**Career Advice #198 | Neisha Nelson**

**Healthcare | 8 June 2019**

**New York City**

**Post via Brigette Hyacinth**

I’m struggling with job search for a while now. I’ve had my resume revamped, I continue to network network network and still have been invaluable experience, but I’m not giving up. Thank you for the inspiration Brigette

Hi Neisha,

I am a 53-year old Canadian CPA living in Qatar. Since November 2018, I have been working as Investor Relations advisor to Digipharm, a healthcare payments startup out of Switzerland. I have researched investments in healthcare and bioscience startups reported by Techcrunch, Crunchbase, VentureBeat and StrictlyVC newsletter (compiled by Connie Loizos, Alex Wilhelm & Kate Clark). Two key findings:

Venture Capital (VC) funding has been significant for innovative biotech and healthcare companies

VC investment professionals are represented by MDs, PHDs, Physicians, Pharma to make more informed investment decisions

I will explore options for you in this space. But first, some career & job search ideas:

Fairygodboss | career community for women | https://fairygodboss.com/

Landit |women’s career fulfillment | https://landit.com

Zippia | plan careers | www.zippia.com

Enzyme Health | recruiting marketplace for clinical tele-health jobs | [www.EnzymeHealth.com](%22http://)

AvraTalent | startups & candidates | https://avratalent.com/

Career List | recruiting site | https://www.careerlist.com/

See post 2 of 5 | Job search (cont/)

2nd POST

Hi Neisha. This is post #2 of 5

Job search links (cont/)

CareerArc | social recruiting | https://www.careerarc.com/

ConveyIQ | https://www.conveyiq.com/

SmartRecruiters | https://www.smartrecruiters.com

Teamable |employee referral & hiring | www.teamable.com

ZipRecruiter | online postings | http://www.ziprecruiter.com/

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Angel List |https://angel.co | primarily tech startups list tech & non-tech roles here. Quick search revealed:

10,399 startups across USA

2,781 in New York State

2,565 in NYC

NOTE: When I included “Health” words in the “keywords” search, the amended results for NYC include:

Healthcare - 182 startups

Health & Wellness (110)

Lifesciences (43)

Digital Health (39)

Startups may not always use traditional recruiting sites. When startups grow, they will need experienced staff. Your Healthcare education and 14+ years work experience with healthcare project management will be valuable when combined with learning SaaS (software-as-a-service) applicable to healthcare.

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Set up your Angel List profile. Set up search agents. If the NYC results are not satisfactory, consider conducting similar searches in NJ, PENN, CONN

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See post 3 of 5 | VC in Healthcare

3rd POST

Hi Neisha. This is post #3 of 5

Healthcare-focused Venture Capital (VC) firms

Most VC’s list portfolio companies on their websites that range from startups to full commercial entities. There may be some cross over to Angel List. This is a selection of healthcare VC’s in NYC, Boston & SF:

NYC

Arix Biosci | https://arixbioscience.com

Aisling | www.aislingcapital.com | NYC

Deerfield Mgmt | http://www.deerfield.com/

OrbiMed | http://www.orbimed.com | NYC, SF & China

Perceptive Advisors | https://www.perceptivelife.com | NYC

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

Windham | http://www.windhamvp.com/

Boston

Atlas | https://atlasventure.com

BioStar | https://www.biostar-capital.com

Flybridge l | http://www.flybridge.com

Novartis Venture Fund | https://www.nvfund.com

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

Polaris | https://www.polarispartners.com

Remiges |www.RemigesVentures.com

SF

BVF Ptrs | http://www.bvflp.com/

Astellas | https://www.astellasventure.com

Pivotal BioVen | https://pivotalbiovp.com

Health Ventures | http://healthy.vc/

Morgenthaler Ventures | <http://www.morgenthaler.com/>

See post 4 of 5 | VC Action Plan and Healthcare Innovation

4th POST

Hi Neisha. This is post #4 of 5

VC’s | Proposed action plan

1) VC’s. Learn managing partners, investment associates & research analysts. Follow VC on LinkedIn & Twitter. Subscribe to VC newsletter. Read & save links to news articles, especially on funding.

2) VC portfolio companies. VC firms typically have “Portfolio” links on their websites. Make lists of companies you want to know more about.

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Healthcase Innovation

Understanding & awareness of SaaS (software-as-a-service) is critical to an effective job search. SaaS products have moved from the “IT Department” to the “Operations” teams running the business. Some examples:

Health-care SaaS

Notable | AI for physician visits | http://notablehealth.com

Bridge Connector | integrate health systems | https://bridgeconnector.co

CirrusMD | chat-first virtual care | https://www.cirrusmd.com

Doctolib | schedule doctor’s visits | https://www.doctolib.fr/

Redox | healthcare providers & vendors digitally share data | www.redoxengine.com

Health-care AI / ML

Qventus | AI predict patient patterns; improve hospital staffing & care | www.qventus.com

LeanTaas |AI & ML to help providers | https://leantaas.com

See post 5 of 5 | Healthcare SaaS (cont/)

5th POST

Hi Neisha. This is post #5 of 5

Health-care AI / ML (cont/)

NarrativeDx | AI for patient experience | https://www.narrativedx.com

Suki | AI & voice enabled doctors assistant | https://www.suki.ai

Healthcare Specialty

Labster | virtual labs to teach STEM | www.labster.com | TedTalk | https://youtu.be/iF5-aDJOr6U

EverlyWell | in-home health tests | www.everlywell.com

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Learning SaaS

To learn most SaaS, you DO NOT NEED to attend classes or need to be an IT expert. SaaS today are affordable & bolt-on to existing ERP systems.

SaaS can be readily learned: download free demo; subscribe to newsletter; follow company on LinkedIn, Twitter, FB & IG

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Outreach to Startups / VC portfolio companies / HR recruiters

Step 1: Use **LinkedIn**

(a): Prepare 300-character introduction

(b): Use LinkedIn “Personalized Message” to connect

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

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

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Feel free to DM me to bounce ideas. Have fun researching!