SPONSOR:

NEW JERSEY BIO-PHARMACEUTICAL NETWORKING GROUP (NJBPNG) & RUTGERS UNIVERSITY iJOBS NETWORKING EVENT

September 11, 2018

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AGENDA

BPNG Approach to Networking: Anil H. Vaidya (NJ Co-lead) – 5 min

iJobs: Janet Alder, PhD (Rutgers University) – 5 min

BPNG Success Story: Wanette Vargas Riad, PhD (BGB Group) – 15 min

Rutgers iJobs Success Story: Dharm Patel, PhD (Leo Pharma) – 15 min

Questions and Answers – 5 Min

7:15 PM – 9:00 PM Networking
BIO-PHARMACEUTICAL NETWORKING GROUP (BPNG), A NON-PROFIT, ALL VOLUNTEER ORGANIZATION

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Introduction & Mission Statement

Bio Pharma Networking Group (BPNG) is a not-for-profit, volunteer all-inclusive life and health science professional community that actively promotes the "real power" of networking. We serve people in various disciplines and corporate cultures who value key-relationship building at all stages of careers. BPNG encourages a crossover effect for valuable lead and resource sharing at our casual monthly events where people can exchange information, trends and ideas.
“We are all connected.”

Core to the BPNG brand are the letter C and I for Connecting In which forms the universal symbol for power. We support, serve and educate life and health sciences professionals through the "real power" of networking.
What We Do for Members

- Promote Networking
- Build Careers
- Encourage Sharing
- Face-to-Face
- Educational Programs

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BPNG 5 Chapters and Growing

<table>
<thead>
<tr>
<th>CHAPTER</th>
<th>LAUNCH DATE</th>
<th>MEMBERS</th>
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<tbody>
<tr>
<td>NEW JERSEY</td>
<td>January 2012</td>
<td>4,598</td>
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<td>PENNSYLVANIA²</td>
<td>February 2013</td>
<td>2,656</td>
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<td>NEW YORK</td>
<td>September 2013</td>
<td>2,342</td>
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<td>MASSACHUSETTS</td>
<td>October 2015</td>
<td>1,785</td>
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<td>NORTH CAROLINA</td>
<td>September 2017</td>
<td>693</td>
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<tr>
<td>MISSOURI - STL</td>
<td>Near Future</td>
<td>161</td>
</tr>
</tbody>
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Currently have over 12,000 members across 6 regions

Diverse attendees breakout:

- 50% R & D
- 45% Marketing
- 5% Recruiting
- Every Meeting is Very Different
BPNG’S Approach to Networking
About Networking

- Build strength in yourself
- Develop a personal brand
- Enhance your credibility through attending events
- Promote yourself
- Get involved
- Believe in your achievements
- Build new relationships – you are worth it
The BPNG Crossover Effect

Our events utilize a color-coded system for easy identification of functional roles. We invite you to “network outside-the-box” and seek out individuals with different backgrounds and professions. By doing so you immediately widen your network and opportunities to expand your career choices.

Classifications

- Corporate/Management/Legal/IT
- Recruiters/Staffing/HR
- Science/R &D/Academia
- Sales/Marketing/Services

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Tips for Tonight

克服恐惧，**介绍并展示自己**，并询问对方是如何得知这个活动的，他们是谁？他们做什么？他们的兴趣是什么？

投资时间在人们身上，**建立与5人之间的联系**，今晚在多个分类中。

* **最优化的群体规模是4人**，这将最大化影响。

* 保持积极主动，**制定一个正式的跟进流程**，以便在今晚的活动结束后。

* **了解今晚的某人**，然后在你离开之前给他们**你的个人名片**，并连接到电子邮件。

* 从现在开始建立你的网络，通过**在LinkedIn上建立连接**，以便当你参加下一次会议时，你已经在关系的早期阶段。
Success Stories
Individual, Team & Partners
An Individual Success Story

Wanette Vargas Riad, PhD

- Obtained a PhD in Neuroscience from the University of Massachusetts Amherst

- Transitioned to a position in medical writing at BGB Group
Top 5 Relevant Skills Gained from PhD

- Scientific Communication
  - Proofreading, editing, content development
  - Journal articles, grant proposals
  - Microsoft office (e.g. Excel, PowerPoint, etc.)

- Quickly learning new areas in science

- Attention to detail

- Teamwork

- Perseverance

https://www.quora.com/Why-did-you-decide-to-get-a-PhD-degree
My Previous Job Experiences

 Freelance neuroscience writer
  • Connected with COO through LinkedIn
  • Writing and editing neuroscience grant proposals, manuscripts, and other scientific materials

 Contract regulatory and medical writer
  • Connected with CEO through BPNG
  • Formulating regulatory strategy for startups

 Considered jobs in scientific communications
  • Medical/Regulatory writer
  • Scientific editor

Common 1st step… NETWORKING!
My Experience with BPNG

γ Started attending local networking groups

γ Attended BPNG meeting in NYC
   • Met a variety of enthusiastic professionals
   • Gained numerous connections
   • Fueled my motivation

γ Instrumental in my job search and networking
   • Made connections that landed me one of my first jobs and my ideal position!
My Current Job

Current responsibilities of my role

• Deliver high-quality, scientifically accurate, strategically aligned medical content

• Understand the therapeutic and competitive landscape to provide feedback/recommendations

• Develop rapport with clients, demonstrating subject matter knowledge

• Conduct required research and evaluate and distill scientific information

http://journal.emwa.org/
Summary: Landing my Ideal Position

γStep 1: Learn how to sell myself adequately
• Tailored resume and cover letter to each job position
• Updated online presence (LinkedIn)
• Created an elevator pitch

γStep 2: Networking!
• Made a connection at the BPNG meeting in NYC
• Connected with a medical writer from BGB Group
• Conducted an informational interview
• Received an internal referral for interviewing

γStep 3: Prepare and practice for interviewing
• Researched the agency/company
Key Take Home Messages

γ Importance of developing a positive professional image
  • Written, online, and in person

γ Take time to prepare and practice
  • Networking events, interviews, etc.

γ Do not underestimate the power of networking
Educational Strategic Partnership: FBI

Long standing relationship with the FBI, hosting yearly educational events. Emphasis on the integration of STEM related jobs outside of the traditional laboratory. 2015 program featured Weapons of Mass Destruction Special Agents, 2016 featured Cyber Security Special Agents across State lines, and 2017 featured presentation on Scientific Espionage. Look our for posting of our 2018 presentation.
Thank You to Our Sponsors

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Questions & Answers
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