**Advice #312 Kevin Doan \***

**Developer & Bio-Tech | 22 October 2019**

**Los Angeles**

**Via LinkedIn Premium Career Group**

*(Might be a little bit of a rant, but I'm genuinely asking for advice) As a coding bootcamp graduate, I'm finding it almost impossible to land any interviews. I knew what the outlook would be like joining a coding bootcamp, but the people (computer science professor, friends in the industry, family) who told me to pursue the bootcamp anyways said, "You have a Bachelors in Biotechnology and you were a restaurant server/assistant manager. Biotechnology is not an easy degree to obtain and you have communication skills from working in a restaurant. Recruiters will notice this and you'll be fine!" But I'm quickly discovering that is not the case; I've had one company tell me that I "don't have enough Computer Science education" to join as a junior developer. The other ~150 companies I've applied to have rejected me or ignored me. In regards to not having enough CS education, I've already applied to Georgia Tech OMSCS so now it is just a waiting game until I DO have enough CS education, but in the mean time, what should I do? I'm still applying to companies and working on side projects for my resume, but I'm scared if I go back to working in a restaurant or go into biotech, it'll make me stray further from my goal. Any advice?*

Hi Kevin,

Based upon your message, I submit the following summary:

* • Bio-tech innovation
* • Gary Vaynerchuk
* • Coding network
* • Angel List
* • Outreach

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Bio-technology innovation

For the past 18 months, I have followed technology investments announced in various tech news feeds: StrictlyVC newsletter, Crunchbase News, Techcrunch, VentureBeat, UKTN and FinSME’s Inc.

One thing that is unique about the StrictlyVC and FinSME newsletters is the focus on investments in SaaS verticals (software as a service), artificial intelligence, machine learning, augmented reality, robotic process automation, robotics, etc in virtually all sectors – real estate, retail, hospitality, healthcare, construction, fintech, insurance, education, farming, manufacturing, robotics, ridesharing, food delivery, autonomous vehicles – and virtually all disciplines -- HR, accounting, logistics, digital marketing, cybersecurity, big data management.

When I searched my emails for “Biotechnology” funding over the period 11 September 2019 to 21 October 2019, the following funding announcements of bio-tech companies were included therein:

See post 2 of 6 | Bio-tech innovation (continued)

POST 2

Hi Kevin,

This is post 2 of 6,

Bio-tech innovation (continued)

LyGenesis, Inc. | Pittsburgh, PA-based biotechnology company focused on organ regeneration recently raised $4m | https://www.lygenesis.com/

Amarna Therapeutics | Leiden, the Netherlands-based biotechnology company recently raised €10m | http://www.amarnatherapeutics.com/

Future Meat Technologies |Israel-based biotechnology company recently raised $14m for developing a distributive platform for the cost-efficient, GMO-free production of meat directly from animal cells, without the need to raise or harvest animals | https://www.future-meat.com/

Prokarium, a London, UK-based biotechnology company recently raised £4.59m | https://www.prokarium.com/

Ribometrix | N.C.-based biotechnology company developing small molecule therapeutics that directly target RNA to treat human diseases, recently raised $7.8m | https://ribometrix.com/

A-Alpha Bio | WA-based biotechnology startup for pharmaceutical companies recently raised $2.8M | https://www.aalphabio.com/

See post 3 of 6 | Bio-tech innovation (continued)

POST 3

Hi Kevin,

This is post 3 of 6,

Bio-tech innovation (continued)

Divide & Conquer | UK-based biotechnology company recently raised £10m | https://conquer.bio/

InDevR, Inc. | Boulder-based biotechnology company focused on developing and commercializing novel analytical technologies for biologic process development and monitoring, raised $7m | https://indevr.com/

NOTE: This is just a sample. See below for ideas on combing your coding passion with your bio-tech degree from CalState Fullerton.

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Gary Vaynerchuk

Gary Vaynerchuk’s views on branding and awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice fit right into your desire to continue pursuing your software developer / coder passion. In parallel, there appears to be sufficient innovation in bio-tech such that give time, you could actually get a coding job with a bio-tech firm.

