**CAREER ADVICE #355 | Ashley Miranda\_Phoenix\_IT\_15 April 2021**

**LinkedIn Premium Group**

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hello Everyone,

I have decided to change careers and enter the field that aligns better with my long term goal: laboratory work. I have worked as an Environmental Health Specialist (EHS) for 3+ years. However, due to my lack of professional experience in lab work I am finding it extremely difficult to get an interview for entry level lab positions.

I have one semester of volunteer work when I attended university as well as my lab coursework. It doesn’t seem like it’s enough. I am considering applying for positions that do not require a BS, but this is a last resort considering the extreme pay decrease.

What recommendations can professionals working in this industry give for someone in my predicament? How can I compete lacking that crucial lab experience?

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Good day Ashley,

Some ideas to consider:

Gary Vaynerchuk

Active Interviewing

Health science innovation

Health science venture capital

Clubhouse

E.O.I. Technologies (in Calgary)

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Gary Vaynerchuk

Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, FB live, TikTok live and Clubhouse chats with students, business owners, musicians, corporate executives and others.

A few links for you to consider:

Crushing It. His audiobook may be a good start: https://adbl.co/2YfafaS

Several women featured on “Crushing It” include:

[Amy Landino](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) (Amy Schmittauer | Savvy, Sexy, Social) | http://amylandino.com/

[Jenna Soard](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) (You can brand) | https://www.youcanlaunch.com/

Mimi Goodwin | Sew Sew Def magazine | https://mimigstyle.com/

Dr. [Chithra Durgam, DDS](https://www.linkedin.com/feed/update/urn%3Ali%3Aactivity%3A6705879138181369856/?commentUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6705974314035888128)&replyUrn=urn%3Ali%3Acomment%3A(activity%3A6705879138181369856%2C6706826314214723584)) | dentist created a Musicly video

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Please see post 2 of 10 | Gary Vaynerchuk (continued)

POST 2

Hi Ashley,

This is post 2 of 10

Gary Vaynerchuk (continued)

Inside 4D’s | It’s Never Too Late to Start | 27 September 2019

Podcast Link | https://apple.co/32crZkS

YouTube video link: http://bit.ly/2VFhHYc

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Value of Pursuing your Hobby | 4 April 2019

Patience, opportunities available in 2019 and how gratitude drives ambition

Link: https://apple.co/2ONfIh5

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Active interviewing | by Eric Kramer

Eric Kramer wrote this book approximately 10 years ago and in my view, the principles remain relevant today. The book provides useful and practical tips to improve your chances before, during and after a job interview.

There are many resources on-line and in fact, if you Google key “interview” words you will receive millions of possible results. After I Googled: “interview questions” (1.5 billion results returned); “Interview answers” (542 million), “strength and weakness interview answers” (10.3 million).

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These are some links for you to consider:

Eric Kramer on LinkedIn | https://www.linkedin.com/in/erickramercareerexpert/

Website | https://www.activeinterviewing.com/

Audiobook on Audible / Amazon | <https://adbl.co/2PFfugF>

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Please see post 3 of 10 | Health Science innovation

POST 3

Hi Ashley,

This is post 3 of 10

Health science innovation

During my investor relations work from 2018 to 2020 with various health-care startups including Curaizon (UK), Digipharm (Switzerland), and AI Vali (Toronto), I spent a lot of time researching the venture capital funding announcements in this space.

The pandemic has placed a renewed emphasis on R&D in health science. Your knowledge and awareness of such innovation (to the extent not covered in your work at Maricopa County) will likely improve the nature and level of conversations you have with potential employers, including allowing you to be an “Active” or “more Active” interviewer.

To following three examples represent recent health-care related funding announcements from the various venture capital newsletters that I subscribe to. This is not meant to be a complete list.

Please see post 4 of 10 | Health Science innovation (continued)

POST 4

Hi Ashley,

This is post 4 of 10

Health science innovation | continued

13 April 2021 | StrictlyVC newsletter

**Repertoire Immune Medicines**, a Cambridge, Ma.-based biotech company focused on cancer, immune disorders, and infectious disease, has raised $189 million in Series B funding from **Flagship Pioneering**, **Softbank Vision Fund 2**, the **Public Sector Pension Investment Board**, the **Alaska Permanent Fund**, and **Invus**.

FierceBiotech: https://bit.ly/3dkXv8i

1 April 2021 | StrictlyVC newsletter

**Tyra Biosciences**, a Carlsbad, Ca.-based biotech company targeting acquired resistance in oncology with purpose-built drugs, has raised $106 million in Series B funding to accelerate and expand its in-house drug discovery platform. **Nextech Invest** led the round, joined by **Cormorant Asset Management**, **BVF Partners**, **Janus Henderson Investors**, **Logos**, **Alta Partners**, **RA Capital**, **Boxer Capital of Tavistock Group**, and **Canaan**.

FierceBiotech: https://bit.ly/3e7ROd5

25 March 2021 | FinSMEs Ltd newsletter

**CND Life Sciences, Inc.**, a Phoenix, AZ-based innovative medical technology company, closed a $2.4m seed financing round | https://bit.ly/3x2Xm12

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Please see post 5 of 10 | Health Science innovation (continued)

POST 5

Hi Ashley,

This is post 5 of 10

Newsletters | Healthcare and Technology focused

You may want to consider subscribing to various tech news feeds that feature funding announcements in many sectors, not just healthcare. These publications include:

MedCity News | https://medcitynews.com

FierceBiotech | https://www.fiercebiotech.com/

StrictlyVC | [https://www.strictlyvc.com/](%22)

Techcrunch | https://techcrunch.com/tag/newsletters/

UKTN | https://www.uktech.news/

FinSME’s | https://www.finsmes.com/the-daily-deal-newsletter

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Health science venture capital

During my 2018 and 2020 investor relations work with health-care startups, I also came across many Venture capital companies investing in the health sciences space (you will see their names appear on the funding announcements I noted above). One common feature is that such Venture Capital firms tend to hire PhD’s, physicians, scientists, research specialists, MD’s and related experts to advise them. Likewise, when portfolio companies receive funding, they tend to hire similar experts to help them grow.

