



Career Paths for Researchers

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MY JOB HISTORY

- Chief Operation Officer BlueSky Vaccines GmbH
- Chief Business Developer Nuvonis Technologies GmbH
- Head of Unit Austria Wirtschaftsservice
- Co-Founder, Vice president AVIR Green Hills Biotechnology
- Group leader Max F. Perutz Laboratories Vienna
- PostDoc Medical University Vienna
- PhD. Boehringer Ingelheim Vienna
- Diploma Thesis Boehringer Ingelheim Vienna
- Biochemistry University Vienna

Established:	2014
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Location:	Vienna, Austria
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Stage:	preclinical
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Staff:	11
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Shareholders:	Founders, private business angels
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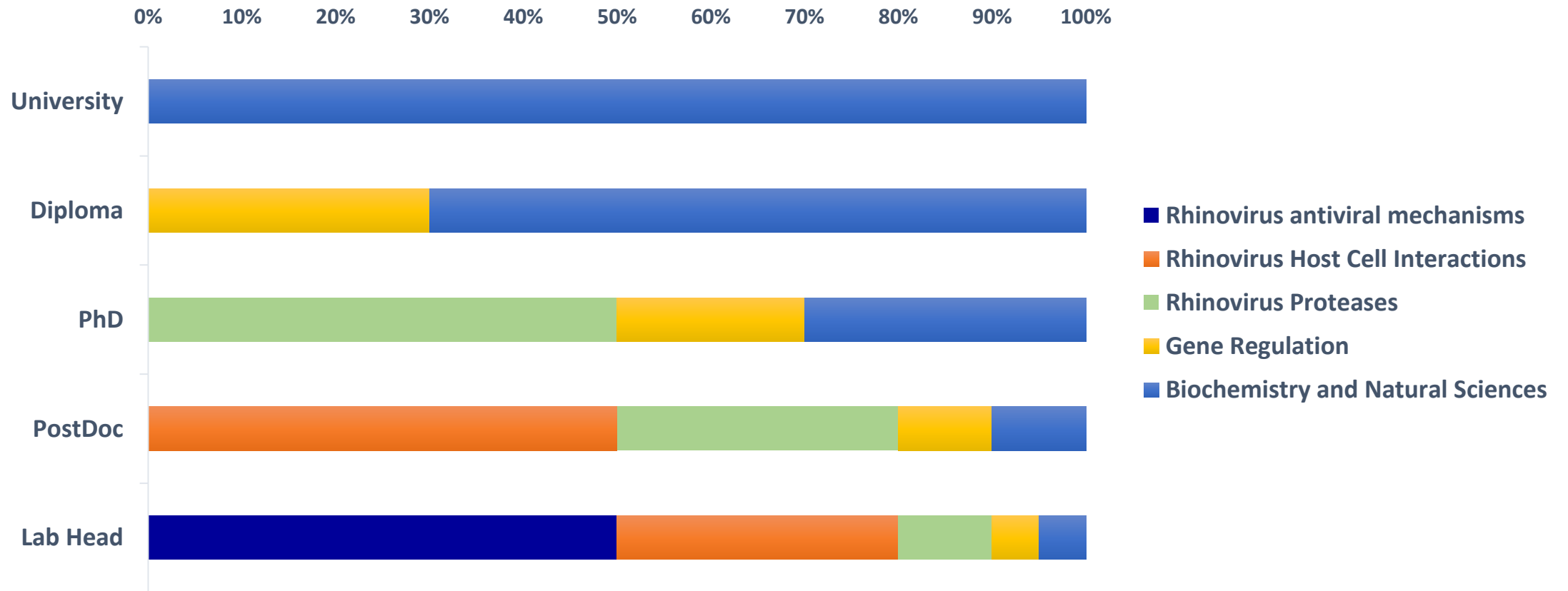
Capital raised:	5,8 Mio.
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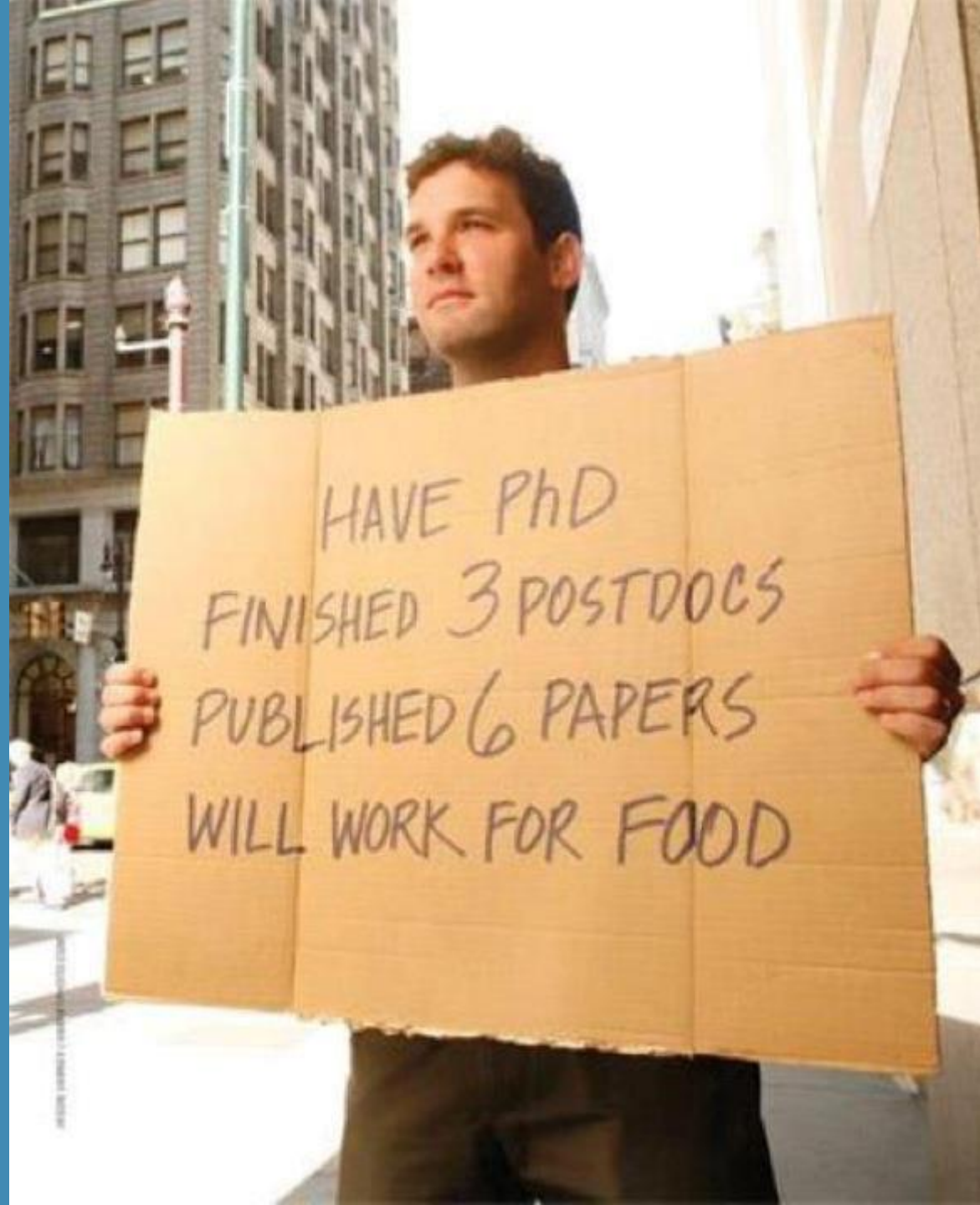
Platform:	Interferon-inducing viral vector for immunotherapy
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Targets:	Therapeutic vaccine against cancer HPV induced cancers
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SCIENTIFIC KNOWLEDGE

