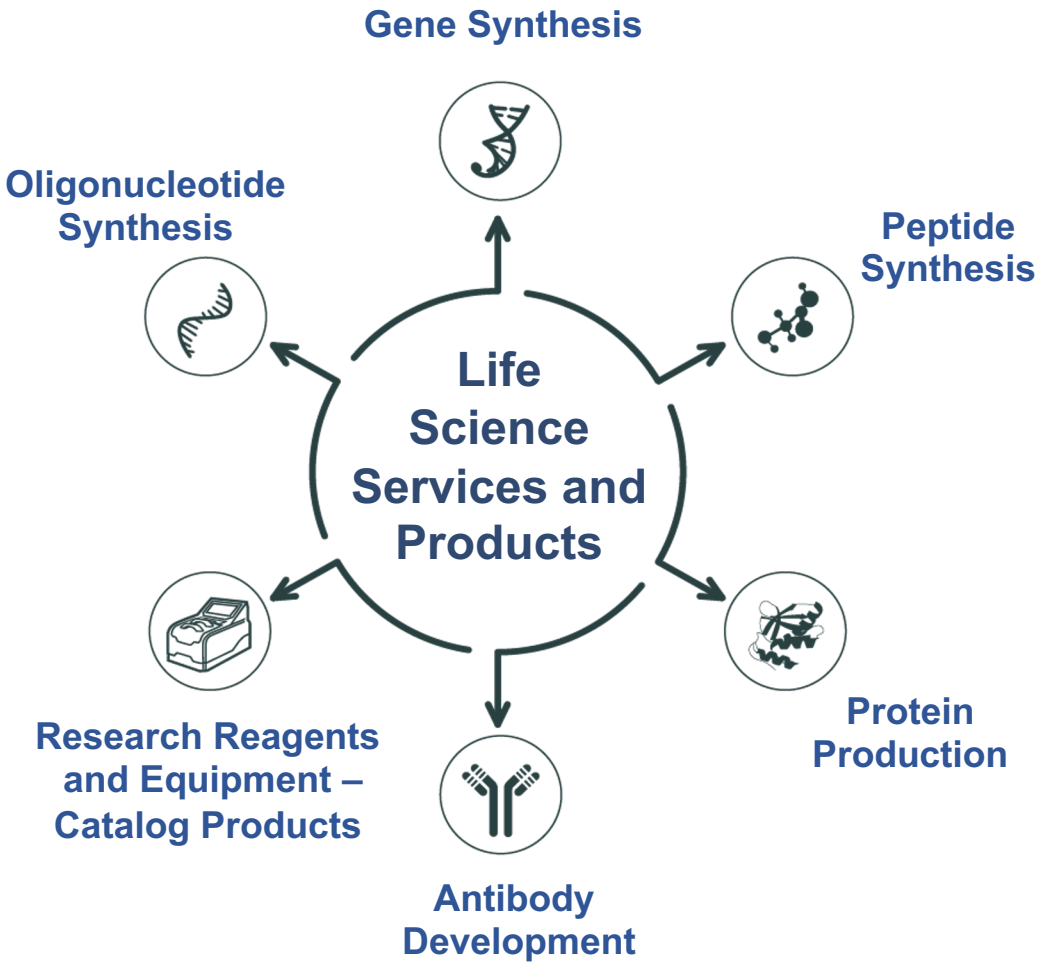
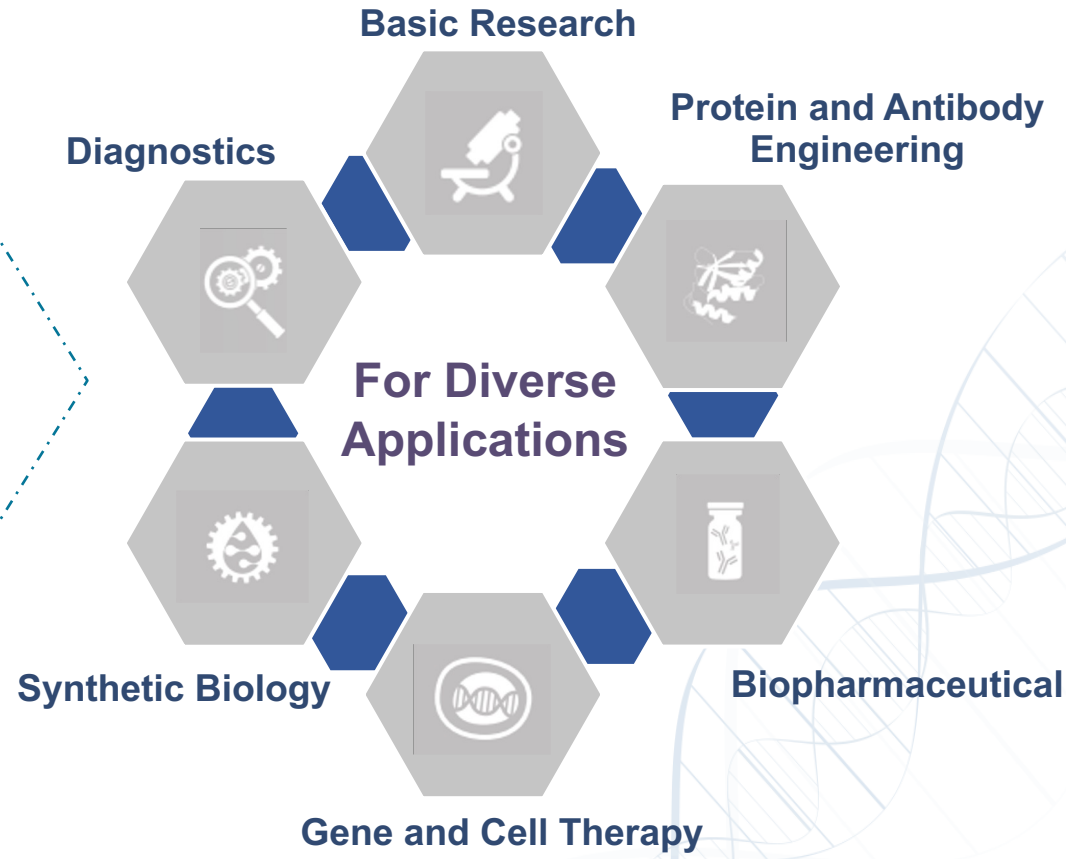
My personal journey from Rutgers to GenScript

