Type them into questions box!

“Why am I muted?”
Don’t worry. Everyone is muted except the presenter and host.
Thank you and enjoy the show.

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David Battaglia, Ph.D.
Chief Technologist, Industrial Sciences, Lynntech
ACS member for 12 years strong!

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- Find a job
- Effectively use research tools like SciFinder® and ACS ChemWorx
- Communicate your science
- Write grant proposals
- Build industry partnerships
- Prepare for a changing employment landscape

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Exploring Alternative Careers in Chemistry: Part 3

- **Tiffany Hoerter**
  Service Relationship Manager, Agilent Technologies

- **Matt Lasater**
  Senior Director of Analytics, MedMen

- **Karen McMillan Tkaczyk**
  Freelance Translator, McMillan Translation LLC

- **Lisa Balbes**
  Freelance Technical Writer, Editor, and Consultant, Balbes Consultants LLC

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What soft skills would you like to most improve?
(multiple correct answers possible)

- Communication and networking skills
- Science journalism and communication
- Problem solving
- Adaptability
- Other (type your response in the chat window)
Tiffany Hoerter
About Me:
- Originally from Wyoming
- 1.5 years at Agilent Technologies
- 5 years at DuPont
- 4 years at AstraZeneca
- 3 years in Contract Manufacturing
- 1 year in Project Management

Current Position: Service Relationship Manager – Agilent CrossLab Group, Agilent Technologies
- Delivering world class service to our customers while focusing on cost savings with our OEM and 3rd party suppliers for Agilent Enterprise Services.
- Specialize in process development/improvement, Six Sigma, and data management

Tiffany Hoerter
Service Relationship Manager, Agilent Technologies

Education:
- Certified in Production and Inventory Management (2016)
- Certified Six Sigma Green Belt (2010, 2015)
- Trained Six Sigma Black Belt (2017)
- M.S. Chemistry, San Diego State University
- B.S. Chemistry, University of Wyoming

Volunteer Service Work:
- American Chemical Society
- Aztec Mentorship Program, San Diego State University
- Vice Chair of the Board of Trustees, Hockessin Montessori School
- Agilent Afterschool, Hockessin Montessori School

Interests: Photography, piano, gaming and watching my daughter play violin
According to the Bureau of Labor and Statistics, how many jobs does a person have from age 18 to 50?

- 1 - 4
- 5 - 7
- 8 - 10
- 11 - 14
- 15 - 20

**Tiffany Hoerter**
Service Relationship Manager, Agilent Technologies

**ANSWER:** B. 11 – 14

The [Bureau of Labor and Statistics Longitudinal Survey of Youth](#) showed:

- Individuals born from 1957 to 1964 held an average of 11.9 jobs from ages 18 to 50.

- These baby boomers held an average of:
  - 5.5 jobs while ages 18 to 24
  - 4.5 jobs from ages 25 to 34
  - 2.9 jobs from ages 35 to 44
  - 1.7 jobs from ages 45 to 50
Tiffany Hoerter
Service Relationship Manager, Agilent Technologies

Chemistry Training
• Scientific method
• Data collection/analysis
• Data driven decision making
• Communicating outcomes
• Cultural and diversity awareness

Transferable Skills
• All Chemistry skills are transferrable
• The skills are leveraged differently on a new problem set
• Opportunities to shine based on data utilization and driving data based outcomes

Developed Skills
• Project Management
• People Management
• Financial Acumen
• Mentee, Mentor and Sponsor relationships
• Networking

Chemistry Career Resources
• ACS Career Navigator
• ACS Career Consultants
  • CV/Resume review
  • Mock Interview
  • Career advice
• AAAS Careers
• Royal Society Careers

Skill Development Resources
• ACS Career Navigator
• Lynda.com
• LinkedIn Learning
• Kahn Academy (free)
• Codemy (free)
• Udacity
• Certification Programs

Networking Resources
• F2F Networking
  • Local, Regional, and National ACS meetings
  • Local seminars, social and sponsored events
• Alumni Association
• LinkedIn

Supply Chain and Sourcing
2.5 yrs, DE

Project Manager (Biologics)
1 yr, PA

Contract Manufacturing/Technical Writing
3 yrs, WY, WI

Associate Scientist (Pharmaceuticals)
4 yrs, DE

Associate Investigator (Automotive Refinish and OLEDs)
4 yrs, DE
Matt Lasater
Senior Director of Analytics, MedMen

Who is Matt Lasater?

From Texas
(86% of my life so far)

University of Texas at Austin
(B.S. and Ph.D.)

Cantrell Research
(Between undergraduate and graduate school)

Thermo Fisher Scientific
- Marketing for 4 years
- R&D for 4 years
- Operations for 4 years

Edwards Lifesciences
- Particulate Engineer for 1.5 years (Utah)
- Principal Chemist for 1.5 years (California)

MedMen
- Senior Director of Analytics (California) 0.3 years so far

Rules to live by
1) That’s interesting
2) Everything I know could be wrong
3) Most people are good most of the time
Would you work at a company that produced cannabis products?

- Yes, even if state and federally illegal
- Yes, if state legal but federally illegal
- Yes, if federally and state legal
- No

MedMen | Career Path and Plan

**Why Thermo?**

**The Good:**
- Based in Austin, TX
- Found fantastic mentors
- Gained so much real world experience

**The Bad:**
- Developed GC-TOF-MS then killed it
- Manufacturing at Thermo moved overseas

**Why Edwards?**

**The Good:**
- Working with one of my mentors
- Fresh new problems to solve and skills to learn

**The Bad:**
- Processes stabilized and became less interesting
- Opportunities to improve analytical methods diminishing
Why MedMen?

The Good:
- Opportunity to impact new field of science
  - Analytical Chemistry
  - Process improvements galore
  - Understanding a much used but poorly researched product
- Be a better mentor

The Bad:
- Social Stigma and Legality
- High Risk
About Translation

• Translation is written and interpreting is spoken

• Being bilingual isn't enough to make you a translator or interpreter

• Professional translators work into their native language

• Translation is more than word-substitution

• You need subject-matter expertise in what you translate

• Machine translation isn't going to replace human translators anytime soon
Are you monolingual?

- Yes, but I can also speak chemistry ;)
- No, I can get by using other language(s)
- No, I can communicate professionally in more than one language
- No, I’m bilingual and bicultural
A day in the life...

- Regulatory application/warning letters
- Adhesive/coatings technical datasheets
- Standard Operating Procedures for pharma companies
- Stacks of marked up, completed batch records for pharma companies
- User manual for apparatus or large equipment
- Brochures for chemicals sold to consumers (cosmetics, paint, etc.)

A day in the life, cont.

- Patents – chemical compositions, cosmetics, packaging, nutritional supplements, photovoltaic cells
- Patent opposition procedures
- Patent litigation cases
- Hazmat plan for a chemical plant
- SOPs, forms, instructions – any quality controlled documents
- Review or book chapter
What alternative career paths are of interest to you? (multiple correct answers possible)

- Government and science policy
- Science journalism and communication
- Chemistry and the law or IP
- Consulting
- Other (type your response in the chat window)
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