

# **A hundred ways beside academic research**

Professional perspectives for young scientists  
in Geo-, Hydro-, Bio- and Cryo Science

**KEPOS**

# Agenda

1. Introduction of KEPOS and Barbara Hoffbauer
2. Jobs in different industries and in the public sector
3. Developing your Unique Selling Proposition (USP)

# KEPOS GmbH

KEPOS works close to Science –  
Universities, MPIs and Helmholtz Centers are customers

KEPOS enables Scientists to find out their personal potential and to get  
prepared for a career outside academic research

KEPOS organizes training for professional orientation and application  
processes as well as for the first months on board

Personal Profile:

Lawyer, HR-Manager, specialized in recruiting and personal  
development

Since 2008 focused on work as a Consultant and a Trainer of People in  
Life Sciences

## Jobs for Geo-Scientists

<a href="http://www.jobvector.de">www.jobvector.de</a>	24
<a href="http://www.scitec-career.com">www.scitec-career.com</a>	0
<a href="http://www.naturejobs.com">www.naturejobs.com</a>	6
<a href="http://www.bund.de">www.bund.de</a>	26
<a href="http://www.academics.de">www.academics.de</a>	23

## Jobs for Hydro-Scientists

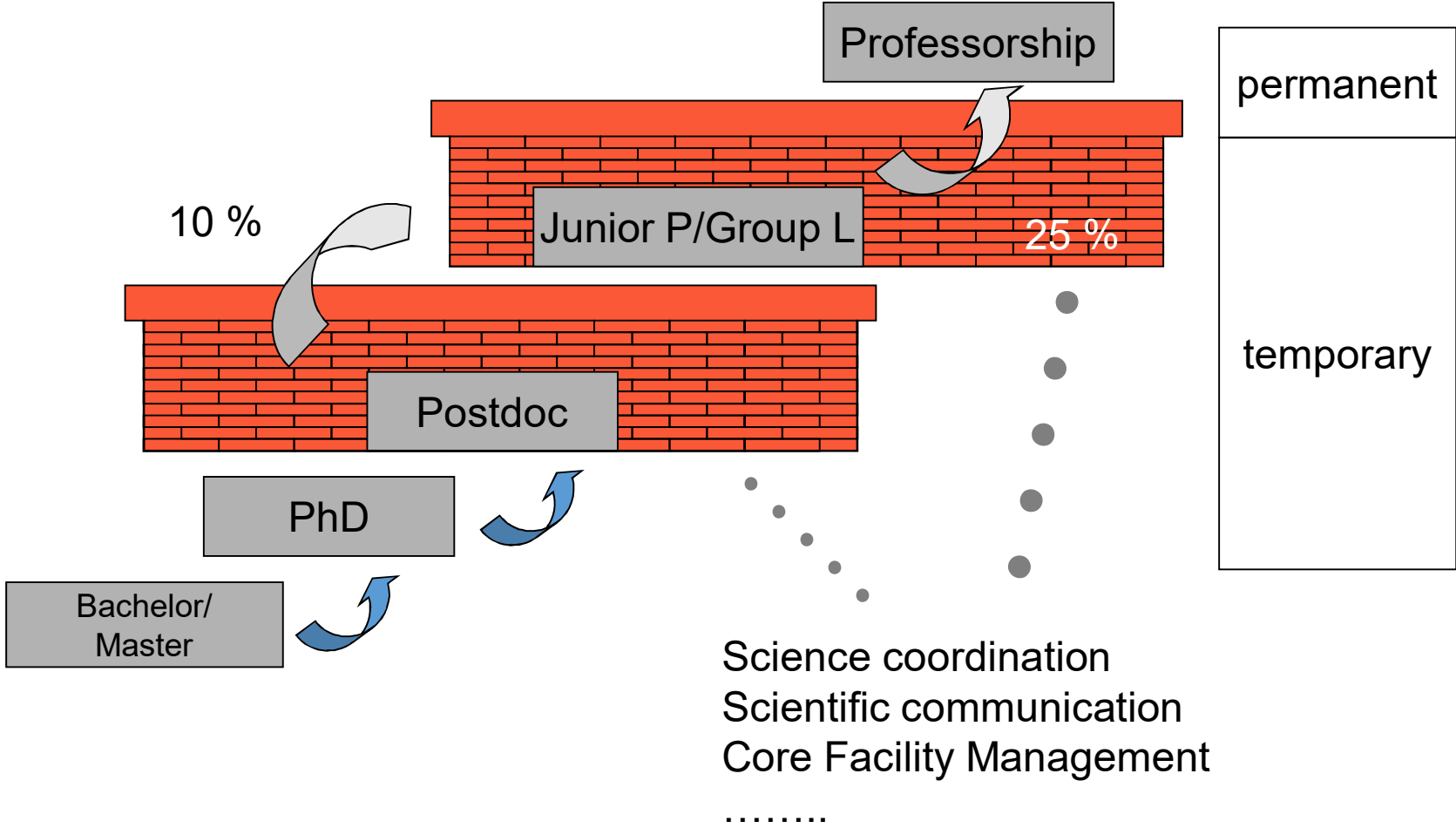
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<a href="http://www.naturejobs.com">www.naturejobs.com</a>	1
<a href="http://www.bund.de">www.bund.de</a>	0
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## Jobs for Cryo-Scientists