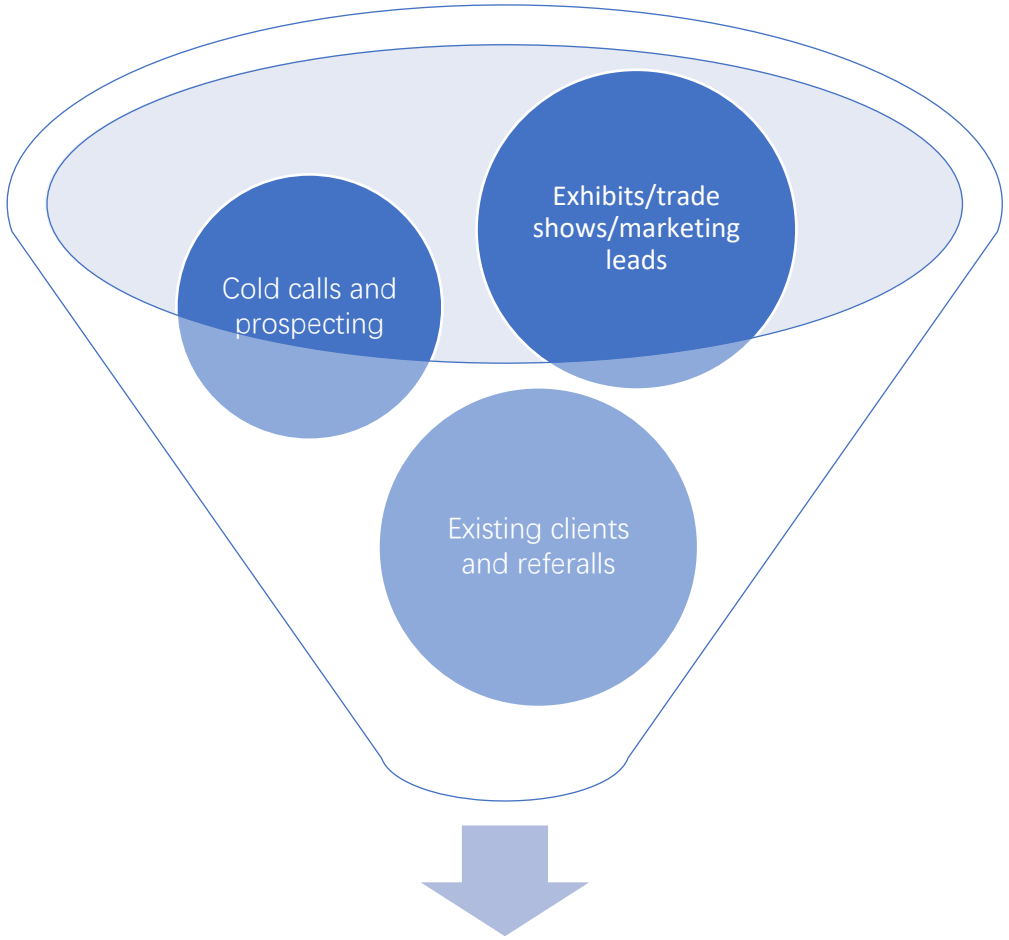


What we sell? -GenScript