Jobs and career paths in Life Sciences

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Moving Careers & Companies Forward in Life Sciences

This session will help you to:

- Get an overview of the Life Sciences sector in the Netherlands, in the context of Europe

- Learn which type of jobs are out there and what they entail

- Get a headstart on your career orientation

My background

Study
Bsc. Amsterdam University College
Major in Biochemistry

Msc University of Oxford
Major in Pharmacology

Academia
Medical Sciences Teaching Associate –University of Oxford
Researcher – Amsterdam UMC
Pharmacology and internal medicine lecturer – Amsterdam UMC
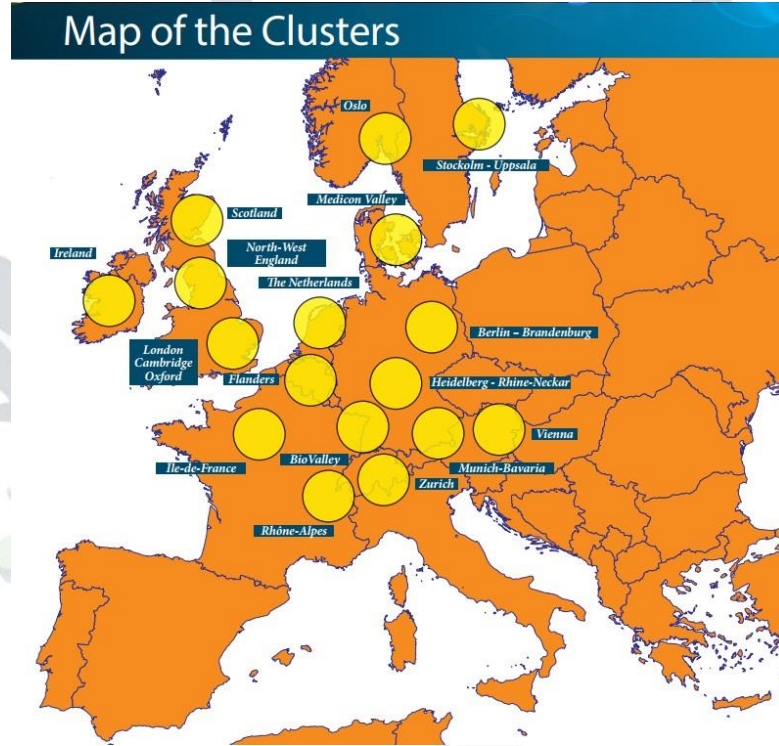Policy officer, project leader, bsc thesis coordinator – Amsterdam UMC

Industry
Research Associate – Pepscan Therapeutics

Programme Manager Education – Hyphen Projects

Overview of the Life Sciences sector

European landscape

Map of the Clusters

Source: The leading life sciences clusters in Europe Sept. 2015– ScienceBusiness study Sanofi

Amount of Life Sciences companies in NL?

50?
300?
700?
1000?
3500?
8000?

