

Biotech Careers In Action

@AusBiotech 2009



Joy Hewitt

Biota Holdings Limited

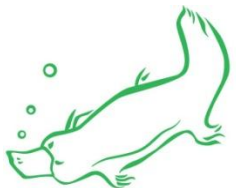


www.biotechnology.vic.gov.au



Current role

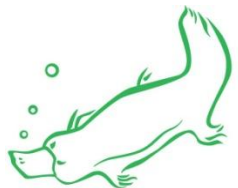
- Director of Business Development
 - Key functions
 - Partnering Biota's R&D programs
 - Securing new opportunities to expand Biota's pipeline
 - Defining and implementing portfolio and project management processes
 - Key activities
 - Preparing technology information packages
 - Identifying potential partners
 - Presenting information packages to potential partners
 - Coordinating due diligence activities
 - Preparing deal valuation models and term sheets
 - Negotiating deal terms
 - Preparing and reviewing agreements



The start of the journey

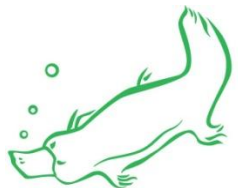


Work	Study
<ul style="list-style-type: none">• Pre-registration pharmacist<ul style="list-style-type: none">– Community pharmacy– Echuca & District Hospital– Prince Henry's Hospital	<ul style="list-style-type: none">• Bachelor of Pharmacy Victorian College of Pharmacy (now Monash University) • Registration exams, Pharmacy Board of Victoria

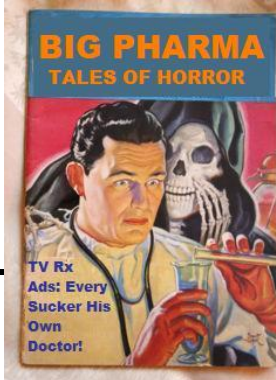


The journey continues

Work	Study
<ul style="list-style-type: none">• Clinical pharmacist roles<ul style="list-style-type: none">– Prince Henry's Hospital &– Monash Medical Centre<ul style="list-style-type: none">– pharmacovigilance– oncology– clinical trials	<ul style="list-style-type: none">• Graduate Diploma in Hospital Pharmacy Victorian College of Pharmacy• Masters in Applied Science (Health Statistics) Swinburne University of Technology



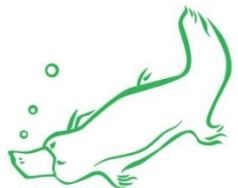
Crossing to the “dark side”



Work	Study
<ul style="list-style-type: none"> • Medical Affairs roles <ul style="list-style-type: none"> – SmithKline Beecham Intl <ul style="list-style-type: none"> – medical writing & information – issues management – training sales reps – medical marketing 	<ul style="list-style-type: none"> • Masters in Applied Science (Health Statistics) Swinburne University of Technology
<ul style="list-style-type: none"> • Marketing roles <ul style="list-style-type: none"> – SmithKline Beecham Intl – AMRAD Pharmaceuticals <ul style="list-style-type: none"> – product strategy – marketing messages & mix – advertising & promotion 	<ul style="list-style-type: none"> • Masters in Business Admin Australian Graduate School of Entrepreneurship, Swinburne University of Technology

Commercialising Australian R&D ...

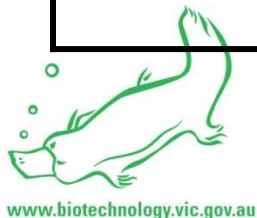
Work	Study
<ul style="list-style-type: none">• Business development roles<ul style="list-style-type: none">– AMRAD Pharmaceuticals– CSL Limited<ul style="list-style-type: none">– pharmaceutical in-licensing– partnering R&D projects & technologies– identifying & evaluating opportunities– proposals– technology valuations– negotiations– due diligence of acquisitions– corporate strategy	<ul style="list-style-type: none">• Masters in Business Admin Australian Graduate School of Entrepreneurship, Swinburne University of Technology



Out of the frying pan & into the fire



Work	Study
<ul style="list-style-type: none">• Chief Commercialisation Officer / General Manager<ul style="list-style-type: none">– EQiTX Limited<ul style="list-style-type: none">– commercialising EQiTX technologies– evaluating new investment opportunities– VacTX Pty Ltd<ul style="list-style-type: none">– defining & implementing business plan– overseeing preparation & implementation of research plans & budgets– managing the IP portfolio– collaborations & grants	<ul style="list-style-type: none">• Company Directors Course Australian Institute of Company Directors



To today ...

Work	Study
<ul style="list-style-type: none">• Director, Business Development<ul style="list-style-type: none">– Biota Holdings Limited<ul style="list-style-type: none">– out-licensing Biota programs– securing new opportunities	<ul style="list-style-type: none">• Masters in Commercial Law Monash University

Key learnings

- Give it a go!
- Keep your options open
- Those cliches are true
- Life-long learning
 - Your undergraduate degree is just your entry ticket
- You will have multiple careers throughout your working life