Life Science Services & Products

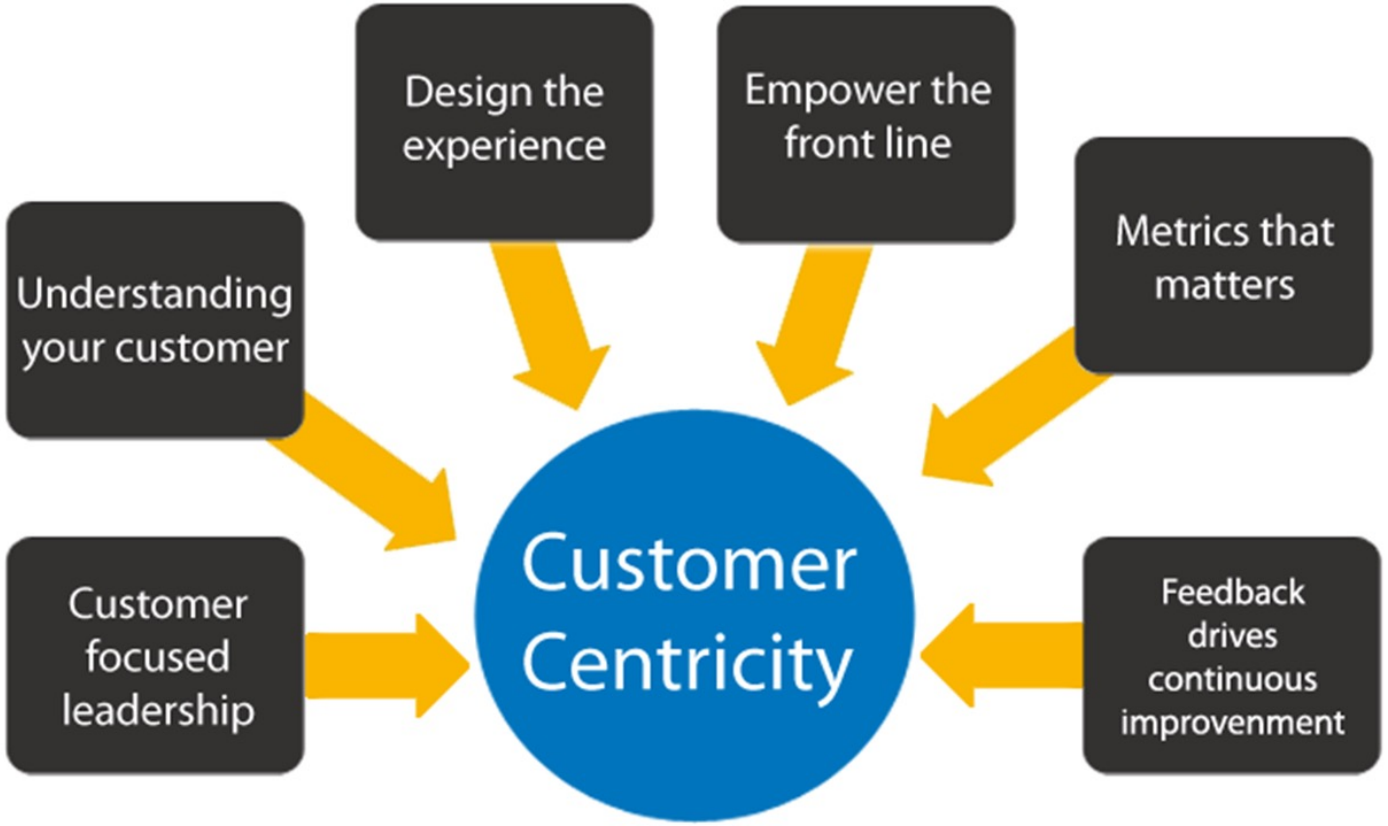