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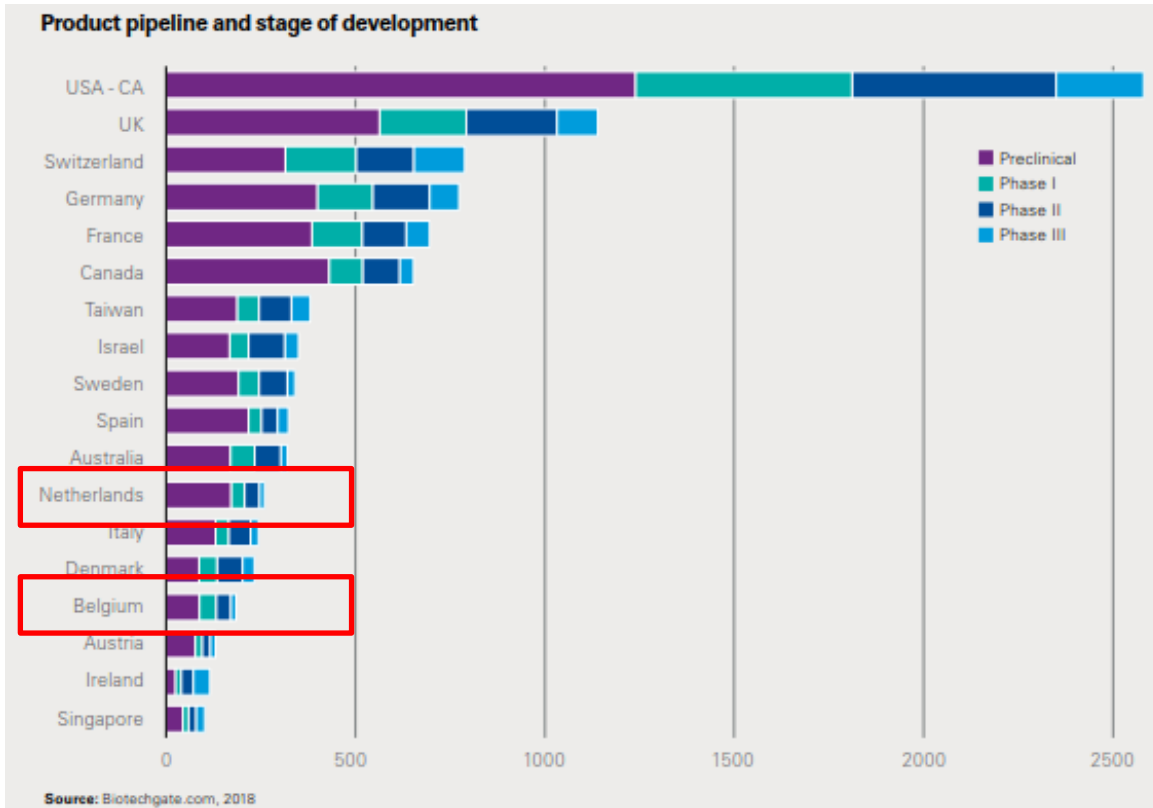
50?
300?
700?
1000?
3500?
8000?

European landscape

Number of companies in the Life Sciences industry

Country	Biotechnology	Biotech – therapeutics	Medtech	Pharmaceutical
Austria	119	44	23	18
Belgium	260	47	60	40
Denmark	171	68	93	12
Finland	83	21	41	6
France	802	180	182	85
Germany	1,073	178	531	102
Ireland	119	28	59	49
Italy	437	58	97	83
Netherlands	459	112	114	41

European landscape

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Product pipeline and stage of development

Source: Biotechgate.com, 2018

How many people work in Life Sciences in the Netherlands?

10,000?
25,000?
60,000?
100,000?
150,000?
200,000?

How many people work in Life Sciences in the Netherlands?

10,000?
30,000?
60,000?
100,000?
150,000?
200,000?

European landscape - employees

Number of employees in the LS industry

Country	Biotechnology	MedTech	Pharma	Total
Belgium	15,000	5,000	40,000	60,000
France	11,000	40,000	95,000	146,000
Germany	37,000	100,000	110,000	247'000
Ireland	6,000	9,000	12,000	27,000
Netherlands	8,000	9,500	9,000	26,500
Switzerland	20,000	45,000	40,000	105,000
United Kingdom	30,000	71,000	73,000	174,000

