

Special Interest Articles:

- Careers beyond the bench.
- Upcoming elections and call for volunteers.
- Profiles of Women in Science.

Individual Highlights:

Websites	2
Suggested Reading	
Profile	3
Awards	4
After the Event	
Elections	5
About us	6

East Bay Chapter of the Association for Women in Science
www.ebAWIS.org

From Science to \$ale\$

There are many opportunities beyond the laboratory for those educated in science. Two examples in the field of sales include Account Manager and Application Scientist.

At the May 28th chapter meeting, we were joined by two Account Managers, Goli Fahid from Licor and Alex Calder from Fuji Medical Systems, and two Application Specialists, Kevin Lindquist from GE

Healthcare and Michelle Alegria-Hartman from VWR for a panel discussion.

All admitted that they had never intended to pursue a career outside of research. However, each had enjoyed interaction with recruiters, other sales people, or had developed expertise with certain instrumentation that led them to want to interface with other scientists outside of the laboratory.

“It might be a tough transition to total sales,” Lindquist said. As an Application Scientist, it is possible to maintain “one foot in science and one foot in sales.”

Fahid said, selling is about “building a relationship with customers. There is a lot of pre-selling since scientists have little time.” This includes marketing presentations and demonstrations, seminars and user meetings.

Expand Your Horizons... Volunteer with ebAWIS

byTawni Koutchesfahni

As a small local organization, we are in constant need of a helping hand. In the past, interested and committed members have taken on more than one role to insure the continued smooth operation of the group.

Volunteering can have a positive impact on your professional career. When applying to academic institutions, extracurricular activities can enhance appeal to admissions officers. Imagine what participating in a

professional society could do for your next job search. Some potential benefits include:

- Developing leadership skills
- Acquiring other transferable skills
- Constant networking with and meeting accomplished women
- Greater insight into your field
- Sense of accomplishment

WE NEED YOUR HELP!

Mentoring/Outreach:
Plan/coordinate events

Newsletter:

Contribute articles and assist in formatting

Social Events:

Coordinate/plan socials

Volunteers' Coordinator:
Coordinate volunteers for monthly events

Programming:

Identify speakers/plan social events

Membership Recruitment:
Recruit dues paying members.

From Science to Sale\$ (continued from page 1)



“Selling is like being a switchboard operator. You are not going to know everything, but you need to know who to call.”

One of the benefits of being a salesperson is the ability to manage your own schedule, said Calder.

Companies do not have the same requirements for educational level and experience. Calder used a general rule, “The larger the company, the higher degree they will want. If the company is more entrepreneurial, they will want a teachable person.”

Over time, experience in sales can lead to positions in marketing, product management, business development, or technical marketing.

Much of the technical information can be learned according to Calder. Alegria-Hartman added, “It is more important to get along with other personalities.”

Other aspects of the job

include an average of 150 e-mails per day, 30-40% travel, and on-line web conferencing tools such as WebEx.

To find a job in sales, it is important to know your recruiters, learn as much as you can, show enthusiasm, and effort.

“Selling is like being a switchboard operator,” according to Fahid. “You are not going to know everything, but you need to know who to call.”

Websites of Interest

These websites were shared with ebAWIS by Toby Beth Freedman, Ph.D. during her career opportunities presentation on March 26th.

www.biosf.org

www.awis.org

www.bioe2e.org

www.bio2devicegroup.org

www.sciencecareers.com

www.baybio.com

www.nords.com

www.dropoutclub.com

www.yourhelix.com

www.careersbiotech.com

For current news in the biotechnology field, check the following on-line publications.

Biospace

BayBiotechReview

OnBioVC

FierceBioResearch

Nature Biotechnology

The Scientist

Iguana Bio

Suggested Reading by Janice Hamer

A couple of books to begin your summer reading adventure:

The Last Lecture, Randy Pausch – Throughout this collection of warm-hearted stories/memoirs, the reader discovers from the scientist's viewpoint the personal insight gained from diagnosis

through dying of pancreatic cancer.

