

job families

EXPLORATION

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DR discovery RESEARCH

JOB GROUPS

RESEARCH DISCOVERY

Researchers in this area conduct experiments and direct research activities to discover new medications. Researchers work to design and perform research experiments at the molecular level through detailed manipulation, observation, data analysis, and interpretation. After performing experiments, these professionals analyze the data and interpret the results.

BIOINFORMATICS

Bioinformatics professionals build the technological tools that are needed to improve the data analysis process for large data sets. In short, workers in the bioinformatics job group use advanced mathematical algorithms and computer science to organize, analyze, and interpret biological data.

EXAMPLE OCCUPATIONS

SCIENTIST/PHARMACOLOGIST

Qualifications:
M.S. or Ph.D. in Biology
Salary Range:
\$60,000 - \$120,000

BIOINFORMATICS SCIENTIST

Qualifications:
M.S. or Ph.D. in Statistics/Biostatistics
Salary Range:
\$85,000 - \$110,000

LABORATORY ASSISTANT

Qualifications:
High School Diploma
Salary Range:
\$25,000 - \$45,000

ANALYST

Qualifications:
B.S. in Computer Science, Mathematics, Bioinformatics, or Molecular Biology
Salary Range:
\$25,000 - \$35,000

MS manufacturing & supply chain

JOB GROUPS

PLANNING & SUPPLIER MANAGEMENT

Workers involved with planning and supplier management ensure that the organization is aware of the market trends that may influence production. In addition, they manage the vendors who supply the raw materials used in drug production.

PRODUCTION & OPERATIONS

Workers involved in production and operations follow strict processes in the assessment of test samples, purification procedures, and maintenance of advanced equipment. In addition, organizations must ensure that the raw materials needed at various stages of production are available.

TRANSPORTATION & DISTRIBUTION

Products must be made available to customers. There are many workers in an organization that are involved in the process of putting shipments together and transporting them to customers. For example, workers must package and monitor shipments and make sure that the company is following all of the state laws associated with transporting of goods.

FACILITIES

Workers in this area maintain facility equipment and space to ensure that all safety standards are met. In addition, they provide guidance to develop standard operating procedures.

EXAMPLE OCCUPATIONS

DIRECTOR OF PLANNING & FORECASTING

Qualifications:
Ph.D. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$150,000 - \$200,000

MANUFACTURING SUPERVISOR

Qualifications:
B.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$80,000 - \$120,000

TRANSPORTATION ANALYST

Qualifications:
High School Diploma/
B.S. in Business
Salary Range:
\$40,000 - \$80,000

SENIOR ENGINEER

Qualifications:
B.S. in Engineering
Salary Range:
\$80,000 - \$120,000

PLANNER

Qualifications:
B.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$40,000 - \$80,000

MANUFACTURING TECHNICIAN

Qualifications:
High School Diploma
Salary Range:
\$40,000 - \$80,000

WAREHOUSE TECHNICIAN

Qualifications:
High School Diploma
Salary Range:
\$30,000 - \$40,000

FACILITIES TECHNICIAN

Qualifications:
A.A./A.S. in Mechanical/
Electrical Field
Salary Range:
\$30,000 - \$40,000

B bio-business

JOB GROUPS

COMMUNICATIONS

Communications specialists support organizational relations with the public and investors. These individuals work to increase public awareness of company activities and scientific contributions.

INFORMATION SYSTEMS

Workers in this area provide technical support, computer software and hardware installation, system management, and maintenance of computer systems.

BUSINESS DEVELOPMENT

Workers in this job group engage in the preparation, negotiation, and management of contracts that have been secured. In addition, workers in this area identify strategic alliances for future contracts and licensure.

FINANCE/ ACCOUNTING

Workers in this job group keep track of the financial operations of the organization. They track financial systems such as external contracts, employee compensation, and stocks.

LEGAL

Many of the functional areas in bioscience companies benefit from legal advice when entering into contracts and agreements with everyone from clinical trial participants to material suppliers. In addition, these professionals may also help to prepare patent filings for the company.

