

# Which jobs and companies are there in Life Sciences in the Netherlands?

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Research fellow & lecturer– Amsterdam UMC

Programme Manager Education & Labour Market, Hyphen Projects (formerly, 7 years)

## 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 head start on your career orientation

# My background

## Study

Bsc. Amsterdam University College  
Major in Biochemistry

Msc University of Oxford  
Major in Pharmacology

## Academia

Teaching & Research Associate –University of Oxford  
Researcher – Amsterdam UMC  
Lecturer– Pharmacology, internal medicine, AI– 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

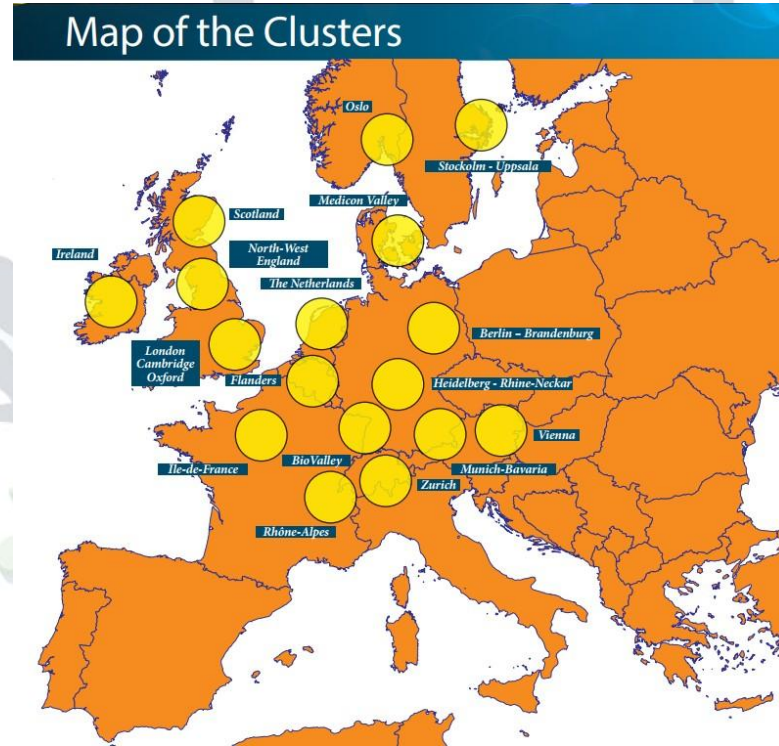


## Types of biotech

- Red: Medical and pharmaceutical biotechnology
- Green: Agricultural biotechnology
- Yellow: Food biotechnology
- White: Industrial (and environmental) biotechnology

Blue (water), Gold (informatics), Gray (environment), ...

