



**BME Seminar**  
**“Alternative Job Opportunities for Biomedical Engineers”**

By

**Gregory Whitehouse of Boston Biomedical Consultants, Inc.**

**Monday, October 12<sup>th</sup>, 2009**

**Torrey Life Science Building, Room 301**

**5:00-6:00 PM**

**Abstract:**

The goal of this seminar is to introduce attendees to an alternative career path outside of medical school, laboratory research, and medical device development. Consulting services can provide a dynamic, challenging, and rewarding work experience for anyone with the drive and commitment necessary to succeed. Boston Biomedical Consultants, Inc. (BBC) is a strategic consulting and market research firm devoted solely to the In Vitro Diagnostic (IVD) industry and is seeking well qualified and enthusiastic applicants to fill its limited entry level (Market Research Analyst) and intern positions. In addition to discussing the industry and positions available, the seminar will also provide some key tips to keep in mind when applying to these positions.

**Background:**

Boston Biomedical Consultants, Inc. (BBC) has been a trusted provider of consulting services to the In Vitro Diagnostics (IVD) industry for 30 years. BBC provides a wide range of management consulting services that support strategic planning, competitive appraisals, market research and forecasting, benchmarking, new product development, technology assessment, and investment decisions. The consultants maintain an updated knowledge base on companies, products, markets, and new technology supported by cooperative relationships with contacts worldwide. BBC publishes a series of industry reports on a quarterly, bi-annual, and annual basis, including market/ competitive analysis and IVD conference reviews. Please visit [www.bostonbiomed.com](http://www.bostonbiomed.com) for more information.



## Market Research Analyst (MRA) – Full Time/Entry Level

### Purpose of Position

Boston Biomedical Consultants, Inc. (BBC) actively analyzes the entire In Vitro Diagnostic (IVD) industry, providing consulting services and market research capabilities to clients. IVD products are medical tests that examine samples to detect, diagnose, and manage medical conditions. This niche market generates >\$35 billion in revenue and is in constant flux with new technologies, mergers and acquisitions, and new companies.

The entry level MRA is a professional staff member of BBC contributing to consulting projects through research, data analysis, and report/presentation preparation. An MRA must be a high energy, dynamic individual seeking to follow the evolving IVD industry, which continues to grow and develop synergies with imaging and pharmaceuticals.

### Qualifications:

- B.S. or B.A. with academic excellence; science background is a plus
- Proven analytical and conceptual skills that have enabled the candidate to excel in academics and prior work positions
- Demonstrated leadership potential through successful management of subordinates and/or through specific examples of initiative and leadership in a work or non-work setting
- Excellent verbal and written communication skills
- Ability to learn new information and quickly build a knowledge base
- Capacity to handle a high degree of multitasking on a daily basis
- At least one to two years part-time work experience, preferably in a business setting
- Bilingual skills (Portuguese, Italian, Spanish, French, Chinese, Japanese, Russian, Slavic, Polish) are a plus given BBC's global coverage of the IVD market
- Must be authorized to work in the U.S.

MRAs are an integral part of BBC project teams assisting in all client and research work. An analyst will have the opportunity to cover a specific area of the IVD market and several companies.

### General Responsibilities:

- Developing in-depth knowledge of the specific companies and markets using internal BBC files (e.g., financial, product), with responsibility for updating information
- Building and maintaining a contact network across IVD industry personnel, IVD laboratories (i.e., IVD product end-users), health care providers, regulatory/ government personnel related to the IVD business, and university/clinical research personnel
- Keeping apprised of developments in the IVD industry through continuous surveillance of scientific literature, company reports, and medical publications
- Conducting telephone and in-person interviews with primary information sources
- Developing company/product profiles and competitive assessments
- Performing computational checking and editing of spreadsheets
- Writing sections of reports and contributing to analysis and graphics of projects.

In order to maintain in-depth knowledge of IVD manufacturers, distributors, and end-users, MRAs also have the opportunity to attend conferences to learn about different manufacturers and visit labs to see first hand how experts use the instruments. MRAs also join industry associations or societies in order to:

- Collect relevant association data
- Join a working committee
- Participate in meetings
- Write meeting reports.

BBC maintains an active database of information for a number of markets and companies. MRAs are expected to have versatile computer skills in order to update data in this database and produce spreadsheets and graphics for presentations.

