Leadership Careers in the Life Sciences

Sheldon Schuster – President, KGI
Beckman Center, National Academies, August 31, 2009
KGI is the world’s only graduate institution devoted to educating future leaders for the life sciences industry. National Professional Masters Leader!

KGI offers a unique Masters of Bioscience degree (MBS) and a PhD in Applied Life Sciences

KGI is setting the standard for team-based, hands-on, real world education at the intersection of science and business.
The Life Sciences Industry

Severe shortage of experienced managers who know the science!
Industry Drivers

- Innovation
- Technology
- IP / Regulatory

Tech Risk

Transform

- Academia
- Pharma

Mkt Risk

- Age
- Numbers + / -
- Personalized medicine
- Cost!

Adaptability
Success and Failure – New Definitions
Dominant Factors in Applied Life Sciences Industries

- Discovery (≈8% of cost)
- Production
- Clin/Regulatory Affairs
- Intellectual Property
- Marketing
Industry Careers for PhDs who know management:

- Project Management
- Clinical Development
- New Product Development
- Regulatory Affairs
- Quality
- Bioprocessing & Operations
- Life Science Information Management
- Business & Corporate Development
- Strategic Marketing
- Corporate Communications
- Management Consulting
What employers want:

- Broad Scientific Knowledge
- Quantitative reasoning
- Ethical judgment
- Intercultural skills
- Social responsibility
- Self-knowledge
- Self-direction
- Global knowledge
- Writing
- Critical thinking
- Adaptability
- Oral communication
- Teamwork
What is a Professional Program?
The Professional Science Masters (PSM)
Postdoctoral Professional Masters of Bioscience Management

- 89,000 postdocs in US (est)
- Academic job market worst in three decades
- 50% of pursue careers in industry
- Almost none have ANY business training
KGI: NEW DEGREE PROGRAM

- Postdoctoral Professional Masters in Bioscience Management (PPM)
- Business/management/industry-specific focus
- 9-month or 12-month options (w/paid internship)
- TMP opportunities for tuition fellowships
- Extensive co-curricular activities
Sample courses

- Marketing Strategy and Assessment in the Life Sciences
- Accounting
- Corporate Finance
- Organizational Behavior
- Device & Biologics Regulatory Affairs
- Clinical Trials Design, Conduct & Strategy
- Bioscience Strategy
- Intellectual Property and Licensing
- Small Molecule Regulatory Affairs
- Bioscience Entrepreneurships
Design team

- Dennis Fenton, Chair
  - EVP, Amgen (ret)
- Bonnie Anderson
  - CEO, Veracyte Inc.
- Judy Heyboer
  - Sr. VP, Genentech (ret)
- Robert Curry
  - CEO Sensys Med, Managing Partner ATV
- Sean Gallagher
  - VP and CSO, UV Products Inc.
- John Baldeschwieler
  - Professor, Caltech (ret), founder of Gilead Sciences
- Ken Pickar
  - Visiting Professor, Caltech, VP Research GE (ret)
- Peter Barton Hutt
  - Covington & Burling, former General Council FDA
Networking and Industry Affiliations

- Employers of Alumni
- Corporate Partners
- TMP Sponsors
- Student Mentor Program
- Internship Sponsors
- KGI Advisory Council
Questions?

www.kgi.edu