

careers in

bio-pharma
and
healthcare



bio-pharma and healthcare at MIT Sloan

Whether you are interested in pharmaceuticals, biotechnology, medical devices, healthcare, or life sciences, MIT Sloan offers great pathways into these industries. In addition to the outstanding faculty and courses focused in these areas, you will benefit from MIT Sloan's vast alumni network and its proximity to Cambridge and Boston, the hubs of the biotechnology and healthcare industries.

"My background is in the life sciences industry, working both in a laboratory and as a genetic counselor. I came to MIT Sloan to transition to the business and particularly the marketing side of this industry. MIT Sloan is geographically positioned to make contact with the most preeminent and cutting edge biotechnology companies in the world. Many MIT Sloan alumni hold positions in these firms. My career counselor was helpful as I navigated the process of deciding which companies were best suited to my future goals. This process led me to accept a position in marketing with Genzyme Genetics here in the Boston area."

— Kristina Habermann, Genzyme Corporation, MBA '08



Adrian Gottschalk, MBA '03, SM '04

Texas A&M University, BS Biochemistry

I have a solid background and vernacular from BEP that has accelerated my career path with Biogen Idec as Director of New Product Commercialization, Oncology/Rheumatology.

I have the confidence to relate to both the business savvy individuals, such as those in a finance business planning group, as well as the basic scientists. This allows me to bring together pieces of the business in new ways that lead to significant value creation.

BEP exposes you to a corporate finance lecture in the morning and a hands-on neuroanatomy lab in the afternoon. It prepares you for the challenges of the healthcare sector, which include the scientific and medical challenges as well as the regular business worries regarding contract terms, financials, and market share.

Inside the Classroom

- 15.121 Clinical Trials in Biomedical Enterprise
- 15.122 Critical Reading and Technical Assessment of Biomedical Information
- 15.123 Dynamics of Biomedical Technologies
- 15.124 Evaluating a Biomedical Business Concept
- 15.137 Case Studies and Strategies in Drug Discovery and Development
- 15.141 Economics of the Health Care Industries
- 15.163 Principles and Practice of Drug Development
- 15.363 Strategic Decision Making in the Biomedical Business
- 15.970 Seminar in Management: Economics & Sociology of Science and Technology

MIT Sloan Biomedical Business Club

The MIT Sloan Biomedical Business Club is a student-run organization that promotes leadership and involvement in the life science industries comprised of biotechnology, pharmaceuticals, medical devices and healthcare. The club is a forum for ideas and actions linking students, scientists, and professionals from leading universities, businesses, and non-profit organizations.

Sample of Club-sponsored activities:

- > **BioInnovations Conference**
- > **BioStrategy Speaker Series**
- > **BioBusiness Labs**
- > **Tech Treks: Massachusetts, New York/New Jersey, California, Iceland, London**

Biomedical Enterprise Program

The Biomedical Enterprise Program (BEP) exposes students to an integrated curriculum focused on the complex process of product development and commercialization in the health care industry. The program is jointly administered by the Harvard-MIT Division of Health Sciences and Technology and the MIT Sloan School of Management. BEP students have access to unprecedented research resources and faculty talent from MIT, Harvard, MIT Sloan, and Harvard Medical School – including the affiliated teaching hospitals. BEP's unique and fully integrated curriculum in biomedical science and business equips students with the intellectual foundation and entrepreneurial skills they need to discover and lead innovation in the biomedical industry. For more information, please visit: <http://bep.mit.edu/program>

Students on a bio trek to Silicon Valley stand in front of Zonare Medical Systems, Inc. with Andrew Farquharson, VP of Incube Ventures and Glen McLaughlin, CTO of Zonare Medical Systems, Inc.



Sample of Companies Recruiting at MIT Sloan:

Pharmaceuticals and Biotechnology:

Pfizer
GlaxoSmithKline
Genentech
Genzyme
Amgen

Medical Devices:

Medtronic
ThermoFisher Scientific
Boston Scientific

Healthcare:

Partners Health
United Health
Northwestern Memorial Hospital

Consulting:

Bain & Company
Boston Consulting Group
Booz Allen Hamilton
L.E.K. Consulting
Putnam Associates
Leerink Swann & Company

A sample of recent speakers:

- > **Noubar Afeyan**, Founder and Partner, Flagship Ventures
- > **Charles Baker**, CEO, Harvard Pilgrim
- > **James Green**, SVP, Biogen Idec
- > **John Maraganore**, CEO, Alnylam Pharmaceuticals
- > **Tuan Ha Ngoc**, CEO, AVEO Pharmaceuticals
- > **Suzanne Sensabaugh**, Sr Director, TEVA-USA
- > **John Sullivan**, Director, Leerink Swann & Co.
- > **Daniel Vasella**, CEO, Novartis
- > **Christoph Westphal**, CEO, Sirtris Pharmaceuticals
- > **Andrey Zarur**, CEO, BioProcessors



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<http://mitsloan.mit.edu/mba>