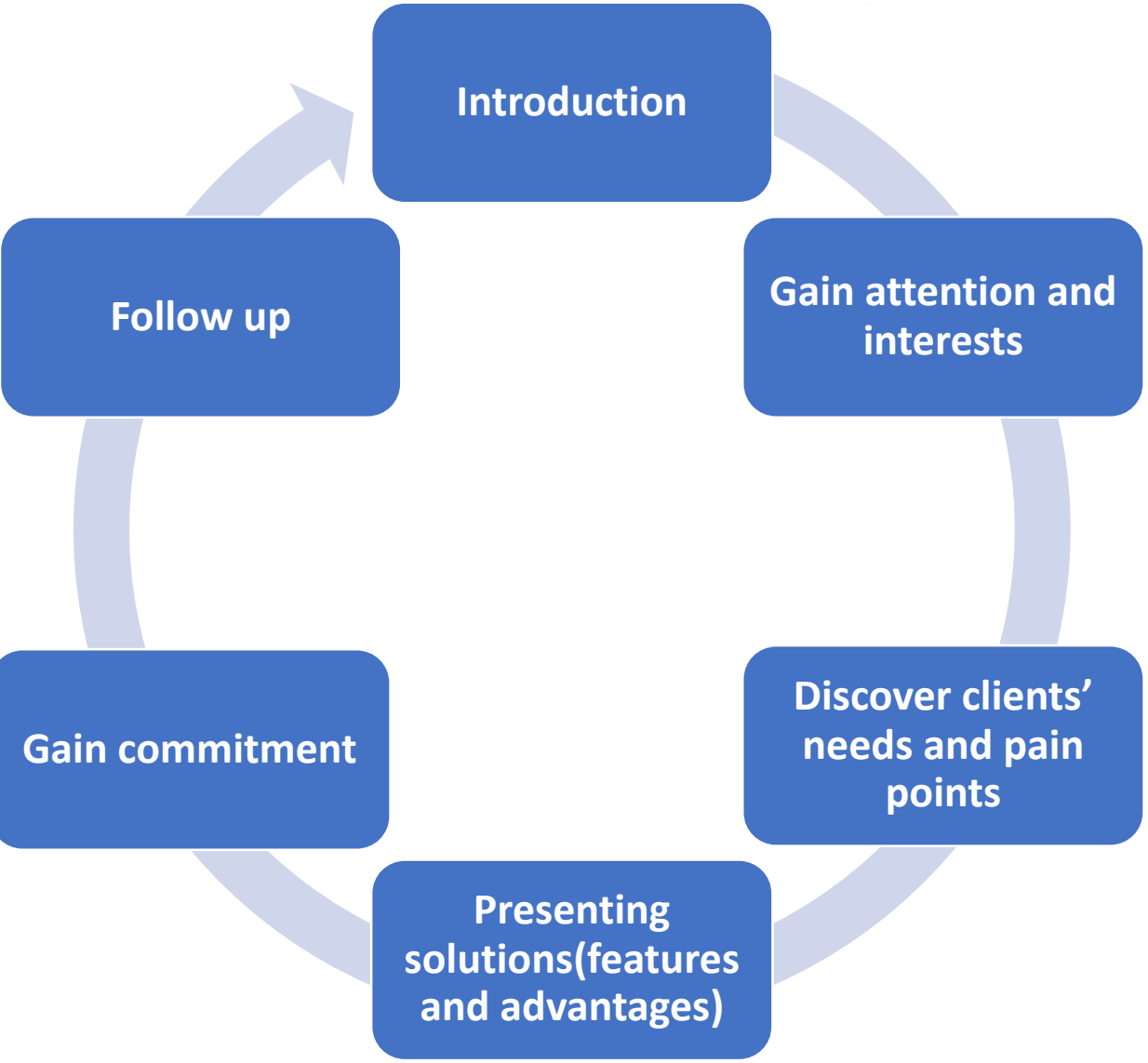
What SAMs do?