# European landscape



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

# Amount of Life Sciences companies in NL (red)?

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



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# European landscape

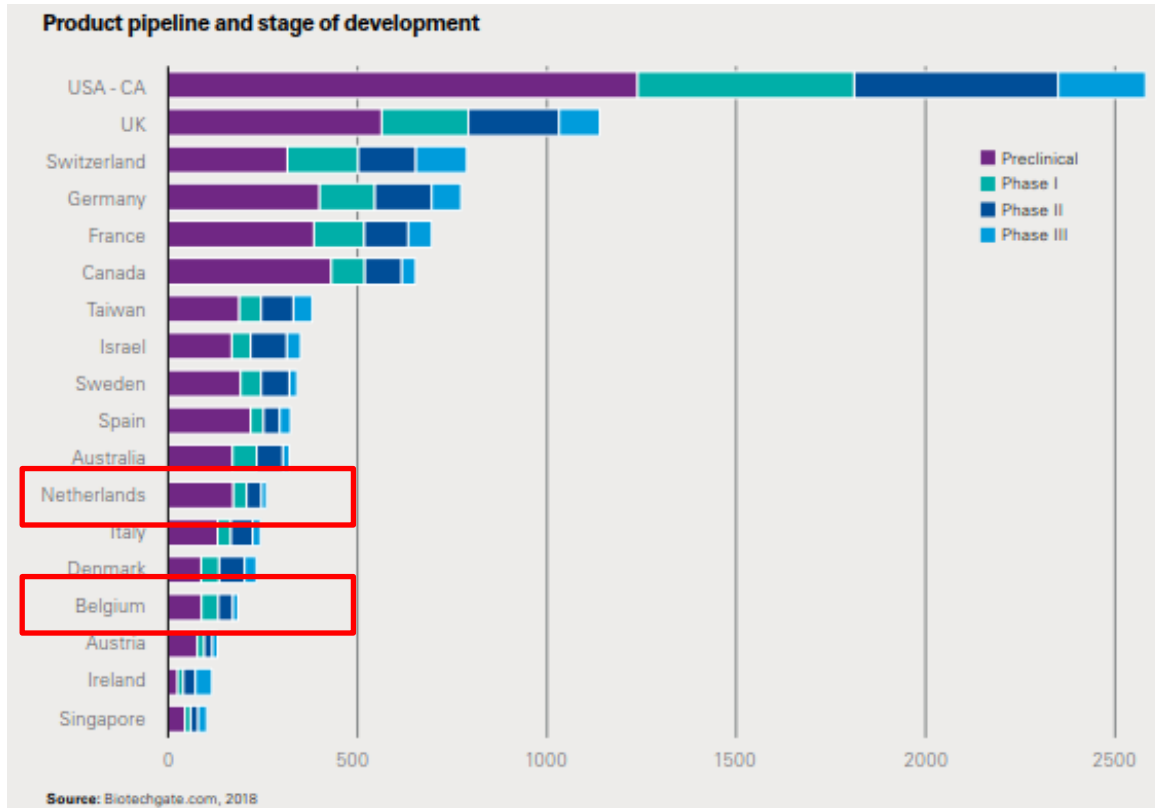
Number of companies in the Life Sciences industry

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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# How many people work in Life Sciences in the Netherlands (red)?

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

# How many people work in Life Sciences in the Netherlands (red)?

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

Source: [www.biotechgate.com](http://www.biotechgate.com), 2016



# How many people work in Life Sciences in the Netherlands (green+yellow: Agri-food)?



60,000  
100,000  
150,000  
200,000  
400,000  
700,000  
1,000,000  
1,500,000  
2,500,000

# How many people work in Life Sciences in the Netherlands (green+yellow: Agri-food)?



60,000  
100,000  
150,000  
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**1,000,000**  
1,500,000  
2,500,000

# How many people work in Life Sciences in the Netherlands (green+yellow: Agri-food)?



60,000  
100,000  
**150,000**  
200,000  
400,000  
700,000  
1,000,000  
1,500,000  
2,500,000

