

## How do I get my first job?

- Medical products companies call upon search firms such as Nachman BioMedical to identify, qualify, and recruit bright, well trained people (like you), who already have some years of post-degree professional experience (you in a 3 plus years). As a result our work is focused on individuals typically at mid to senior levels in their careers. With the exception of software engineering / computer science majors, who happen to be in especially high demand, we aren't organized to bring opportunities to people beginning their careers. I can, however, offer a number of suggestions based on my experience and observation that are especially relevant for finding jobs early in your career.
- Find, research, and contact medical companies all over the US whose research and products are most closely related to your interests, concentration, senior project, thesis, etc. Look at member lists of trade groups like AdvaMed, Mass Medic, LifeScience Alley, PhRMA, BIO.
- Don't limit yourself by geography. For most new grads, this should be the easiest time in your life to relocate. The first job is the hardest to secure, so be flexible and willing to move for the job.
- In addition to your own extensive digging, I suggest that you ask your professors if they have contacts at medtech companies where they may have consulted or worked, or know people with whom you could network for information about their companies. Professors may not like to acknowledge this, but the success of their graduates in getting jobs reflects on their department, and on the school's ability to attract new students. Their department chairs are actually the most sensitive to this, because they know that parents of potential freshmen look at the success rates of graduates in landing good jobs. So meet with the department chair, not just faculty members.
- Continue to use the college's career services office. Contact the alumni affairs office to learn where graduates in your field are working, and contact them directly to see if they have leads at their employers or elsewhere. Talk with neighbors, friends, and acquaintances who could make introductions to people at target companies. Engage the people you connect with in person, phone or email. Ask how they found their first jobs, where they believe the growth areas to be and if they have helpful suggestions for you. Look at teaching hospitals, and learn which of their biomedical engineering departments perform R&D for the M.D. and Ph.D. researchers at their institutions. Identify the hospitals' research labs that do work that relate to your interests, and talk to their Principal Investigators and staff. Follow the money – see who received grant funding from the NIH, foundations or other sources to hire engineers and scientists, and contact them.
- Join local chapters of groups that relate to your professional interests, such as the American Society of Mechanical Engineers, American Association for Medical Instrumentation, American Society for Quality's Biomedical Division, The Project and the Management Institute, and others in biomaterials, clinical trials, regulatory affairs, medical device software standards, etc. There you can meet in a social situation and network with industry experienced people who are committed to their disciplines.

- You'll need to be proactive, do a lot of research, be resourceful, and be willing to put yourself out there. You may find this to be personally difficult, but it's necessary to help you be successful in a job search, and beyond. It could lead to a great job. The worst that could happen is that some people say "I don't know anyone", "I can't help you", or just ignore you.
- You want to develop products to improve health and save lives! I wish you the best in your job search.