Follow-up and culturing leads/opportunities



About Sales Process



Engaging:
Make the first positive impression with limited time
- ✓ What do I want to accomplish?
- ✓ Introduction
- ✓ Purpose (Value Statement)
- ✓ Have a reason to be in front of the customer
- ✓ Make the reason beneficial to the customer

Questions with purposes:
- ✓ Open Probes
- ✓ Gather information
- ✓ Uncover problems
- ✓ Understand requirements
- ✓ Direct the discussion
- ✓ Focus on a topic

Matching products to needs :
- ✓ Understand the science
- ✓ Buzz / Key words
- ✓ Application

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Marketing

Presenter： Elaine Lou, Global Product Manager

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Career path

Ph.D. in Pharmacology
May 2019

RUTGERS BIOMEDICAL AND HEALTH SCIENCES

Postdoc
Jun 2019-Jan 2020

RUTGERS BIOMEDICAL AND HEALTH SCIENCES

Technical Account Manager
Jul 2020-Dec 2022

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Global product Manager
Jan 2023- Present

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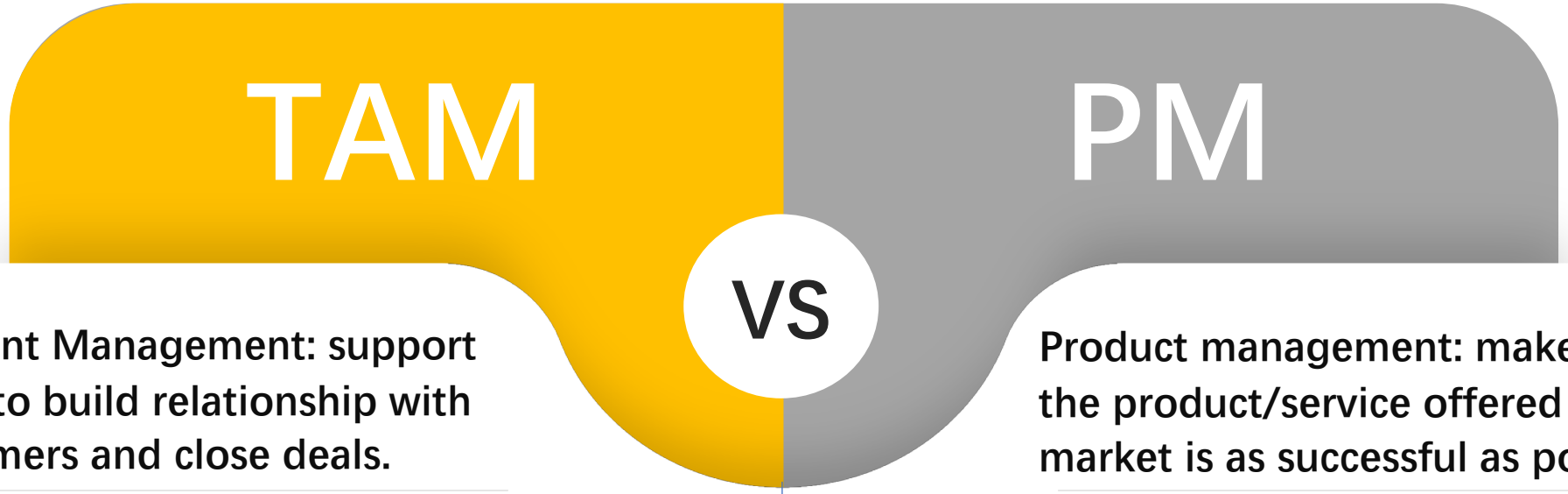
Next Role?

Careel Goal

Daily Responsibilities



Account Management: support Sales to build relationship with customers and close deals.