HUMAN RESOURCES

Human resources professionals support organizational goals through the management of personnel. Employees in this group usually work in a specialized area. Key areas in most large firms include employee relations, compensation, benefits, training, and equal employment opportunity.

EXAMPLE OCCUPATIONS

CORPORATE COMMUNICATIONS MANAGER

Qualifications:
B.A. in Communications, English, or Business Related Field
Salary Range:
\$100,000 - \$150,000

CHIEF INFORMATION OFFICER

Qualifications:
B.S./M.S. in Computer Science, Information Technology, Business Administration, or a Related Field
Salary Range:
\$150,000 - \$250,000

BUSINESS DEVELOPMENT MANAGER

Qualifications:
B.S. in Marketing/
Business
Salary Range:
\$80,000 - \$100,000

FINANCE ACCOUNTING MANAGER

Qualifications:
B.S. in Accounting, Finance
Salary Range:
\$80,000 - \$100,000

LEGAL COUNSEL

Qualifications:
Law Degree
Salary Range:
\$150,000 - \$250,000

HUMAN RESOURCES MANAGER

Qualifications:
B.S. in Human Resources or Related Business Field
Salary Range:
\$80,000 - \$100,000

COMMUNICATIONS SPECIALIST

Qualifications:
B.S. or B.A. in Communications or Business
Salary Range:
\$40,000 - \$80,000

INFORMATION SERVICE TECHNICIAN

Qualifications:
High School Diploma
Salary Range:
\$40,000 - \$80,000

CONTRACTS ADMINISTRATOR

Qualifications:
B.S. in Business
Salary Range:
\$50,000 - \$80,000

FINANCIAL ANALYST

Qualifications:
B.S. in Finance Accounting
Salary Range:
\$50,000 - \$80,000

PARALEGAL

Qualifications:
B.S. Degree
Salary Range:
\$40,000 - \$80,000

HUMAN RESOURCES REPRESENTATIVE

Qualifications:
B.S. in Human Resources or Related Business Field
Salary Range:
\$40,000 - \$80,000

CD clinical DEVELOPMENT

JOB GROUPS

MEDICAL EXPERT

Medical experts provide support services throughout pharmaceutical companies. They provide training for clinical staff and use their medical expertise to consult marketing, sales, and regulatory affairs teams.

CLINICAL RESEARCH

Workers in the clinical research group carry out clinical trials, analyze data, and interpret results to make recommendations about whether new products should go to market.

BIostatISTICS

Scientists who engage in clinical trials are often supported by specialists who are skilled in applying advanced statistics in the analysis of diverse data sets. Scientists in this area use their expertise to guide the experimental design, data collection effort, and analysis.

MEDICAL WRITER

Clinical trial procedures and outcomes must be well documented to protect the company, trial participants, and consumers. Medical writers work with researchers and administrators to develop written documents for regulatory approval, scientific journals, conferences, and marketing initiatives.

CLINICAL TRIAL RECRUITMENT

Before a drug can go to market, the developing organization must demonstrate that it is effective and safe for human consumption. Managing the clinical trial process requires workers who will be able to develop and carry out a participant recruitment plan and work directly with participants.

EXAMPLE OCCUPATIONS

MEDICAL EXPERT

Qualifications:
M.S. or Ph.D. in Science (e.g., Biology)
Salary Range:
\$120,000 - \$200,000

DIRECTOR OF CLINICAL RESEARCH DEVELOPMENT

Qualifications:
M.S. or Ph.D. in Science (e.g., Biology)
Salary Range:
\$150,000 - \$200,000

DIRECTOR OF CLINICAL BIostatISTICS

Qualifications:
M.S. or Ph.D. in Biological/Biomedical Sciences
Salary Range:
\$120,000 - \$200,000

PROTOCOL DEVELOPMENT SCIENTIST

Qualifications:
B.S. or M.S. in Biological/Biomedical Sciences or R.N.
Salary Range:
\$80,000 - \$200,000

DIRECTOR OF CLINICAL PROJECTS MANAGEMENT

Qualifications:
B.S. or M.S. in Science
Salary Range:
\$80,000 - \$200,000

CLINICAL RESEARCH ASSOCIATE

Qualifications:
B.S. in Biological/Biomedical Sciences or R.N.
Salary Range:
\$40,000 - \$80,000