Source: Estimated by Venture Valuation, 2016

Main activities of life science companies

Country	R&D (% of all)	Manufacturing (% of all)	Research on contract basis (% of all)
Austria	91 (54%)	49 (29%)	16 (10%)
Belgium	170 (32%)	308 (59%)	41 (8%)
Denmark	125 (45%)	100 (36%)	28 (10%)
Finland	55 (42%)	55 (42%)	21 (16%)
France	523 (47%)	479 (43%)	149 (13%)
Germany	696 (37%)	995 (53%)	178 (9%)
Ireland	72 (54%)	68 (51%)	6 (5%)
Israel	476 (45%)	485 (45%)	24 (2%)
Italy	365 (48%)	418 (54%)	39 (5%)
Netherlands	273 (42%)	254 (39%)	71 (11%)
Norway	85 (45%)	67 (36%)	7 (4%)
Spain	329 (51%)	269 (42%)	43 (7%)
Sweden	388 (45%)	411 (48%)	68 (8%)
Switzerland	323 (45%)	327 (45%)	55 (8%)
United Kingdom	652 (40%)	561 (35%)	196 (12%)
Bay Area	448 (76%)	211 (36%)	22 (4%)

Source: www.biotechgate.com, 2016

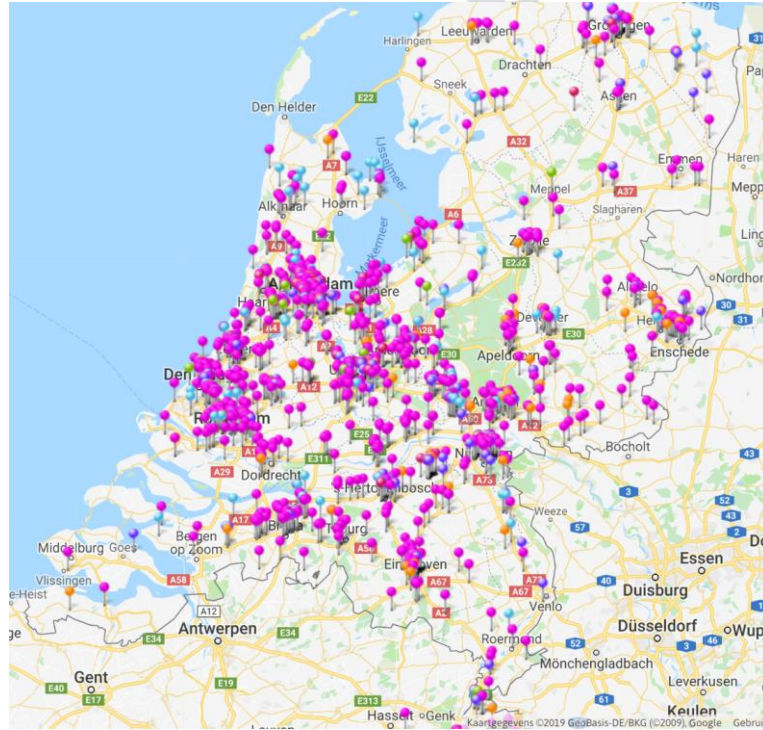# Dutch Life Sciences landscape – Science parks

Dutch Life Sciences landscape – Companies

Overview map

Amount of companies per subsector?

Number of Companies in the Dutch Life Science Database

Sector
Biotechnology - Therapeutics and Diagnostics
Biotechnology / R&D Services
Biotechnology - other
Pharma
Medical Technology
Investor
Professional Services and Consulting
Public / Non-Profit Organizations / Medical Facil
Supplier & Engineering
Media
HealthTech
Total

Number of Companies in the Dutch Life Science Database

Sector	
Biotechnology - Therapeutics and Diagnostics	117
Biotechnology / R&D Services	223
Biotechnology - other	129
Pharma	42
Medical Technology	123
Investor	61
Professional Services and Consulting	260
Public / Non-Profit Organizations / Medical Facil	188
Supplier & Engineering	613
Media	3
HealthTech	44
Total	**1803**

How many people generally work in a Life Sciences company?

1-10?
11-50?
100-300?
300-1000?
1000+?

