

“LEAVING THE BENCH: APPLYING YOUR
PASSION FOR
SCIENCE OUTSIDE ACADEMIA -
A CASE EXAMPLE”

STEFAN SELIGER, PH.D.
DIRECTOR, HEAD OF STRATEGIC PRICING & REIMBURSEMENT
ROCHE PHARMA AG

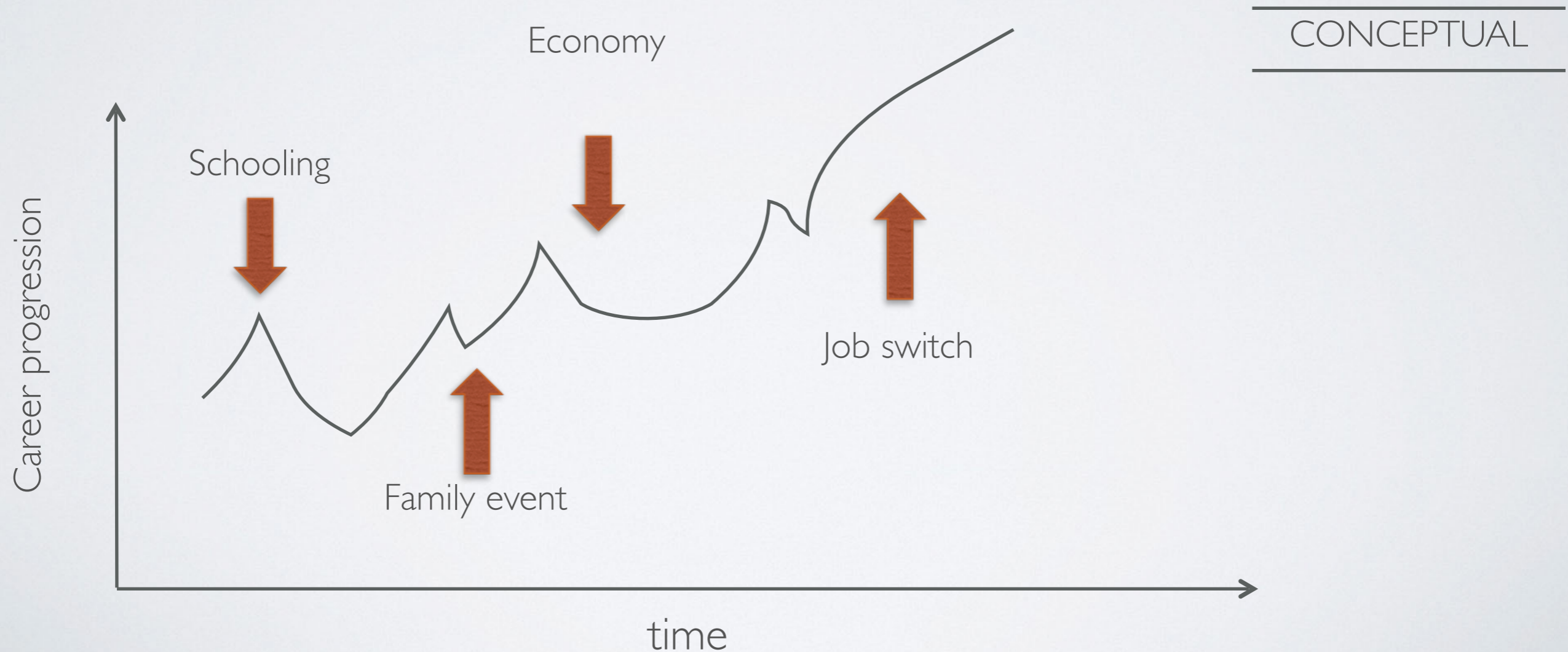
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DISCLAIMER

- The views expressed in this presentation are those of the presenter and do not necessarily represent the views of, and should not be attributed to, the presenter's past or current employers or any of its employees.
- This presentation lacks all scientific rigor; it is based on a sample size of 1, and any advice should be viewed as directional.
- This is not a recruiting effort nor shall it replace a personal development plan. It's food for thought.