The Zookeeper's Wife, Diane Ackerman - From true WWII Warsaw accounts, this book, rich in zoology, supplies a wealth of animal lore from attributes to husbandry. While the text includes routine animal activities such

as winter hibernations, it also offers unexpected stories of animals, adapting to their unnatural environments as, for example, a cat assigned the task of rearing fox cubs. Presented throughout are views on animal stewardship. Finally, *The Zookeeper's Wife* is about the relationships between humans and animals.



New Feature for EbAWIS

Profiles of Women in Science

"A successful career is not always a straight path."



Meet Mara Jeffress....

Degrees and Colleges: BA Philosophy, BS Biology, UCSC; Ph.D. Molecular and Cellular Biology, University of Washington, Seattle

Current employer and title: Postdoctoral Fellow, Lawrence Berkeley National Lab

What led you to a career in science? A certain curiosity about the world. My Dad was an engineer, my Mom was a computer programmer in the

70's so that helped.

Any other careers considered? I wanted to be a gynecologist but liked research so much that I got sucked into grad school instead. Now I am considering a career in Tech Transfer or Patent Law.

Tell me about your biggest success? Hiking 1000 miles alone through the wilderness in 2 months to raise money for charity.

Best way to stay

competitive? I am constantly networking.

Toughest decision? To do a post doc rather than jumping away from the bench.

Biggest surprise in current position? The great camaraderie I have in my lab. My lab mates are really wonderful people. I had a very tense lab environment as a grad student so I appreciate the collegial environment I am in now.

Mara Jeffress is the current president of the East Bay Chapter of the Association for Women in Science and is employed as a postdoctoral fellow at the Lawrence Berkeley National Lab.

"I am constantly networking."

One word that describes you? Optimistic

Favorite book? I have to admit that I was a Harry Potter junkie during graduate school. It was a nice balance to all the scientific journals I read constantly.

Favorite movie? I just saw Amelie again because I am trying to learn French... such a beautiful movie.

Favorite vacation spot? Hiking in the mountains,

sleeping in my tent.

Person most interested in meeting? Why? I would actually like to meet Bill Gates to talk with him about malaria. I chose to study malaria in graduate school because it kills more people than any other disease in the world. He chose to establish the Gates Foundation for the same reason.



15th Annual Recognition Awards Banquet

On April 28th, there were 7 scholarships presented to deserving women in the East Bay for the purpose of continuing their science education. Five scholarships were awarded in the amount of \$1000 and 2 of \$500. Recipient Lanette Wardell of Merritt College received the Kathleen Miller Memorial Scholarship. She is currently studying Radiologic Technology with the possibility of progressing into Nuclear Medicine. At the very least she would like to offer her skills to the global community.

The banquet was also an opportunity to recognize accomplished local women in the sciences. Sherrie Fasola Wilkins, Ph.D. received the Distinguished Professional Award, Juliet V. Spenser, Ph.D. received the Ellen Weaver Award, and Helen E. Moore, Ph.D. received the Judith Pool Award. Each has also been involved in mentoring or community outreach programs in their local communities along with their research into cancer, herpesviruses, and HIV and hepatitis C, respectively.

For ebAWIS member, Ginger Jamias, who attended the event, "There was a sense of friendliness in the air and networking was very easy to do." Inspiration spread as the women fostered each other's careers and provided scholarships for others to study nursing or biochemistry.

The keynote address was given by Ellen Weaver, Ph.D., who worked on the Manhattan Project as a chemist. At that time there were only three female scientists on the project.

by Ginger Jamias

Dr. Weaver discovered that they were not receiving equal pay for equal work and tried to encourage the other two women to join her to discuss this with their boss. They refused. Undaunted, Dr. Weaver presented her findings to him by herself. Also appalled by the data her boss tried to rectify the situation only to be snubbed by the higher authority. Dr. Weaver eventually found work at another company that treated her more fairly. She had taken a stance when no one else would. She joked that she was glad that AWIS did not "wait until I was dead to name an award after me." Mary Alice Yund, Ph.D. commented, "The continued existence of AWIS is crucial so that we have a support system."

Jamias concluded, "The event is totally worth it if you want to network, meet friends, or just have a night of inspiration. It's so great to see people get together and give recognition to individuals who are working hard to foster women's career development in the sciences."