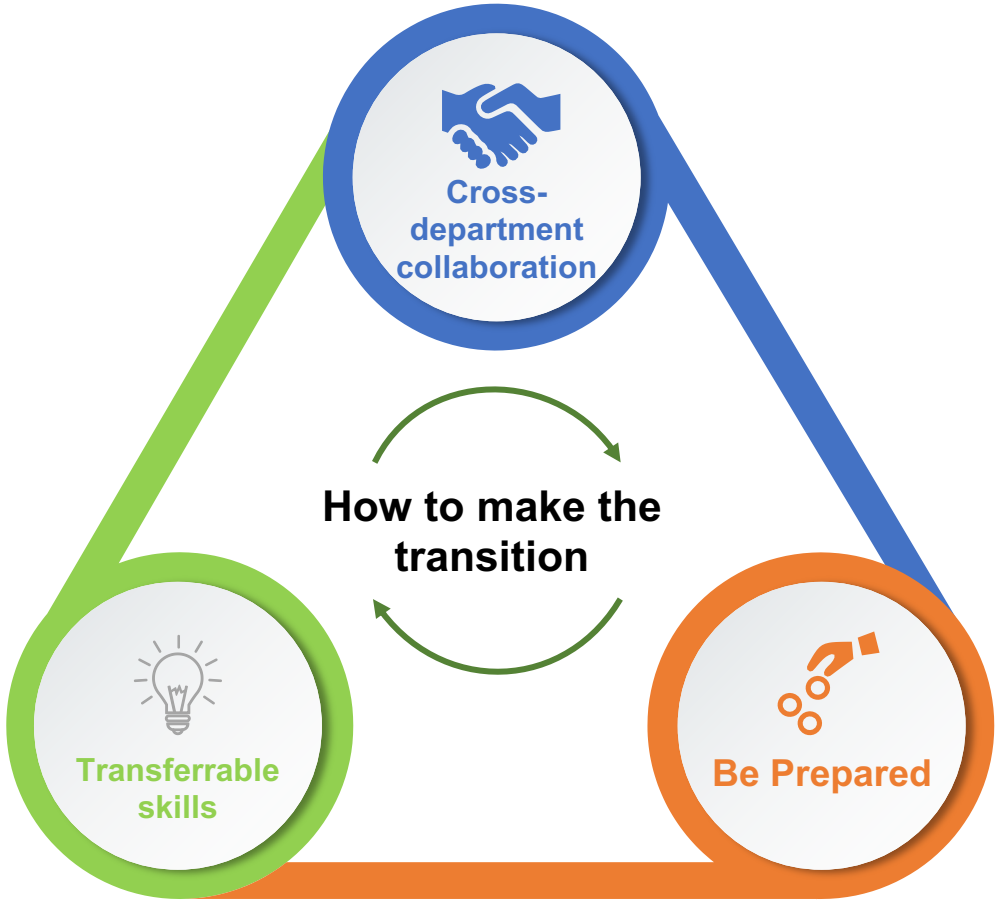
- Analyze customer's request
- Provide technical and product advice to customers inquiry
- Handle quote and order process
- Provide update on customer's projects
- Resolve customer's trouble shooting and complains with the service.

Product management: make sure the product/service offered to the market is as successful as possible.

- Understand customer's pain point, define product requirements.
- Develop product roadmaps, and New Product Initiatives.
- Promotional campaigns and materials for new product lines.
- Monitor financial performance and make adjustments as necessary to achieve financial goal.
- Deep understanding of the competitive landscape and market dynamics.

How to Make the Transition

Support cross-department activities to show your teamwork skills and potential.



Build transferrable skills to ensure success in the new position.

Learn the knowledge for the new position to show your motivation.

My Role Within the Company Structure

Position: Global Product Manager

Key Responsibilities:

- Product Strategy and Vision
- Roadmap Development and Prioritization
- Cross-functional Leadership and Collaboration

Interactions:

- Commercial Team
- Production Team
- Other Key Partners/Stakeholders, such as Finance, Legal, BD etc.

Impacts:

- Product Success and Market Fit
- Innovation and Competitive Advantages
- Steady and Robust Growth

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Technical Account Manager (TAM)

Presenter： Jessica Chotiner, Sr. Technical Account Manager, RSBU Northeast

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My PhD experience 2017-2022

- University of Pennsylvania- School of Medicine
- Lab of Jeremy Wang
- Reproductive biology and meiosis lab