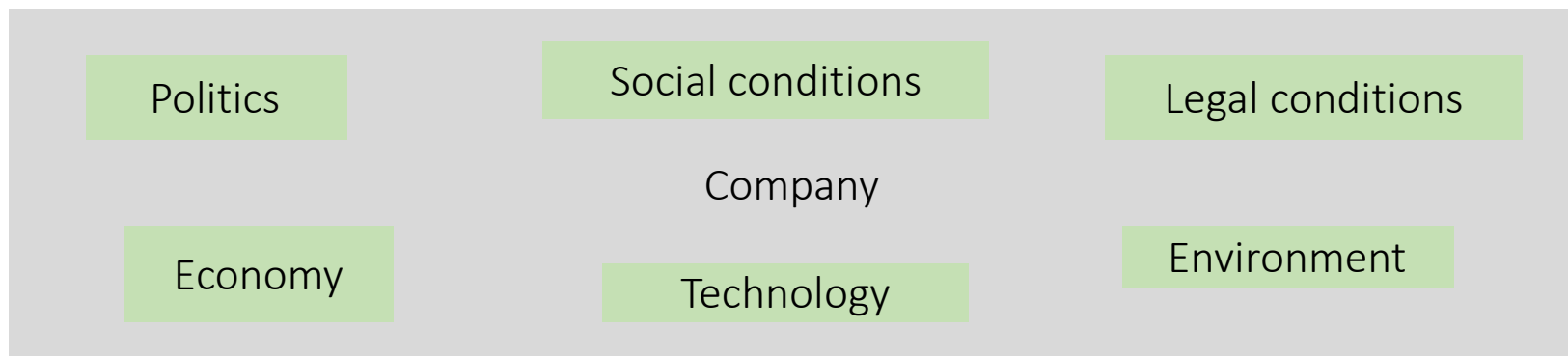
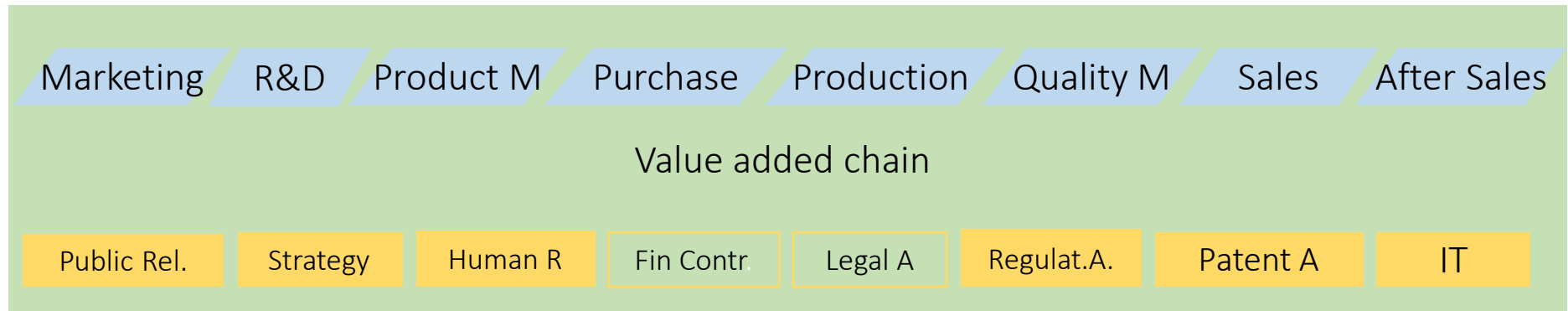
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<a href="http://www.scitec-career.com">www.scitec-career.com</a>	0
<a href="http://www.naturejobs.com">www.naturejobs.com</a>	5
<a href="http://www.bund.de">www.bund.de</a>	0
<a href="http://www.academics.de">www.academics.de</a>	0