Amount of people per company
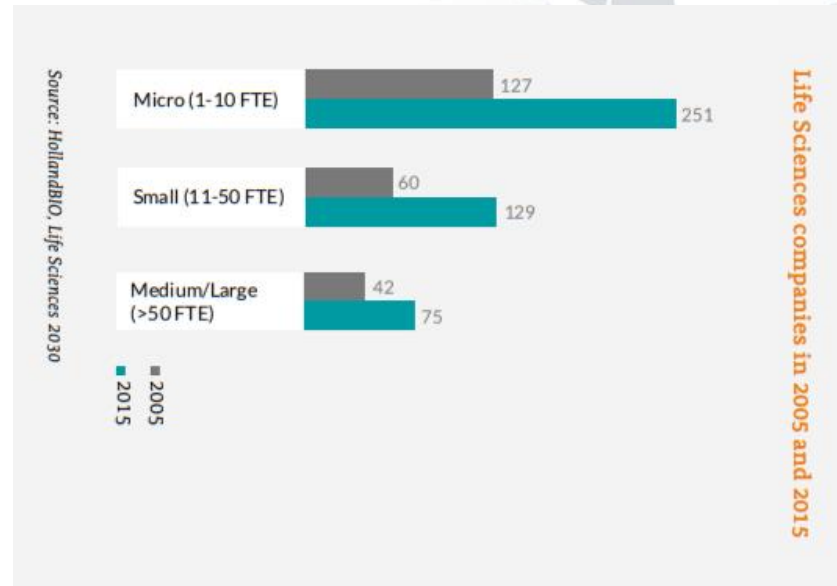
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Examples of large companies

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Some other larger companies in the Netherlands

- Bilthoven Biologicals
- Byondis
- Acerta Pharma (part of Astrazeneca)
- Mercachem
- Unitron
- Merus

- Agendia
- GenDx
- AIMM Therapeutics
- Dr Reddy's
- Teva Pharmaceuticals
- Uniqure
- ProQR
- Charles Rivers

Types of jobs in Life Sciences
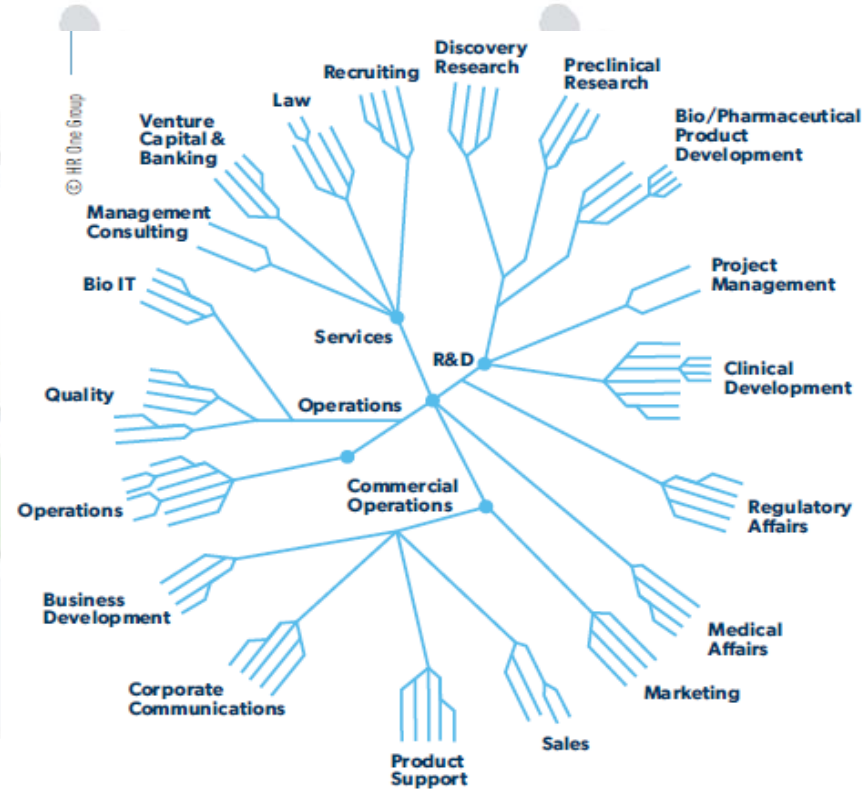
Source: HR One Group