# Dutch Life Sciences landscape – Science parks



# Dutch Life Sciences landscape – Companies



Database

Life Science Map

Statistics

News & Events

About us

**Your lead source platform for the  
Dutch Life Sciences industry**

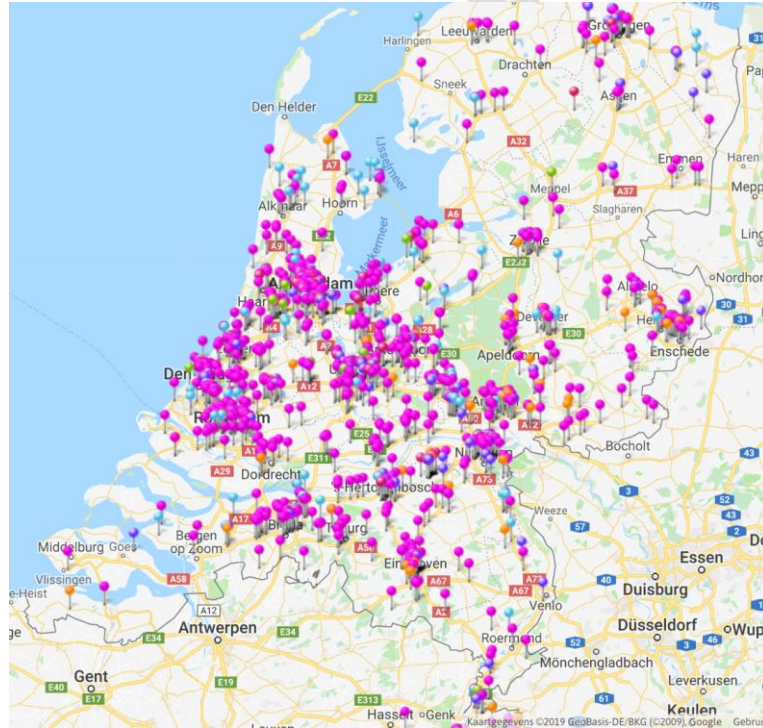
all sectors



Keywords...

Search

## 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
<b>Total</b>	<b>1803</b>





**How many people generally work in a Life Sciences company?**

1-10?

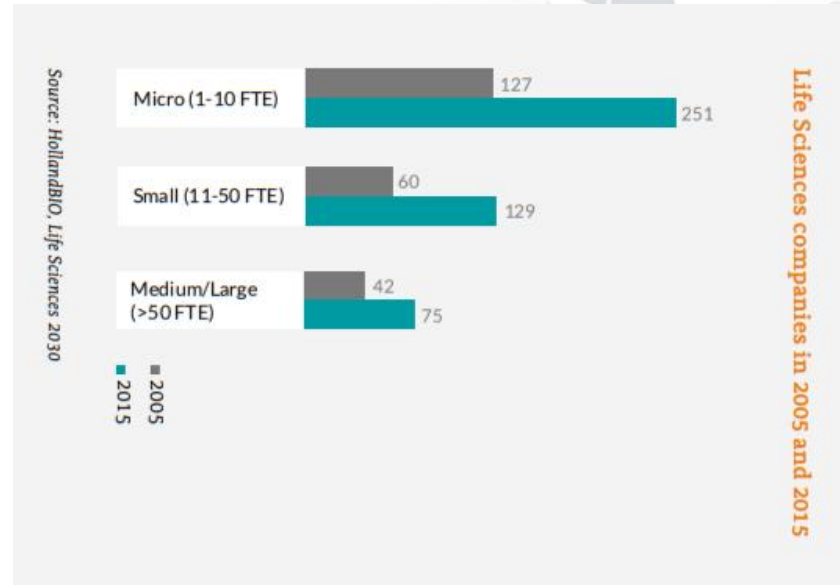
11-50?

100-300?

300-1000?

1000+?

# Amount of people per company



Source: Health-Holland, Grow-Motion, Knowledge and Innovation Agenda 2018-2021, Topsector Life Sciences & Health

# Examples of large companies



Source: Health-Holland, Grow-Motion, Knowledge and Innovation Agenda 2018-2021, Topsector Life Sciences & Health