SCIENTIFIC KNOWLEDGE





HAVE PhD
FINISHED 3 POSTDOCS
PUBLISHED 6 PAPERS
WILL WORK FOR FOOD

WHY SHOULD SOMEONE
(*OUTSIDE OF BASIC RESEARCH*)
PAY FOR YOU?



BECAUSE
YOU ARE
GOOD!

- You can solve problems.
- You can understand complicated matters.
- You can cope with big amounts of new data.
- You do not have problems with numbers.
- You are used to work in teams.
- You can supervise/teach students (=leadership)
- You are experienced with electronic media, tools, computers, databases etc...
- You can present (=sell) your work
- You have organizing skills.....

SKILLS

FROM IDEA
TO
PRODUCT

Business Plan (Scientific background, development plan, analysis of competition)



Intellectual Property (IP)



Funding/Grant Management



Project Management

FROM IDEA
TO
PRODUCT

Product Development

Assay Development

Production
Development, Scale-up

Coordination with
Contractors/Partners

FROM IDEA
TO
PRODUCT

Pre-Clinic
Development
(Animals)

Regulatory Issues
(FDA, EMA)

Quality

FROM IDEA
TO
PRODUCT

Clinical
Development

Business
Development

Scientific
Communication

*.....and many other
exciting opportunities!*



HELPFUL QUALIFI- CATIONS

- Project management
- Funding management
- Clinical trials management
- Document management
- Quality Management
- Regulatory Management
- Assay Development
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THANK YOU!

Joachim Seipelt

BlueSkyVaccines GmbH

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***Das habe ich noch nie vorher
versucht, also bin ich völlig
sicher, dass ich es schaffe :)***

Pippi Langstrømpe

WOULD I DO IT AGAIN?

YES!