MODELING INFERTILITY: SINGLE GENE MUTATIONS AND CONSEQUENCES FOR GERM CELL DEVELOPMENT

Jessica Y. Chotiner

A DISSERTATION

in

Cell and Molecular Biology

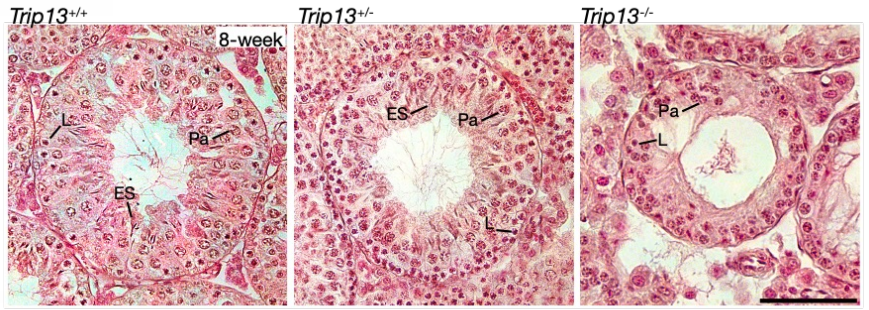
Presented to the Faculties of the University of Pennsylvania

in

Partial Fulfillment of the Requirements for the

Degree of Doctor of Philosophy

2022



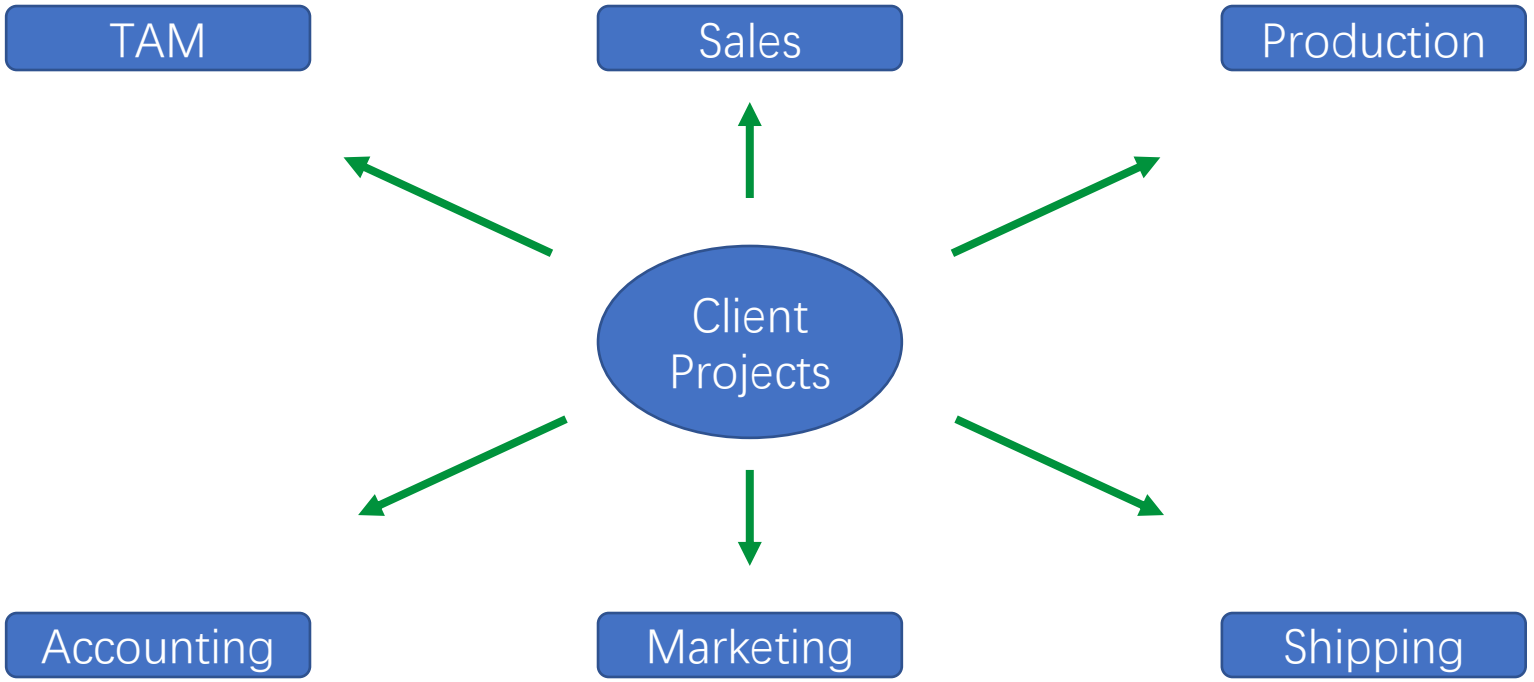
Transition to GenScript

- Wanted to get away from the bench but stay in science
- Interviewed for a ~variety~ of jobs
- Took 4 months off

