

“Good people working toward the same goal...”

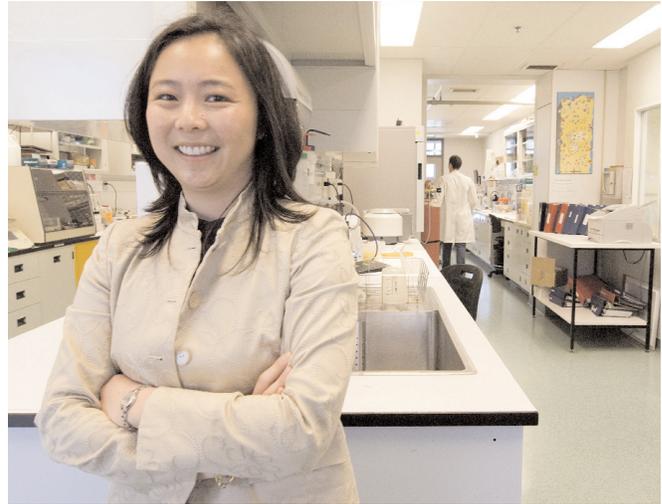
## Bio-economy Career Profile

**Position:** Executive Director of Development

**Name:** Betty Lawrence

**Company:** AngioChem

**Salary Range:** \$120,000 and up per year



## What I do:

I oversee the development of drugs from animal testing to testing in humans, and ensure that every step of the process is completed properly and efficiently.

As the Executive Director of Development for AngioChem, I am involved in every aspect of developing new drug projects, including pre-clinical development, manufacturing, clinical research and regulatory affairs. I manage and work closely with the development team of internal members and external advisors to drive the projects forward. My level of responsibilities in the project varies significantly. I may deal with vendors directly, or map out our development strategy with key opinion leaders. I am also involved in corporate development functions at various networking forums and in business development discussions with potential licensing partners.

## What education and skills do candidates need for this position?

A significant scientific background is essential. Most individuals in my position have a graduate degree, and business development knowledge is also an asset.

I encourage candidates to get a science degree and some research experience in a lab before getting into development. The biotechnology industry can be volatile and to survive in this industry, candidates need to possess a personality that sees “challenges” as a positive.

You need to have good project-management skills, and the ability to absorb information quickly and accurately, critically analyze data, and multitask. There are many opportunities for people to grow and develop in biotech.

## What are the best parts of your job?

The best thing about my job is the sheer variety of work in which I am involved on a daily basis. The biotechnology industry is a fast-paced environment that is different and challenging every day. You work with good people who are all working toward the same goal: creating drugs to treat diseases.