## 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

# Agri-food

## Foodvalley.nl

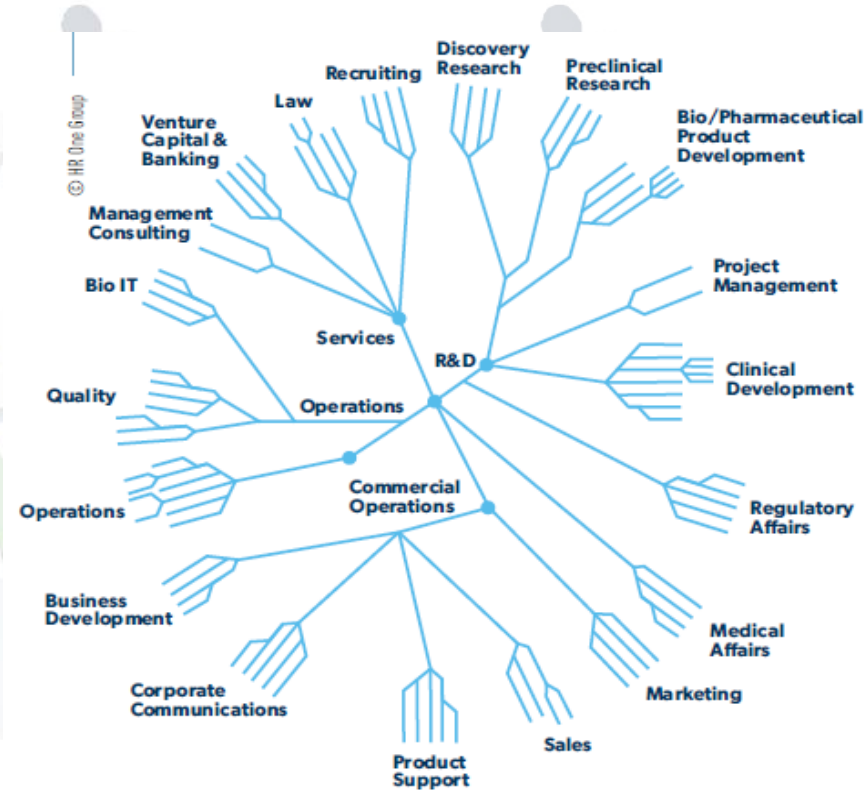
list +-250 companies



# Examples of companies in the Netherlands (white/gray)

- EV biotech (biofuel bioinformatics)
- Photanol (CO2 fixation)
- Wetsus (water treatment)
- Isolife (bio-isotopes)
- Basilisk (bio-concrete)
- Medeina (dredging)
- In-Ovo (chick selection)
- Akzonobel
- renature (agriculture consultancy)
- FincoEnergies (low carbon fuels)

# Types of jobs in Life Sciences



Source: HR One Group

## Technical roles (1/8)

- Research & Development (R&D)
- Field worker (data collection)
- Process/Product Development
- Quality Control (QC) & Quality Assurance (QA)
- Application scientist