In my view, the following podcasts may trigger ideas applicable to your situation:

Advice to 23-Year old marketer:

Podcast Link | [apple.co/2VcHxVI](http://apple.co/2VcHxVI)

YouTube video link: <http://bit.ly/2GQiyOR>

See post 4 of 6 | Gary Vaynerchuk (continued)

POST 4

Hi Kevin,

This is post 4 of 6,

Gary Vaynerchuk (continued)

Chat with a College Graduate:

YouTube Link: <http://bit.ly/2Vylgmd>

Podcast link: [https://apple.co/2E9K49d](https://podcasts.apple.com/ca/podcast/the-garyvee-audio-experience/id928159684?i=10004)

Joint session with Tim Ferriss:

Apple Podcast: https://apple.co/2XVGfMD

YouTube LINK: <http://bit.ly/2J1uOP2>

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Developer / Coder Network

To be clear, I am not a coder. In an effort to recruit developers for our Blockchain project back in 2018, I started following the 100daysofcode on Twitter. Over the last 18 months, I collected a few names of true software engineers, full stack developers and other coder types that may be beneficial for you to consider separately connecting:

Abdullah Galal

Adeel Tahir

Akshobh K

Allan Kirui

Andrew Merrell

Audrey Delgado

Austin Cumberlander

Dan Englishby

Dmitry Shiryaev

Dmitry Valeev

Dylan Gustafson

Ehab Esmat Zein

Emmanuel Abba

Emmanuel Oluwabunmi

Esther Omoathebu

Farhan Ihsan

Fatima Tambajang

Furqan Freed

Gopichand Kodimela

Hafiz Muhammad Bilal

Hassan Chadad

Hunter Metts

James Njunge

Jason Jia

John Giddings

Jonathan Peterson

JUAN SANSON Jr

karthikeyan D

Ken Trueba

Khaled Shalaby

Lionel Clark

Magnus Dufwa

See post 5 of 6

POST 5

Hi Kevin,

This is post 5 of 6,

Developer / Coder Network (continued)

Mahamoud Warsame

Maruthi Kashibhatla

Meaghan Thorpe

Mwenda Mugendi

Nabila Amreen

Neha Wadhawan

Osamu Morozumi

Phuong T. Ho

Prabhjyot K

Praveen Kumar

Ramez Mahmoud

Reid Jacobs

Renier Rumbaoa

Saleem Riaz

Sami Ulhaq

Sean Rogers

Shante Austin

Spoorthy Annapareddy

Stephen Finch

Sumit Verma

Tania Rascia

Tejumade Afonja

Terry Reynolds

Thierno Sadou Diallo

Vineet Sharma

Wesam Taha

Winnie Bosibori

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Angel List | (https://angel.co)

Tech startups primarily use this site to list both their technical & non-technical roles. A quick search on the site revealed:

28,600+ startups across the globe list open roles

11,700+ in USA

5,015 in California

2,389 in San Francisco

1,284 in Los Angeles

195 in San Diego

102 in Oakland

You may want to consider setting up a profile on the site in order to get familiar with some of the companies listed thereon. There are many software developer roles listed with “Remote Ok” and as you gain developing experience over the coming months, you can consider reaching out to such startups. They may not always use normal recruiting channels to find staff.

See post 6 of 6 | Outreach

POST 6

Hi Kevin,

This is post 6 of 6,

Outreach

Once you are ready to reach out to developers and various companies (CEO’s, founders, HR managers), then you may want to consider using LinkedIn to commence your outreach.

Step 1: Prepare 300-character introduction

Use LinkedIn “Personalized Message” to connect. Not everyone will reply and accept your request when you simply click on “Connect” with the template reply “Kevin Doan wants to connect with you”.

Sample introduction for the CEO of InDevR (Kathy Rowlen) could be as simple as:

Hi Kathy, I am reaching out to bio-tech startups to expand my network. I recently graduated from CalState Fullerton and would be keen to connect to obtain your advice and guidance on working in this sector. Regards, Kevin

[NOTE: This is a sample; you will likely want to tailor to your own words and find an introduction that makes sense for you]

(c): When they accept your connection, thank them & request permission to send your resume; confirm appropriate email address.

Step 2: Use email to send your resume & relevant cover letter

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**Have fun researching!**