# Careers in Academic Research



# Business as transformation process



Gillespie, P 13

# Job Titles

- Strategic Marketing Manager (WABCO)
- Project Manager in vivo studies (Vira Therapeutics)
- Requirement Engineer (adesso)
- Manager Project Purchasing (Hager Electro GmbH)
- Specialist Cigarette Design (Japan Tobacco Group)
- Manager strategisches Marketing (Wörwag Pharma)
- International Graduate Trainee Programme (Münchener Rückvers.Gesellschaft)
- Purchasing Manager Packaging Europe (Henkel)
- Generalist im Business Development (TWT GmbH)
- CMC Regulatory Affairs Specialist (Bavarian Nordic)
- Endoscopy Support Specialist II (Olympus)
- Consumer & Market Research Specialist
- Innovation Research Funding Manager (Cancer Research UK)
- Model development (Symcyp)

# Requirements

- Ability to present data & information in a compelling presentation in a logical, story board approach resulting in provocative business insights
- Must be a self-starter and able to follow management direction
- Leidenschaft, Ehrgeiz, Aufgeschlossenheit für Neues, positive Einstellung
- Results orientated, independent, entrepreneurial and self-motivated
- Ausgeprägte Team- und Kommunikationsfähigkeit
- Wissenschaftliche Fakten auch aus Marketingsicht auf den Punkt bringen
- Ability to cultivate internal and external professional relationships
- Fähigkeit, interdisziplinäre komplexe Problemstellungen zu erfassen und geeignete Lösungswege selbständig sowie im Team zu arbeiten.
- Hands on – action oriented
- Ability to work under pressure in a dynamic and fast changing environment
- Positive and confident attitude to support complex projects and explore new standards
- Aptitude for writing
- Contributing positively beyond your immediate function



# Service and Consulting

- ▶ Consulting Companies
- ▶ Service Companies
- ▶ Media (TV, Radio, Internet, Print)
- ▶ Patent Attorney