Type of work & skills / Competitiveness / salary

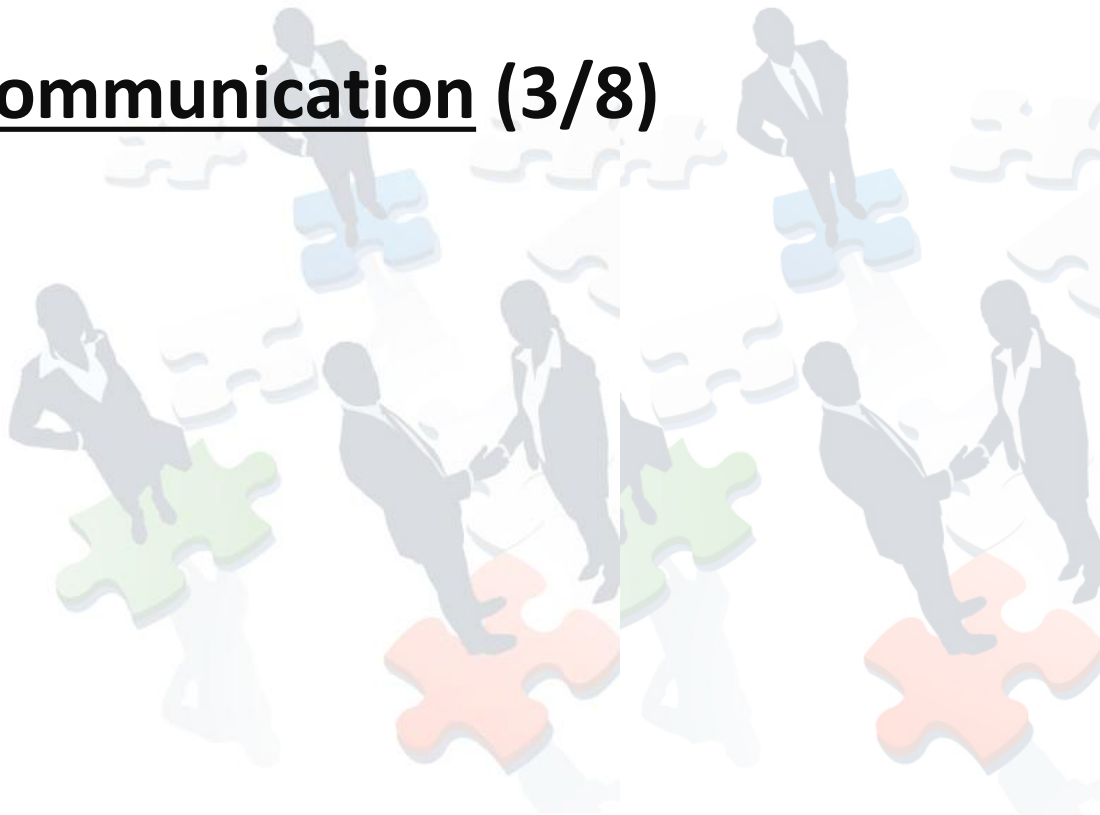


## Commerce & sales (2/8)

- Sales
- Business Development
- Venture capital
- Marketing & Public Relations

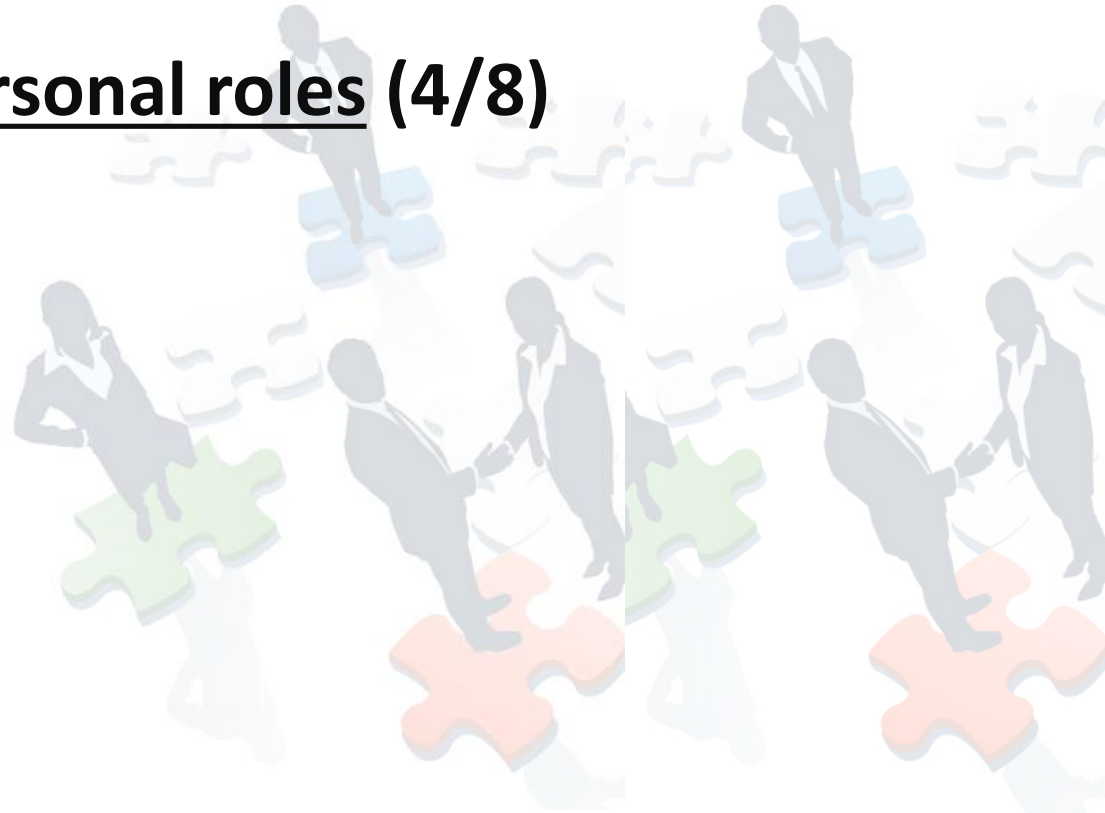
## Writing & communication (3/8)

