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Seques
My journey in MedComms
From student to working life
My background

ACADEMIC
BSc in Biomedical Sciences (Newcastle University)
MSc in Clinical Neuroscience (King's College London)
PhD in Molecular Medicine (University of Edinburgh)

WORK EXPERIENCE
Lifeguard
Receptionist
Sales/Membership advisor
Personal tutor in Biology, Maths and French

EXTRA CURRICULAR
Volunteering
Projects in Africa
Local fundraising
BioTech YES
University societies
Academic vs professional life

ACADEMIC

- Unstable job
- Scientific results are unpredictable which directly affects your career
- Lonely
- Unclear career path
- High expectations – low reward

PROFESSIONAL

- Career progression
- Teamwork
- Money
- Recognition of effort
- Stable, permanent job
What did I have to offer?

Scientific excellence

Business knowledge

Problem solving

Project management

Financial acumen

Relationship building
Why MedComms?

Combining my interests of business and science

Putting my PhD experience to good use

Dynamic and fast-paced environment

Working closely with the pharmaceutical industry on therapies that directly affect the public
What does the commercial role involve?

In a nutshell, I am responsible for:

1. Delivering projects on time and on budget
2. Delivering projects to a high standard
3. Building relationships and rapport with our clients
4. Understanding client strategy to ensure we deliver meaningful projects that meet client objectives
5. Capitalising on any opportunities for new business that arise
What actually happens in a day...

- Account team meeting
- Project team meeting
- Client call
- Content review
- Briefing support teams
Where could this lead?

- Business development
- Strategy and tactics
- Operations
Did I make the right choice?

Yes!

- Recognition of hard work
- Trained managers who understand individual growth
- Bonuses
- Responsibilities
- Opportunities to grow in leadership
- Career progression based on ability
- Diversity of projects
My advice

Find out what makes you tick

Don’t forget that a job interview goes both ways...

Conversation is key, you never know what opportunities you might unlock

Employers want to get the best out of you so speak up if there is an area you want to get involved in
Thank you for listening