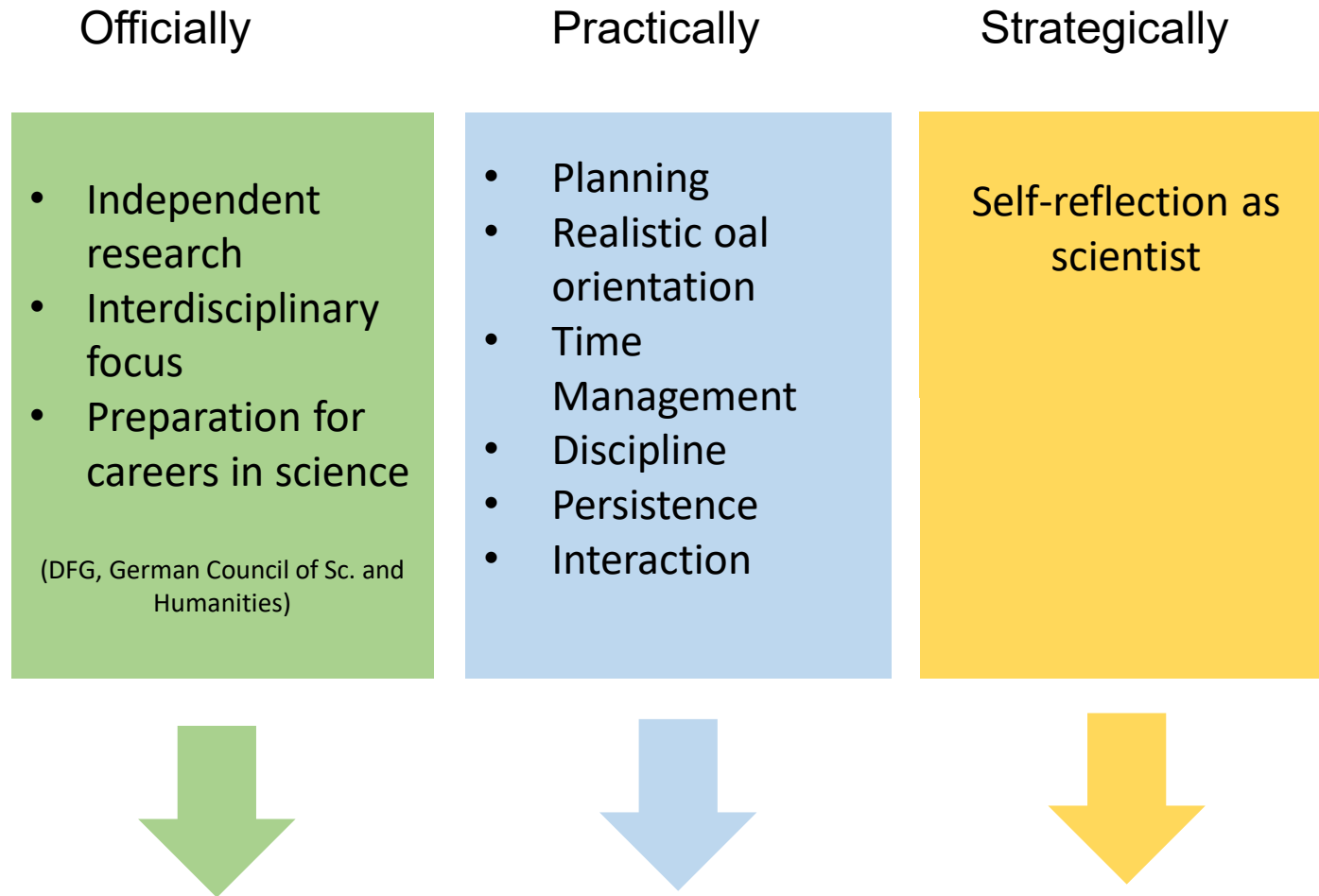
# Careers in the Public Sector

International	National	Regional & Local
<p>United Nations -Health -Environment -Nutrition -Education</p>	<p>-Ministries and their authorities, Police, BKA, Secret Service, BND -Environmental Care -Healthcare -Risk Prevention -Food and Drug Administration</p>	<p>-Police, LKA -Environmental Care -Healthcare -Food and Drug Administration -Scientific Management</p>
<p>European Union, Europ. Commission, Europ. Parliament - Europ. Patent Office</p>		