Technical roles

- ➢ Research & Development (R&D)
- ➢ Process/Product Development
- ➢ Quality Control (QC) & Quality Assurance (QA)
- ➢ Application scientist

Commerce & sales

➢ Sales

➢ Business Development

➢ Venture capital
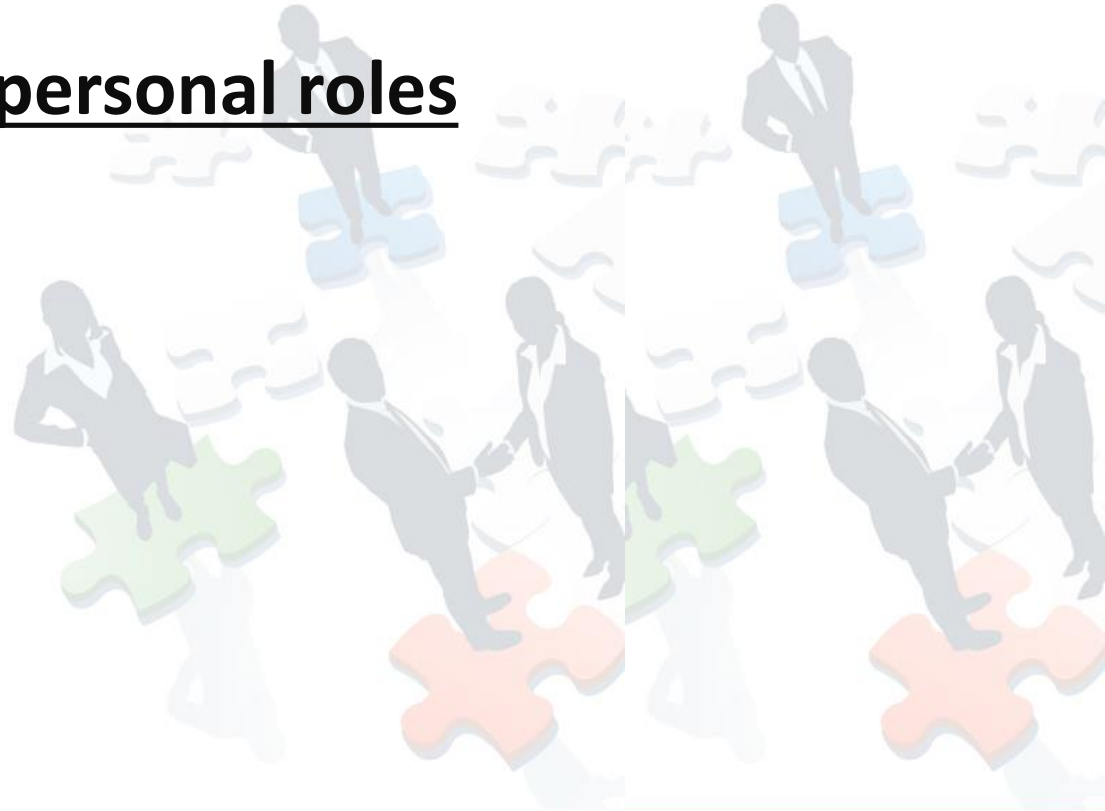
➢ Marketing & Public Relations