JOURNEY LINE CONCEPT


- A person's career decisions are influenced by many different events and experiences – both personal and professional



THE EARLY YEARS

- Growing up in small town
- Long-term friendships and mentorships
- Family challenges (illnesses, brothers)
- High school ... and the love for science
- Developing a sense of self, entrepreneurial spirit but no clarity of career options



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- Diversity and closed-mindedness don't mingle
 - The value of continued learning, language skills and travel experiences

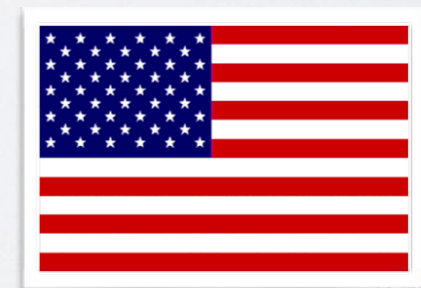
Private Investigator?
Photographer?
Doctor?
Scientist?
Banker?
Mathematician – not really!
Lawyer?
Entrepreneur (IT)

COLLEGE AND GRADUATE SCHOOL

- Studying Biology in Würzburg (wine, friends and more passion for science)
- The big move ... across continents
- Multiple projects
- Innovation and intellectual property piqued interest in the business of science
- Now what? MBA / Medical School / academia?



- Taking risks and leaving your comfort zone helps you move forward in life
- Delayed gratification is not my thing
- Opportunity is everywhere ... but you need to take initiative



CONSULTING

- Fantastic opportunity but had to work to get foot in the door
- Steep learning curve in various industries and functional areas
- Intense lifestyle -- work life balance not the priority
- Communication is key (say it with charts and slides)
- Importance of frameworks and structured problem solving
- Teamwork & collaboration
- Connections and lifelong network





Location: Houston TX
#Employees: ~120-200
Products: Xolair (with GNE,
NVS), pipeline

TANOX

- Business Development and Strategic Planning
- Additional cross-functional experiences
 - Manufacturing
 - Clinical development
 - Regulatory
 - Market Research
- International collaboration/partnership
- Resource constraints foster creativity
- Challenging management and the power of karma
- Great stepping stone ...

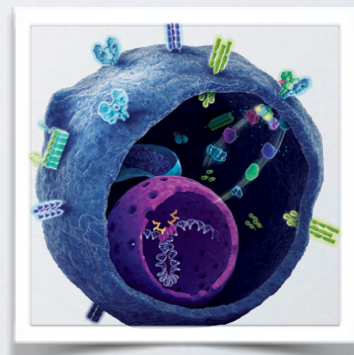
GENENTECH

Location: South San Francisco
CA

Employees: 13,000 (US)

Focus: oncology, immunology,
CNS, metabolism etc; strong
pipeline

- Diversity in roles:
 - Market Planning, Industry Analytics, Reimbursement Strategy, Managed Markets Launch Strategy
- Innovation – Great science drives the business
- Importance of culture and common mission and purpose (patients are the priority!)
- People, people, people – as manager and co-workers
- Organizational learnings Casual intensity
- Knowing what matters

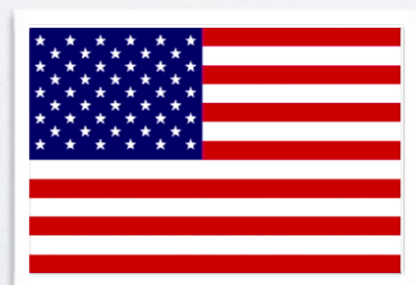




Location: Grenzach,
Germany
Employees: 1,300
(Pharma)

ROCHE PHARMA

- Realizing development plan for global opportunity
- Continue leadership in market access arena in one of the most challenging healthcare markets (Germany and EU5)
- Honing negotiation skills and passion for building high performance organizations



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- ... and aim high!!



POTENTIAL INDUSTRY PATHS THAT TAP INTO PASSION FOR SCIENCE

- Project Management
- Bench Research (industry)
- Publication Planning
- Medical Information
- Regulatory Affairs
- Competitive Intelligence
- Patent law
- Consulting
- Other

RESOURCES I FOUND HELPFUL

- University career expos
- The Harvard Business School Guide to Careers in Management Consulting
 - Plus Wetfeet Press resources, case studies
- Gary P. Pisano: Science Business – The promise, the reality, and the future of biotech, 2006
- Toby Freedman: Career opportunities in biotechnology and drug development, 2008

THANK YOU