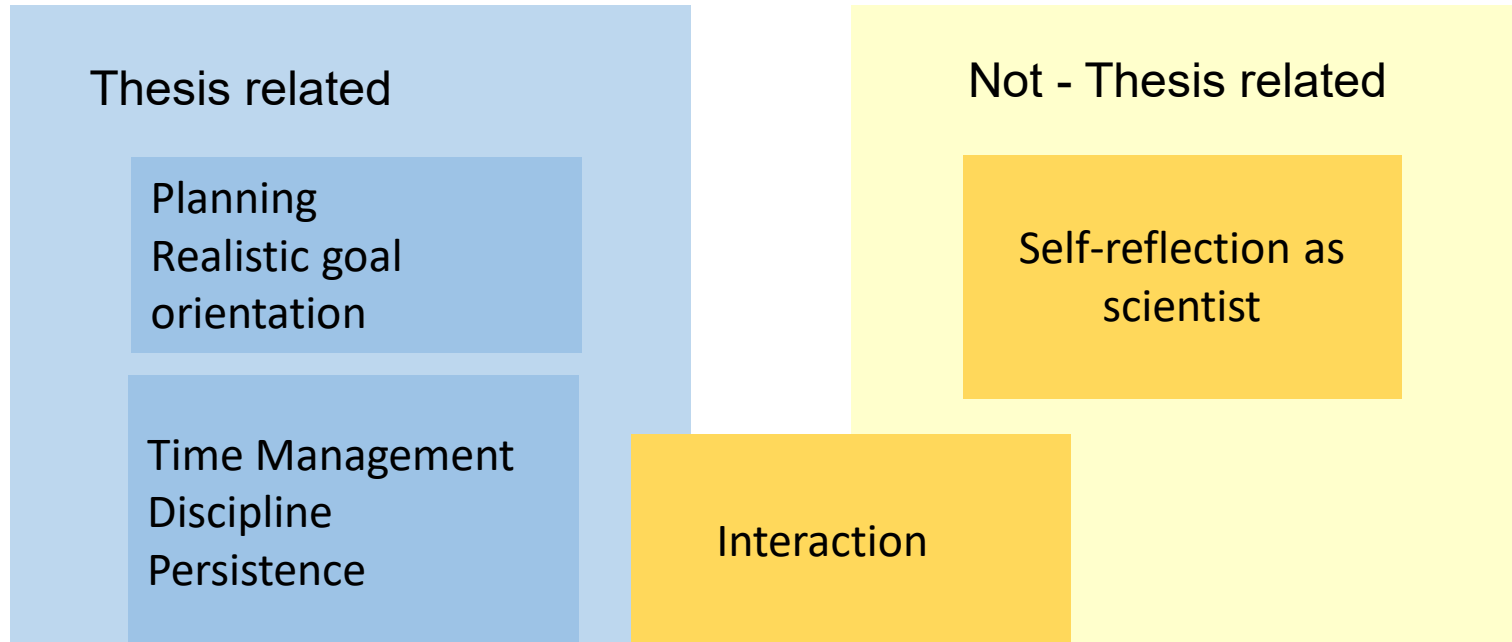
# Why should someone employ scientists?

- ❖ **Analytical skills:** Ability to learn independently, to determine and to assess main facts and figures, to create and test hypotheses
- ❖ **Communication skills:** Summarization and presentation of scientific results orally as well as in writing; training other people by explaining and introducing methods
- ❖ **Interdisciplinary and intercultural competences:** ability to practice exchange between different sciences and cultures
- ❖ **Strategic competence:** ability to manage one project over a minimum of three years by planning, coordinating and finalizing
- ❖ **Detail orientation:** Ability to work precisely and conscientiously