Notes after the Science to \$ale\$ Event

by Janice Hamer

Some thoughts open to further discussion:

Ed's list: A free job search list. At the website, www.edsjoblist.com, users may sign up for 12 weeks subscription for people seeking *careers away from the research bench*. Jobs posted are chiefly for field service, management, and sales/marketing professionals in regions the applicant may choose. An important part of the agreement: if you find a lead in the postings, Ed gets the credit.

Should you discard your resume? How important is the on-line application? While some positions in large companies rely solely on an on-line application (think major

grocery chains), Ginger Jamias of the Buck Institute cautions scientific staff to keep their resumes current as her staffing department still looks for a solid resume in their candidate selection. The on-line application may provide additional details not on the resume – a criminal history or is the applicant of employment age. Dena Sneider, part of the career coaching team at SF's Bay Area Career Center (www.bayareacareercenter.com), an organization that works with many scientific clients, runs a low cost weekly networking group. Sneider stresses that resumes are still in and most hiring staff expect a good version. When filling out an on-line application, applicants should be accurate in the on-line form as well. Information submitted through an

employer format should agree with the resume. Each resume and application should be tailored to the particular description. Sneider cautions applicants who fill out an on-line application to list as supervising managers people who can speak knowledgeably about their work – employers often will check on these names rather than those supplied under references. Chris Sarmiento at the South San Francisco office recruiting agency Aerotek (www.aerotek.com), agrees that applicants should keep a resume ready. Even if other information collecting systems are more widely implemented, the application process will always include a resume *and* an additional tool.

Working with Recruiters: Chris Sarmiento recommends checking in at least once a month with a recruiter. Because networking is the key to finding a position, checking with your recruiter regarding outside leads is important. Recruiters thrive on networking and could know someone at your company of interest who would look carefully at your resume. Debbie Nishijima of Kelly Scientific, Burlingame (www.kellyscientific.com) recommends maintaining a presence with your recruiter through regular contact every 2 weeks. Working with multiple recruiters offers an applicant the opportunity to find those professionals who mesh optimally; however, avoiding multiple submissions is part of a successful recruiter relationship. Nishijima adds that after landing the job, maintaining contact with your recruiter is an equally important part of career management as the contacts throughout the job search process.

Upcoming Elections by Blisseth Sy

AWIS – East Bay Chapter (EBAWIS) Elections for Executive Board

Nomination period: June 15 - July 31, 2009

Election: August 1-7, 2009

New Term begins Sept 1, 2009

Below find a description of each Executive Board position followed by the nomination and election process.

If you are someone who can motivate others, speak in front of a crowd, run meetings effectively and are able to commit the time to lead *EBAWIS*, then consider **the President's role**. As the President you will represent this chapter externally and will encourage others to take on leadership positions. The President's duties include conducting chapter meetings and presiding over board meetings, coordinating business for EBAWIS, distributing EBAWIS bylaws to incoming board members, being the liaison to National and connecting with other AWIS chapters and groups. You will have the privilege of awarding silver and gold EBAWIS Chapter pins to our dedicated volunteers. It will also be your responsibility to ensure that the annual report represents the chapter activities and is forwarded to National AWIS in a timely manner.

If you are someone that can lead and motivate but prefers to help serve as a backup to the president then consider **the Vice President position**. In this role you will have many opportunities to represent and promote the chapter at external and AWIS events. You will support current chapter activities and assist Committee Chairs to meet their committee goals. The VP is the backup for the President and is required to conduct annual audits of financial records and help the president with assigned activities.

The Treasurer is someone who will balance our EBAWIS check book regularly and be able to prepare a simple summary of monthly financial statements for the Board. This role

requires that you manage a simple financial ledger each month and is specifically tasked with ensuring that all chapter income is documented and deposited. She also ensures that all approved expenses are paid and tracked, presents annual financial reports and vouches for their accuracy.

Those talented enough to be able to organize and maintain clear, consistent documents should consider the role of **Secretary**. The Secretary provides the infrastructure for all of our meetings and ensures that we maintain our chapter's history (i.e. archive). She coordinates the minutes and chapter materials for all meetings and events and is officially required to keep and distribute Board meeting minutes, archive correspondence, document & reports and make them available.