BIostatISTICS ASSOCIATE

Qualifications:
B.S. in Biological/Biomedical Sciences
Salary Range:
\$80,000 - \$110,000

MEDICAL WRITER

Qualifications:
M.S. in Science (e.g., Biology) or R.N.
Salary Range:
\$80,000 - \$110,000

CLINICAL TRIAL ASSOCIATE

Qualifications:
B.S. in Science or R.N.
Salary Range:
\$40,000 - \$80,000

QR quality/regulatory CONTROL/AFFAIRS

JOB GROUPS

QUALITY ASSURANCE

Workers in the quality assurance job group take the first steps to minimize product defects by establishing specific guidelines for the manufacturing process. Workers in this area manage and participate in the review of the manufacturing procedures.

QUALITY CONTROL

Once the process for manufacturing has been outlined and implemented, workers in the area of quality control work to make sure that the raw materials, equipment, and applied process all meet both internal and external standards.

VALIDATION

Validation specialists develop, implement, and manage testing plans and methods to ensure that the manufacturing procedures and resulting products meet regulatory requirements.

DISPENSARY/ MEASUREMENT

In order for the products to be manufactured, the large quantities of materials must be scaled down to sizes that are needed for individual production. Workers in this area need a solid understanding of measurement.

REGULATORY

Workers in the regulatory affairs job group ensure that the product development process and the final product meet the requirements of various regulating agencies. These workers prepare procedural documentation, ensure that the correct paperwork is submitted to the proper agencies, and notify employees within the organizations of required policies and procedures.

EXAMPLE OCCUPATIONS

QUALITY ASSURANCE MANAGER

Qualifications:
B.S. in Biological/Biomedical Science
Salary Range:
\$80,000 - \$120,000

QUALITY CONTROL ENGINEER/SUPERVISOR

Qualifications:
B.S./M.S. in Engineering
Salary Range:
\$60,000 - \$120,000

VALIDATION DIRECTOR

Qualifications:
B.S./M.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$120,000 - \$200,000

SENIOR TECHNICIAN

Qualifications:
Experience in Measurement
Salary Range:
\$40,000 - \$80,000

MANAGER REGULATORY AFFAIRS

Qualifications:
(B.S./M.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$80,000 - \$120,000

QUALITY ASSURANCE DOCUMENTATION ADMINISTRATOR

Qualifications:
High School Diploma
Salary Range:
\$30,000 - \$50,000

QUALITY CONTROL TECHNICIAN

Qualifications:
High School Diploma
Salary Range:
\$35,000 - \$60,000

VALIDATION SPECIALIST

Qualifications:
B.S./M.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$40,000 - \$80,000

DISPENSARY TECHNICIAN

Qualifications:
Experience in Measurement
Salary Range:
\$30,000 - \$50,000

REGULATORY AFFAIRS ASSOCIATE

Qualifications:
B.S. in Science (e.g., Biology, Chemistry, Engineering)
Salary Range:
\$30,000 - \$50,000

SM sales & MARKETING

JOB GROUPS

SALES

Those working in the sales job group provide technical assistance and information to customers, the medical and scientific community, and pharmaceutical employees.

MARKETING

Marketing specialists use their expertise to provide recommendations for activities such as product packaging, marketing budgets, product launches, and product expansion.

EXAMPLE OCCUPATIONS

MEDICAL/CLINICAL SCIENCE LIAISON

Qualifications:
B.S. in Science (e.g., Biology, Chemistry, Engineering), MBA preferred
Salary Range:
\$80,000 - \$120,000

MARKETING RESEARCH MANAGER

Qualifications:
B.S. in Marketing or Business, MBA preferred
Salary Range:
\$80,000 - \$120,000

SALES REPRESENTATIVE

Qualifications:
B.S./M.S. in related Scientific Discipline (e.g., Biology), Marketing, or Communications
Salary Range:
\$30,000 - \$120,000

MEDICAL INFORMATION SPECIALIST

Qualifications:
B.S. in Pharmacy or Nursing or M.S./Ph.D.
Salary Range:
\$30,000 - \$70,000