- Science journalism
- Medical/Technical writer



## Interpersonal roles (4/8)

- Career coach
- Recruiter



## Education (5/8)

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

## Organizational roles (6/8)

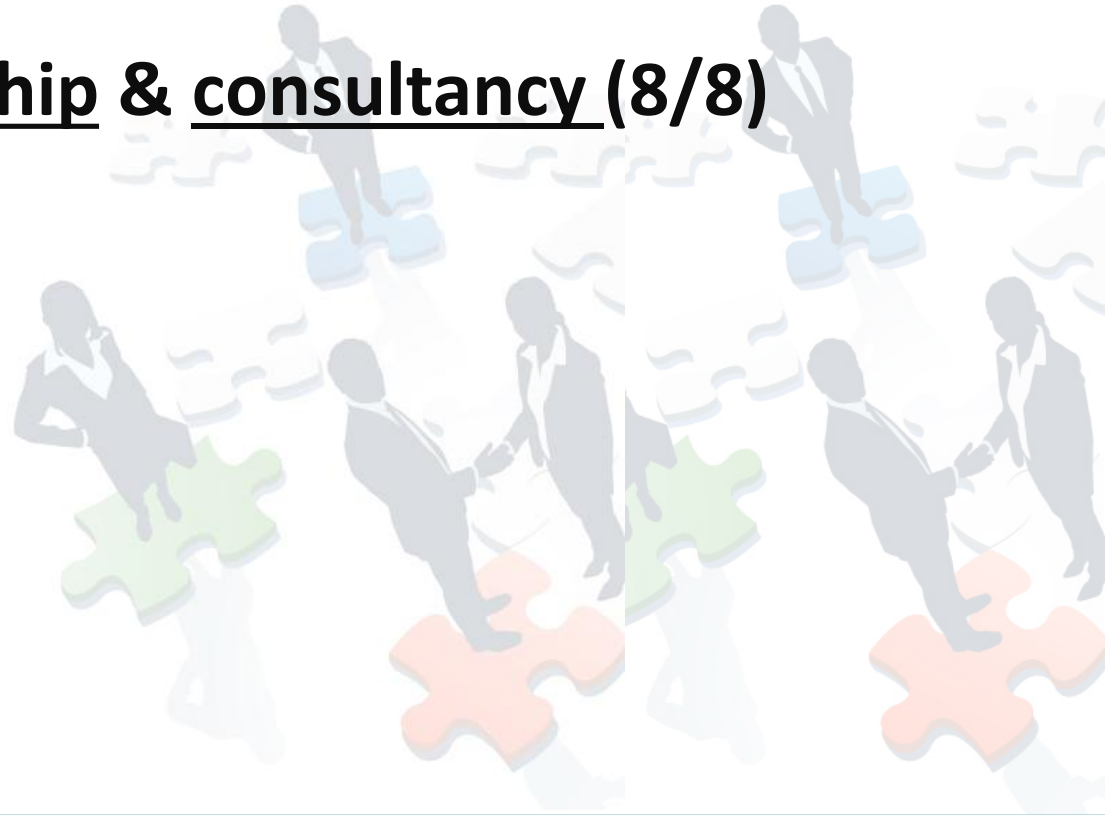
- Project/Programme Manager
- Group leader / site manager
- Clinical Research