For those who can't decide which role they'd like to fill but would be willing to have a supporting role to the Board should consider the position of **Member-At-Large**. That person needs to be confident to step in and fill whatever role the Board requires. This can include carrying out new projects or taking on the role of secretary, VP or Treasurer. **We are pleased that new member Joan Dowd will run for this office.**

Important Dates:

Nominations: June – July 31

Elections: Voting August 1-7

First Board meeting w/ new officers: August

New board begins: Sept 1

If you are interested in nominating yourself or others for a one-year term, please submit the following to ebawis.elections@gmail.com

- 1) Portrait photo (jpg file) (Optional)
- 2) A paragraph outlining why you'd like to serve EBAWIS and your pertinent background (500 words or less please)
- 3) The date you first joined *National* and EBAWIS – membership number

"If you are someone who can motivate others, speak in front of a crowd, run meetings effectively. consider the president's role."

PERSONAL REFLECTION of an ebAWIS member... by Veena Kumar

AWIS is a **great organization for career development and personal growth**. As a scientific professional this group has been instrumental in my understanding of the value of volunteering as well as shaping my career from researcher to recruiter to scientific writer.

Several years ago, as a researcher and new ebAWIS meeting attendee, it was easy to make friends because I had peers in the same field. Some time passed and I had transitioned into a scientific recruiter, so I was able to assist my AWIS peers with career development, which I was happy to offer! Even when I lost my job, I called on my AWIS buddies for advice and support while I conducted my career search, and found my passion to become a technical writer. **I highly recommend that men, women, scientists and non-scientists join this amazing organization.** As a volunteer, ebAWIS has been a platform to give back to the community and as **Volunteer Coordinator I gained leadership skills that have served me professionally.**

I have made lifelong friends through the attendees, the speakers and even the board members. Some of the friends have become co-workers, the speakers have directed my career choices and a few close board members have been a shoulder to lean on.

At ebAWIS you will find friendship, influential speakers, leadership opportunities and lifelong memories.

East Bay AWIS

2009 Board Members

President: Mara Jeffress
president@ebawis.org

Vice President: Blisseth Sy
vice-president@ebawis.org

Treasurer: Jaime Narberes
treasurer@ebawis.org

Secretary: Tiffany Tsang
secretary@ebawis.org

Public Relations: Tawni Koutchesfahni, Joan Dowd
publicity@ebawis.org

Mentoring: Lysle Huang, Ruchi Sharma
mentor_chair@ebawis.org

Sponsor Recruitment: Ginger Jamias
sponsor@ebawis.org

Newsletter: Leala Thomas
 Assisted by: Janice Hamer
news@ebawis.org

We're on the Web!

Contact us at:
ebawisboard@yahoogroups.com

UPCOMING EVENTS:

July 23, 2009 Professional Development through Volunteering, 6:30-8:30PM	September 17, 2009 Chapter Meeting, TBA	November 19, 2009 Chapter Meeting, TBA
August 11, 2009 Networking Social at Jupiter in Berkeley, 6:30PM	October 13, 2009 Networking Social at Jupiter in Berkeley, 6:30PM	December 8, 2009 Networking Social at Jupiter in Berkeley, 6:30PM

Directions to Novartis.....

PLEASE NOTE THAT THE MEETING WILL OCCUR IN BUILDING 4, Room104 ON 53rd STREET

From I-80 West: Exit at Powell. Make a left on Powell at the stoplight. Continue on

Powell until Hollis Street. Turn right. Turn right on 53rd Street. Check in at the guard station on 53rd Street. Building 4 is across the street.

From I-80 East: Exit at Powell. Make a left on

Powell at the stoplight. Continue on Powell until Hollis Street. Turn right. Turn right on 53rd Street. Check in at the guard station on 53rd Street. Building 4 is across the street

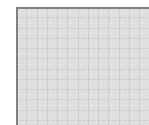
About Our Organization...

East Bay AWIS (ebAWIS) is a volunteer organization primarily established as a professional organization for women in science, yet also open to non-scientists and men.

Meetings are held on a bi-monthly basis, usually on the last Thursday of the odd months at Novartis in Emeryville. Security procedures at Novartis require that you sign in at

the front desk. A networking social is held on the second Tuesday of even months at Jupiter on Shattuck Ave. in Berkeley. **Please join us and invite your colleagues.**

EAST BAY AWIS



EAST BAY AWIS MEMBER