Writing & communication

➢ Science journalism

➢ Medical/Technical writer

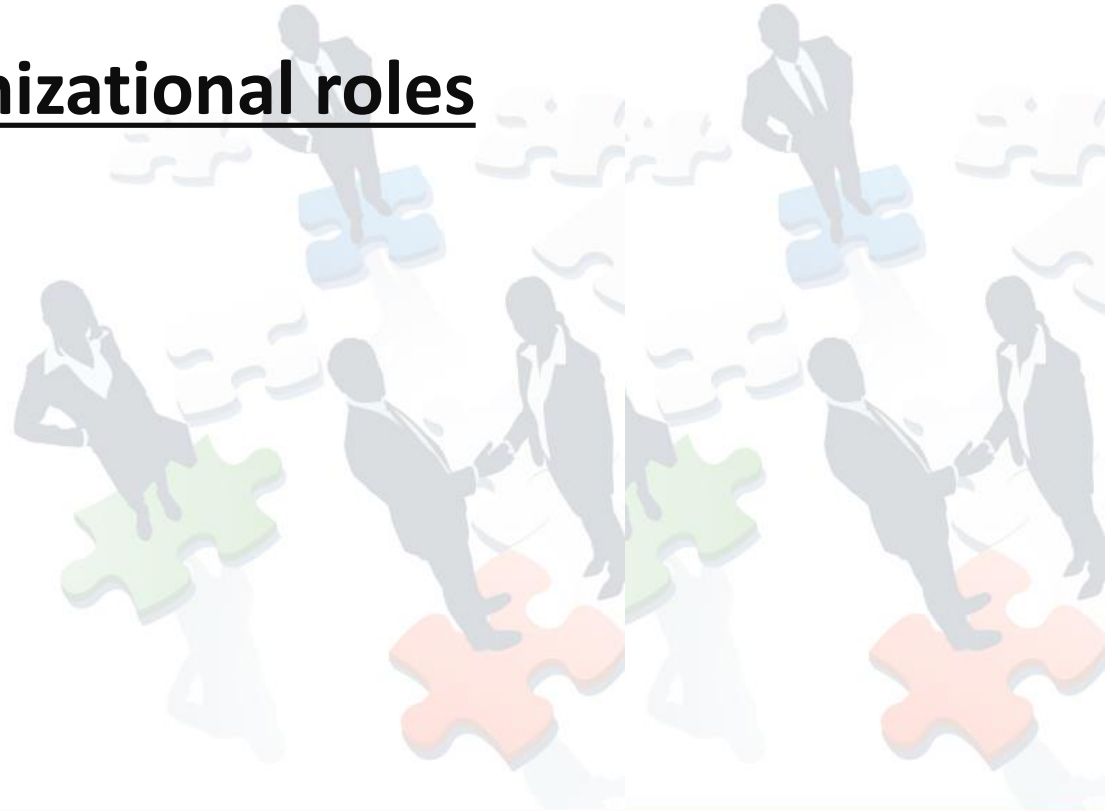# Interpersonal roles

➢ Career coach

➢ Recruiter

Education

- High school teacher
- Lecturer in vocational/university education
- Teacher or course organizer in the private sector

Organizational roles

- ➢ Project/Programme Manager
- ➢ Group leader / site manager
- ➢ Clinical Research

Law

- ➢ Patent Attorney or Patent Examiner
- ➢ Regulatory Affairs

Entrepreneurship & consultancy

- Entrepreneurship – content presentation later today

- Consultancy

Overview of skills necessary for jobs

ESCO job profiles + required skills:

https://ec.europa.eu/esco/portal/occupation

How can I learn more about these jobs?

➤Informational interviews with friends/colleagues

➤BCF Insights (interviews, overview of jobs).

➤Other resources such as prospects.ac.uk / VDAB.be / biospace.com.

➤Talking to recruiters.

➤Going to career presentations

➤Linkedin searches for professionals with job titles of interest.

➤Reading through vacancy descriptions

Where to find suitable jobs?