Actual image me looking for a job

Role of Technical Account Manager

- Technical/scientific side of the sales team



Advice for finding an industry role

- Do as many informational interviews as you can!
  - Alumni
  - LinkedIn mutual connections
- Do be creative in how sell the skills you acquired in your PhD
  - Writing, presentation skills, problem solving, mentorship
- Don’t focus too much on finding the “perfect” job
  - Leaving academia can already be difficult
  - The job you take likely won’t be your job forever

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Technical Account Manager (TAM)

Presenter： Nancy Gong, Sr. Technical Account Manager, Key Accounts Group

Cornell University
BS Food Science

Rutgers University
PhD Food Science
2017-2024

Yearly Intern
LCMS-small molecules
2022-2023

Summer Intern
Protein Engineering
2023 summer

Tech Account Manager
Molecular Biology
2023 October

Responsibilities as a TAM

- Design cloning strategies of plasmid for the customers
- Generate quotes for the customers
- Communicate with the customers, sales, and the production team
- Learning new service lines: mRNAs, CRISPR, Antibody

Job Hunting Tips

- Internships are good, but not necessary

  -- Return offers are optimal; If not, it helps you expand your network

- Tailor your LinkedIn profile

  -- My hiring manager DM me on LinkedIn

- Expand your network

  -- iJOBS, friends, forum, etc.

- Manage your stress

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Commercial Excellence Center (CEC)

Presenter： Ying Zhang, Manager of Commerical Training Consultant Team

My Career Path from Rutgers to GenScript

Work Experience

2019.01	2020.10	2022.11
Postdoctoral Researcher at Rutgers	Technical Account Manager	Scientific Advisor
		Manager of the training team

Individual contributor

Manager

Transition

- Developed leadership skills
- Overcame challenges
- Achieved successes
- Personal and professional growth

- ✓ Transitioning from academic research to industry relevance.
- ✓ Lessons from the journey: How academic skills translate to industry success.
- ✓ Practical advice for PhDs looking to make their mark in the corporate world.

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Training Team: Establish and Operate Effective Training Systems

Train to Grow!

Grow Business by Growing People

	Mindset	Planning	Implementation
CEC	A strategic partner Cultivate growth mindset	Establish training system Develop training platforms	Training Operation Monitor training on business growth
Commercial team	Learning =working Embrace changes	Be CEC's customer/partner Trainer/Training content	**Leadership buy-in from top down** **Maximize manager's drive**
MKT		Integrate Service training	
HR	Advocate Build a learning culture	Efficient training/ learning platforms	Brand Incentive systems

We need you!

- **Accountability:**
  - ✓ Never leave the open end unattended for more than 1 business day
  - ✓ Be precise and accurate about what we can and what we cannot
- **Innovation:**
  - ✓ Be dynamic, explore the potential customers
  - ✓ Identify the pain points and propose solutions
- **Teamwork:**
  - ✓ Closely working with TAM, SAM and PM in the team
  - ✓ Convey the feedbacks from clients to the Marketing department.
- **Customer First:**
  - ✓ Listen, collect feedback and improve
  - ✓ Understand and predict the needs of customers
  - ✓ Meet or surpass the expectations of customers

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Scan for GenScript's Current Job List!

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Connect With Us!

Elizabeth Bowlby, Talent Acquisition Partner

- Linked-In: https://www.linkedin.com/in/elizabeth-bowlby-52662195/

Elaine Lou, Global Product Manager

- Linked-In: https://www.linkedin.com/in/lipinglou/

Nancy Gong, Technical Account Manager

- Linked-In: https://www.linkedin.com/in/yongjia-g-b649a01b7/

Ningning Shao, Sales Account Manager

- Linked-In: https://www.linkedin.com/in/ningning-shao-20a6b6126/

Jessica Chotiner, Technical Account Manager

- Linked-In: https://www.linkedin.com/in/jessica-chotiner-phd-8a6545b8/

Ying Zhang, Manager of Commercial Training

- Linked-In: https://www.linkedin.com/in/yingzhang0609/

Lab Tours Given By

CONTENTS

01 Joy Ghosh- https://www.linkedin.com/in/joy-ghosh-ph-d-40373b7/

02 James Kuo- https://www.linkedin.com/in/james-kuo-541b0112/

03 Wei Qi- https://www.linkedin.com/in/wei-qi-1719b02b5/

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