Please see post 6 of 10 | Health science venture capital (continued)

POST 6

Hi Ashley,

This is post 6 of 10

Health science venture capital | continued

The following is a sample of healthcare focused VC’s in the US. This list is not meant to be complete. Google or other search may reveal additional entities:

Arix Bioscience | https://arixbioscience.com

Bain Capital Life Sciences | www.baincapital.com/locations

KdT Ventures | https://www.kdtvc.com

Longitude Capital | http://www.longitudecapital.com

Oak HC/FT | https://oakhcft.com

OrbiMed | http://www.orbimed.com

Quaker BioVentures | http://www.quakerbio.com/

Signet Healthcare | http://www.signethealthcarepartners.com/

Embark Ventures | https://www.embark.vc/

FundRx | https://www.mbxcapital.com/

Proxenia Venture Partners | https://www.proxeniavp.com/about/

Varsity HealthCare Partners |tps://varsityhealthcarepartners.com

Westlake Village BioPartners | https://westlakebio.com/

Please see post 7 of 10 | Health science venture capital (continued)

POST 7

Hi Ashley,

This is post 7 of 10

VC’s and Portfolio companies

Consider scrolling through the websites of the VC’s to find the “Investments” or “Portfolio” links to find the companies that are located in Arizona or others in which their underlying business is of interest to you. Follow them on LinkedIn & Twitter. Subscribe to newsletters.

Consider reaching out to specific companies and/or individuals for advice, mentorship and/or job openings. Consider both the VC’s and the portfolio companies.

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Clubhouse

Link to website | [https://www.joinclubhouse.com/](%22)

You may be aware of the Clubhouse App that is increasingly becoming popular and frequently being used by celebrities and influencers to talk about everyday issues with everyday folks. In fact, it became even more popular when Elon Musk and Mark Zuckerberg separately blew up the chat rooms when they came “Clubbing”.

Tanisha Cherry, a #podcaster here in #Calgary was a guest on #CalgaryBusinessPodcast to talk about her chatroom “Welcome to Clubhouse”. This is a link to that podcast: <https://bit.ly/37k9TC9>

Tanisha also prepared a #YouTube explainer video: [https://bit.ly/2Z41e2e](%22)

Please see post 8 of 10 | Clubhouse (continued)

POST 8

Hi Ashley,

This is post 8 of 10

Clubhouse | continued

How is all of this “Clubbing” relevant to you? You could create a Clubhouse chat room to invite lab experts from the Arizona Center for Cancer Care to talk about all things around careers in that space – years of experience needed, current areas of focus, impact of Covid and shift to on-line labs, impact of current innovation on lab work.

You could also try and invite experts from one or more of the health sciences companies that have recently received funding and may want to get their market their product.

For example, what if you invited executives from Labster, including Michael Bodekar, Mads Tvillinggaard Bonde, Jesper Lindhardt and Jean Hallem to talk about their “virtual reality” labs? This 10 February 2021 funding announcement may provide some context

**Labster**, a nearly nine-year-old, Copenhagen-based edtech startup that sells virtual STEM lab simulations to institutions, has raised $60 million in Series C funding led by **Andreessen Horowitz**, with participation from earlier investors **GGV Capital**, **Owl Ventures** and **Balderton Capital**.

Techcrunch article: https://tcrn.ch/3aiOLxM

Please see post 9 of 10 | Clubhouse (continued)

POST 9

Hi Ashley,

This is post 9 of 10

Clubhouse | continued

You could invite experts from one or more of the health-sciences focused venture capital companies to talk about their key areas of focus when they invest in a health sciences startup.

For example, Andreesen Horowitz is a key investor in Clubhouse and also an investor in Labster. The host of the Andreesen Horowitz podcast (called “a16z”), Sonal Chokshi, is an avid Clubhouse user. You could invite Sonal and Scott Kupor, the lead investor on the Labster funding announcement above.

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Imagine the discussion you will have with recruiters and HR managers in 12 to 18 months AFTER hosting such panel discussions? Imagine how your candidacy will differ from those candidates that have simply worked in the lab?

Please see post 10 of 10 | E.O.I. Technologies (in Calgary)

POST 10

Hi Ashley,

This is post 10 of 10

E.O.I. Technologies (in Calgary)

Your work with the Mobile Food and Special Events program at Maricopa County reminded me of my podcast chat with Alex Sulkin from EOI Technologies here in Calgary. The core focus of EOI Technologies is on deploying their sensor technology within food production facilities to increase food safety and quality. You could invite their team to speak in your “Clubhouse” chat room and learn more about their work and assess applicability to your Registered Sanitarian work around the Maricopa County Food Code. Maybe a simple Zoom chat could be sufficient before inviting them “On Stage”.

Link to their website | https://www.eoi-technologies.com/

Alex Sulkin LinkedIn profile | https://www.linkedin.com/in/alex-sulkin-aa52614b/

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Good luck and have fun!