Erik Lavington - Career Path

Equity Research Associate, Mizuho
https://www.linkedin.com/in/erik-lavington-9843485b/
enlaving@hotmail.com

Chef

- ☐ Associate's Degree in Culinary Arts
- ☐ 5 years working in Nebraska
- ☐ 5 years working Hudson Valley, NY

Undergraduate Academics

- ☐ B.S Biology/Genetics Univ Kansas
- ☐ 3 Semester UGTA Genetics Lecture
- ☐ 6 Semesters UGTA Intro Bio Labs
- ☐ 3 years UG research asst.
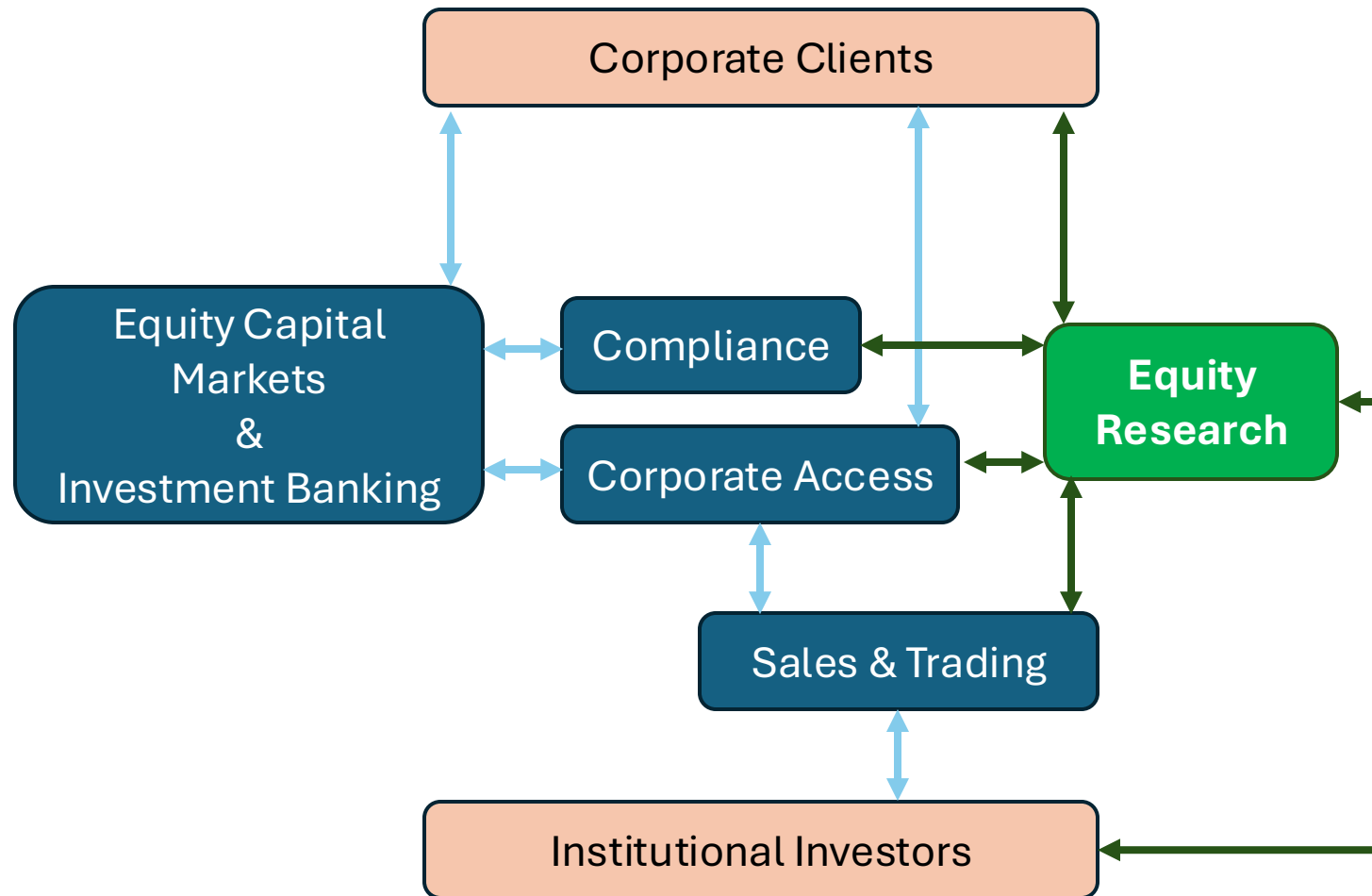
Graduate Academics

- ☐ PhD in Genetics, Stony Brook NY
- ☐ 6 Semesters GTA in intro biolabs and lectures
- ☐ PhD research leading to 6 peer-reviewed articles
- ☐ Post-doc research leading to 6 peer-reviewed articles