- **Recruitment agencies**
    - CLS Services
    - Bird recruitment
    - Balans
    - Checkmark
    - Hays
    - Lab Resource
    - Kelly Scientific Resources
    - SIRE
    - People in Science
    - My Recruitment
    - PSR Pharma Resource
    - QTC
    - Science at Work
    - Thema Group
    - TMC
    - Real Staffing
    - Herakles Pharma
    - Pro Clinical
    - Derks & Derks
    - Michael Page
    - Match Recruitment
    - Progressive Recruitment

# Where to find suitable jobs?

- *Vacancy websites*
  - *BCF Jobs*
  - *Indeed*
  - *Linkedin*

- *Overview lists of companies / learning more about the sector*
  - *Science Parks: Leiden – Utrecht - Amsterdam - Brightlands - Pivot Park - Health Valley - Medical Delta*
  - *Events: BCF Career Event, Innovation for Health, Dutch Life Sciences Conference, Health Valley Event, Knowledge for Growth, Bio Europe*
  - *Dutch Life Sciences database*

BioBusiness Summer School raffle

➢ *Subscribe at the BioBusiness Summer School booth*

➢ *Be present at 16.00 when the winner is announced*
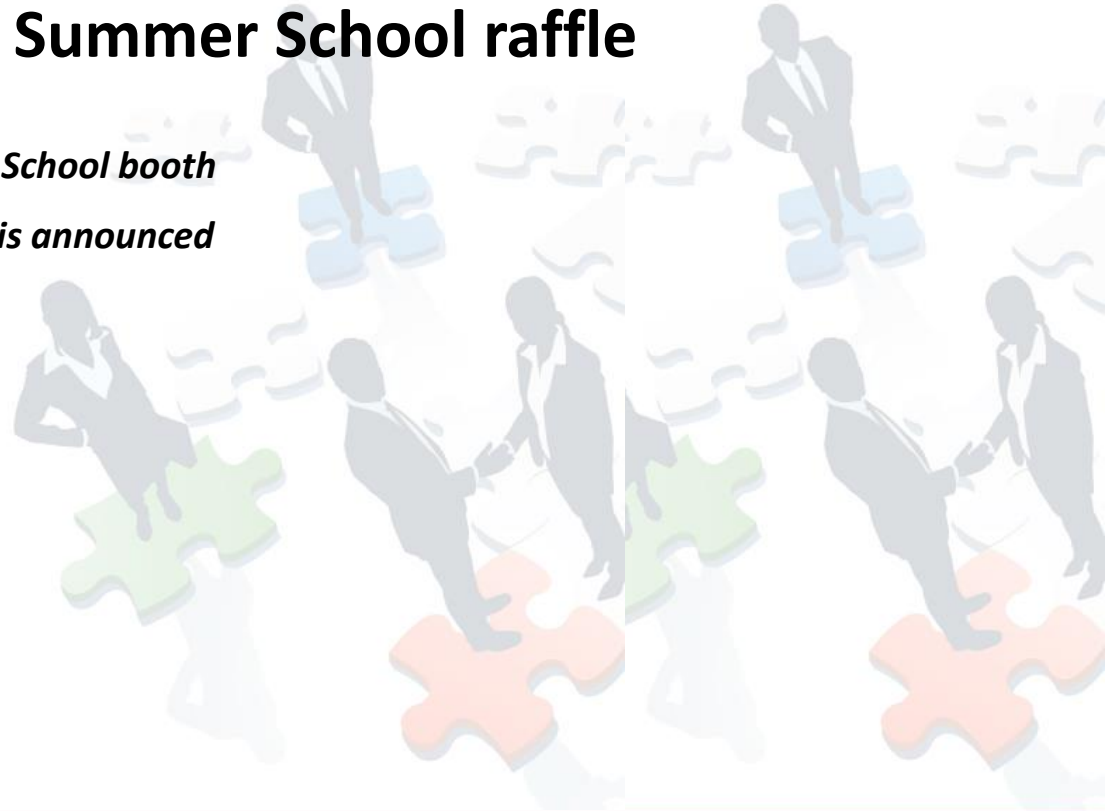
Thank you for your attention and good luck with your future careers!

For any questions following the session, see my contact details below or reach out via linkedin.

Contact details:
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r.jongkind@hyphenprojects.nl

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