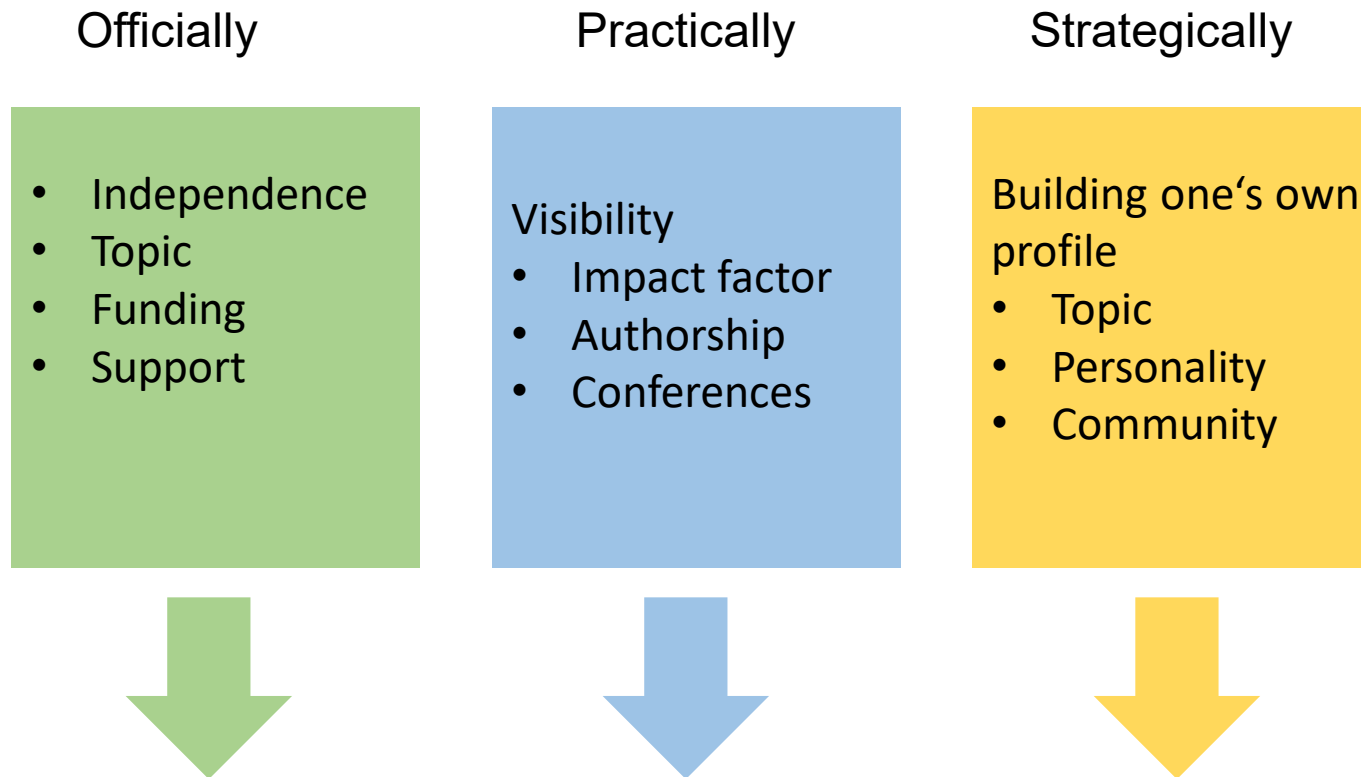
# PhD students – what should they learn



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# Postdocs – what is different?



**A Postdoc position should always be more than a continuum of a PhD project.**

# Development of PhD and Postdoc Skills

## Technical/scientific

- Part of every-day work

## Beyond Science

- Relevant courses at University
- and outside

## Social Skills

- Voluntary activities,
- Not-thesis related work
- Social engagement

## Personal Skills – just do it!!!

- Self-reflection
- Self-organisation
- Goal orientation

# Employers' expectations

Technical/scientific  
Knowledge  
Methods and  
techniques

Beyond Science  
Language, IT  
Project M.  
Business basics and practical experience

Social Skills

- Communication
- Moderation
- Leadership

Personal Skills

- Self-reflection
- Self-organisation
- Goal orientation



# Find your niche and meet the right people



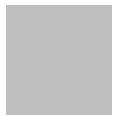
What should everybody know about you?



What is the benefit your employer will get?



Do you know 10 relevant people who offer relevant information?



Can you tell people a story that boosts your message?