Wall Street

- ☐ ~3.5 years at Mizuho
- ☐ Primary on 7 of 20 covered stocks
- ☐ FINRA registered Research Analyst

Current Role – Equity Research Associate

Advice

- Reach out and talk to people
    - Be respectful of time
    - Be clear about what you are trying to learn
    - Talk to a lot of people – get a consensus view

Anna Damato
Assistant Portfolio Manager, Research Analyst
Kennedy Capital Management
adamato@kennedycapital.com

Career Path

- BA Neuroscience College of Wooster, 2016
  - Summer science internships including Rutgers Neuro SURP
  - School year research in C. elegans behavior, senior thesis

- Gap year: taught English in French classrooms grades 6-12

- PhD Neuroscience Washington U in St. Louis, 2022
  - Dr. Erik Herzog, Interplay of circadian rhythm and chemotherapy in GBM
  - Participation/leadership role in consulting club
  - Entrepreneurship citation
  - Internship with current company, Kennedy Capital Management

- Applied for management consulting roles, ended up at KCM

Current Role / Day in the Life

- Public equities (stock) research analyst in healthcare

- Primary focus is stock selection based on preclinical, clinical, and real-world data from medications, medical devices, diagnostics.

- The goal is to invest client $ in the best ideas: the stocks we believe will increase in value over time.

- Day-to-day is governed by news flow: newly announced data or revenue/profits is top priority. On slow days, I can research anything in any disease area, have calls with docs or C-suite, build financial models.

- I also run an internship program for PhD/post-doc and MD students.

Advice to prep for a job like this

- Follow market news: NPR Marketplace, WSJ, BioPharmCatalyst newsletter.

- Create a shadow portfolio of your own. No need to invest! Just pick your favorites, do your own research, and see if your pretend portfolio wins over time.

- Find internships, conduct informational interviews, network.

- Some people I talk to have independently sought out coursework through Wall Street Prep or self-study for CFA or FINRA exams, though I did not do this.

If you'd like to connect: https://www.linkedin.com/in/anna-damato/

Charles Zhu, PhD – Career Path

Senior Biotech Analyst, LifeSci Capital
https://www.linkedin.com/in/zhucharles/
cyz3@cornell.edu

- 2011 – 2016: PhD in Biomedical Engineering, Rutgers University

- 2016 – 2018: Biopharma Market Access & Drug Pricing Consultant

- 2018 – 2021: Biotech Equity Research Associate, Guggenheim

- 2021 – 2023: Senior Biotech Analyst, Guggenheim

- 2024 – Present: Senior Biotech Analyst, LifeSci Capital

Daily Job Activities & Responsibilities

- As a Senior Biotech Analyst:
  - Analyze biotechnology companies & stocks for potential investment
  - Relationship management with key decision-makers (e.g., investors, corporate management teams, etc.,)
  - Step in and conduct Associate duties & responsibilities as needed

- As a Biotech Equity Research Associate:
  - Support the Senior Analyst's efforts and research franchise
  - Analyze clinical and preclinical data on drugs and mechanisms-of-action
  - Drafting research reports and notes for publication
  - Financial modeling, usually in Microsoft Excel

Advice for Grad Students and Post-Docs

- Becoming a Biotech Equity Research Associate:
  - Have a strong reason why you want to do equity research – not just to impress your interviewer, but also for yourself
  - Networking is crucial: every time I've put out an Associate job listing, I've received hundreds of resumes, and over half of my applicants have had an advanced degree (e.g., PhD, MD, MBA, etc.)
  - You can contact Senior Analysts directly – each of us ticks in a different way, but if you reach out to me asking for advice and with a decent stock pitch, I'm much more likely to respond and offer a zoom
  - Select your Senior Analyst before selecting your firm – the Associate / Analyst relationship is very similar to the postdoc / PI relationship

Charles Song, VP HongShan Capital Group
https://www.linkedin.com/in/charlessong90/
charles.song.90@gmail.com

Career Path: From Academia to Biotech Investment

- In-school Activities at Rutgers:
  - iJOBS program;
  - Tech Transfer Intern;
  - Consulting Club

- Industry Jobs:
  - Flywheel Partners (Marketing/Consulting)
  - Leerink Partners (Equity Research, public market)
  - Sherpa (VC, private market)
  - Hongshan (VC/PE, private market)

Current Role & Daily Responsibilities

- **Main Role**:
  - Sourcing and evaluating high-potential biotech startups.
  - Leading due diligence on scientific innovation and market potential.
  - Portfolio company management + Post-investment support

- **Regular Activities**:
  - Talk with entrepreneurs
  - Research on certain therapeutic areas/technologies/products
  - Collaborating with cross-functional teams (legal, finance).

Some Tips

- Follow major trends in biopharma
- Follow job postings on websites (LinkedIn, DOC Jobs etc.)
- Make friends with similar interests/drives
- Consciously build the soft skills
- Be diligent and reliable