For consideration, please e-mail Linda Louis ([llouis@bostonbiomed.com](mailto:llouis@bostonbiomed.com)) with a cover letter stating your intentions/expectations and reference appropriate job title.

Boston Biomedical Consultants, Inc. is located at  
1000 Winter Street, Suite 1300  
Waltham, MA 02451.



## Market Research Intern (MRI) - Fall, Spring, And/Or Summer

### Purpose of Position:

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The MRI is a professional staff member of an In Vitro Diagnostic (IVD) consulting firm who supports consulting projects through research, data analysis, and use of existing database systems. The successful completion of the internship frequently results in the offer of a full-time Market Research Analyst position.

### Qualifications:

- In the third or fourth year of a B.S./B.A. degree, business and/or science background a plus
- Proven analytical and conceptual skills that have enabled the candidate to excel in academics
- Excellent verbal and written communication abilities
- Exceptional organizational skills, as well as the capacity to multi-task
- Ability to learn new information and quickly build a knowledge base
- Familiarity with In Vitro Diagnostic (IVD) industry is a plus
- Bilingual skills (Portuguese, Italian, Spanish, French, Japanese, Russian, Slavic, Polish) are a plus given BBC's global coverage of the IVD market
- Must be authorized to work in the U.S.

MRIs are an integral part of the BBC organization. An intern will have the opportunity to extensively research a specific area of the IVD market. The internship culminates with a presentation to senior management on the topics covered during the internship period.

General Responsibilities:

- Maintaining financial spreadsheets
- Conducting telephone interviews with IVD products users and analyzing findings
- Conducting company and product research (primary and secondary) and documenting clearly the source of any information gathered
- Developing company/product profiles and competitive assessments
- Performing computational checking and editing of spreadsheets
- Writing select portions for certain project work
- Listening to and documenting highlights from quarterly earnings calls and investor presentations given by IVD companies.

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## Molecular Diagnostics Market Research Analyst (MDxMRA)

### Purpose of Position

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The full time, entry level MDxMRA is a professional staff member of BBC contributing to consulting projects through research, data analysis, and report/presentation preparation with primary responsibilities in DNA/RNA clinical diagnostic testing and blood donor screening. An MDxMRA must be a high energy, dynamic individual seeking to follow the evolving IVD industry, which continues to grow and develop synergies with imaging and pharmaceuticals.

### Qualifications

- A B.S. with academic excellence; a Life Sciences-related degree with coursework in Biochemistry and Genetics; two to three years of academic or practical laboratory experience, ideally working with molecular testing technology
- Desire to grow knowledge base of both the industry's technical advances and commercial dynamics
- Proven analytical and conceptual skills that have enabled the candidate to excel in academics and prior work positions
- Demonstrated leadership potential through successful management of subordinates and/or through specific examples of initiative and leadership in a work or non-work setting
- Excellent verbal and written communication skills
- Ability to learn new information and quickly build a knowledge base
- Capacity to handle a high degree of multitasking on a daily basis
- At least one to two years part-time work experience, preferably in a business setting
- Motivated and proactive
- Ability to work in areas where clear precedence does not exist
- Bilingual skills (Portuguese, Italian, Spanish, French, Japanese, Russian, Slavic, Polish) are a plus given BBC's global coverage of the IVD market
- Must be authorized to work in the U.S.

MDxMRAs are an integral part of BBC project teams assisting in all client and research work. An analyst will have the opportunity to cover additional areas of the IVD market and several companies.

General Responsibilities Include:

- Developing in-depth knowledge of the specific companies and markets using internal BBC files (e.g., financial, product), with responsibility for updating information
- Building and maintaining a contact network across IVD industry personnel, IVD laboratories (i.e., IVD product end-users), health care providers, regulatory/ government personnel related to the IVD business, and university/clinical research personnel
- Keeping apprised of developments in the IVD industry through continuous surveillance of scientific literature, company reports, and medical publications
- Conducting telephone and in-person interviews with primary information sources
- Developing company/product profiles and competitive assessments
- Performing computational checking and editing of spreadsheets
- Writing sections of reports and contributing to analysis and graphics of projects.

In order to maintain in-depth knowledge of IVD manufacturers, distributors, and end-users, MDxMRAs also have the opportunity to attend conferences to learn about different manufacturers and visit labs to see first hand how experts use the instruments. MDxMRAs also join industry associations or societies in order to:

- Collect relevant association data
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- Participate in meetings
- Write meeting reports.

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