## Law (7/8)

- Patent Attorney or Patent Examiner
- Regulatory Affairs

## Entrepreneurship & consultancy (8/8)

- Entrepreneurship
- 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](https://prospects.ac.uk) / [VDAB.be](https://VDAB.be) / [biospace.com](https://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***

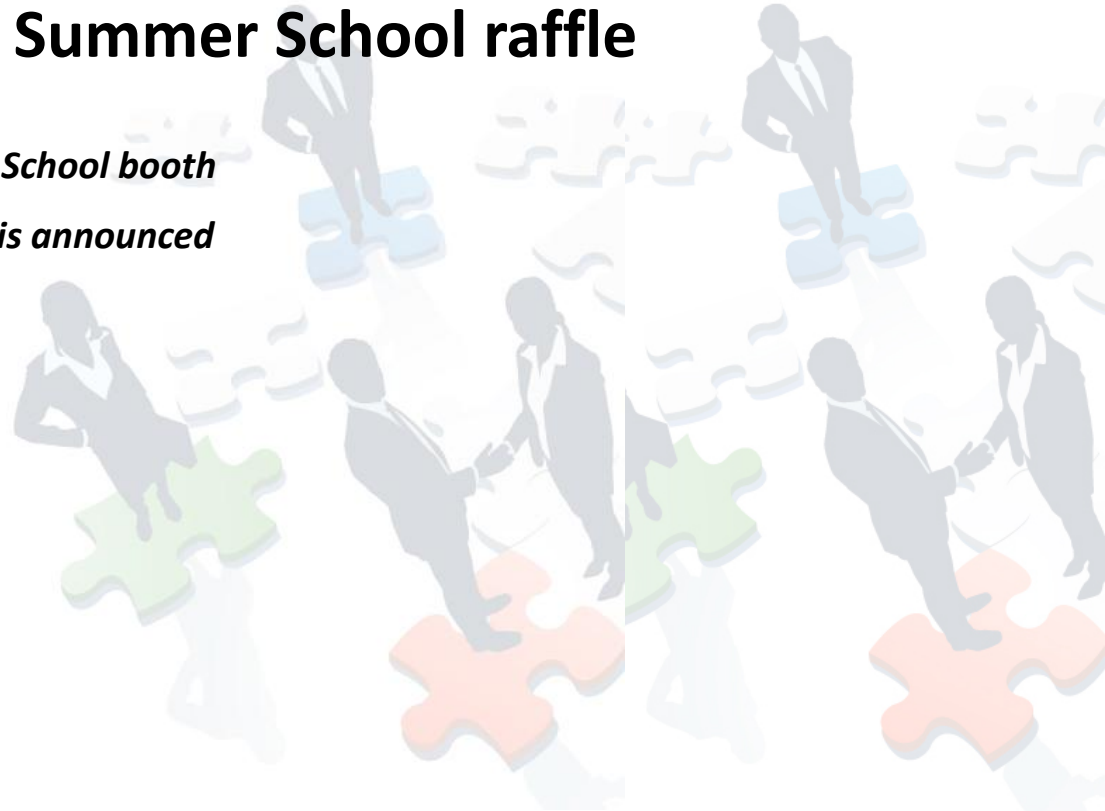
- *BCF Jobs*
- *Indeed*
- *Linkedin*

## ➤ ***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.c.jongkind@amsterdamumc.nl

## Sources:

- *Dutch life sciences database 2023*
- *FoodValley partner list 2024*
- *Health Holland Fact book 2020*
- *Agri-food Fact book 2024*
- <https://www.eu-startups.com/101-top-sustainability-startups-and-companies-in-the-netherlands-2021/>