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Information, insights, and advice for ACS industry members

October 24, 2019

In this issue, Jyoti Seth, VP, Technology, GCP Applied Technologies, talks about how she makes customers central to the innovation process in her company.

We're debuting two new features in this issue of ACS Industry Matters: First, because careers are a core focus of this newsletter, we're asking career experts to share detailed thoughts on a particular aspect of career development. And our second new feature focuses on chemistry-connected entrepreneurs: "Innovation Zone - The latest in the startup and investor community." Our first contribution profiles Frank L. Slejko, and his role with the Chemical Angel Network.

John C. Katz
Executive Editor

[BOSS TALK](#)

Insights and advice from a senior executive in the chemical industry

Dr. Jyoti Seth, VP of Technology, GCP Applied
Technology



A big part of your job is to develop new products for the construction industry, specifically the following segments: Specialty Cement, Concrete R&D, as well as Building Materials R&D. How do you ensure the voice of the customer influences the design and development of your company's innovations?

The voice of our customer plays a big part in our decision to develop a new product, as well as is a critical part during the development process as we validate key performance attributes. We create prototypes or customer trials at very early stages of development, drawing upon decades of experience in those segments mentioned; and, sometimes, we use marketing-technology specialists or consultants on a confidential basis to ensure what we are developing is in line with needs and expectations of customers. [Read More.](#)

INNOVATION ZONE

The latest in the startup and investor community



Frank L. Slejko, Ph.D., Investor, Chemical Angel Network

Searching for a fresh start after 30 years focusing on industrial water treatment, Frank L. Slejko turned to the Chemical Angel Network

When you're putting your faith in yourself and your ideas as an entrepreneur, sometimes you need someone to give you that start financially—an investor. When you finally get that investor, it can feel like a guardian angel was sent down from the skies, especially when...[Read More.](#)

CAREER PERSPECTIVES

In-depth advice on managing and advancing your career



Lori Spangler, ACS Career Consultant

I am routinely left out of meetings/discussions that influence my job and where I could have added valuable input. How can I approach this subject with my manager?

I would ask my manager for an appointment, or bring it up during a regularly-scheduled meeting. [Read More.](#)

SPOTLIGHT ON EARLY CAREER CHEMIST

Get to know an early career chemist working in industry



Joe Landolina, Cofounder and CEO, Cresilon

From the vineyard to the vet, chemistry makes all the difference

Joe Landolina's youthful curiosity has provided a new way to staunch bleeding in animals—and may soon be available for humans, too. [Read More.](#)

QUOTABLE

“We often talk about the 'glass ceiling' that prevents women from reaching senior leadership positions. In reality, the biggest obstacle that women face is much earlier in the pipeline, at the first step up to manager. Fixing this 'broken rung' is key to achieving parity.”

[Women in the Workplace study](#) conducted by Lean In and McKinsey



[LINKEDIN LEARNING COURSE](#)

What you most need to know from an industry-connected LinkedIn Learning Course. Today's course: Developing a Learning Mindset

Learning should be a lifelong pursuit, and to become more motivated to learn, you need to develop a learning mindset. Speaker and writer Gary Bolles shows you how to develop that mindset, so you can see challenges as opportunities and become motivated to learn something new every day. [Read More.](#)

[MORE FROM ACS](#)

ACS Exclusive Report: AI and the Future of Drug Discovery

Artificial intelligence promises to revolutionize drug discovery and development. But what is it really capable of? And how can chemists help it succeed? Enjoy this special publication courtesy of C&EN and ACS. [Get the report.](#)

ACS Heroes of Chemistry Spotlight: Pharmacyclics

We're celebrating the 2019 Heroes of Chemistry at Pharmacyclics whose research led to the development of an oral therapy for several types of

blood cancer. Watch their story and get ready for 2020 nominations, opening Nov. 1! [Learn More.](#)

Nominate a Noteworthy Chemist for an ACS National Award

Recognize an employee for an appropriate technical award. If your organization has a group that identifies individuals who should be nominated for awards, please share this information. We encourage you to nominate individuals from groups not commonly named as recipients of ACS awards such as women, minorities, chemists from industry and the national laboratories. The deadline date for all nominating material is November 1, 2019. [Submit your nominations today.](#) You can also [visit ACS's National Awards Page](#) or email awards@acs.org for more information on how to submit a nomination for an ACS National Award.

Join ACS's New LinkedIn Group

Are you an entrepreneur or interested in entrepreneurship in the chemical industry? Join ACS's new Innovation Hub LinkedIn group to make important connections, get advice, and learn about the latest trends driving chemical industry innovation. [Learn More.](#)

ACS Featured Short Course: Environmental Fate and Hazards of Chemicals

Ecological toxicology is the field that assesses adverse effects in non-human and wildlife species resulting from chemical exposures via aquatic, soil, and atmospheric media. This live, online course examines the links between chemical properties and their fate (distribution and lifetimes) within these compartments. Particular attention will be given to the 3 parameters that define chemical behavior in the environment: persistence, bioaccumulation, and ecotoxicity. The course begins on November 7 and runs through December 05, 2019. [Register for the course.](#)

ACS Industry Matters Goes Weekly

By popular demand, the ACS Industry Matters newsletter moved to a

weekly format on Thursday, October 17. You can now expect the same great, member only content, plus several exciting new columns, including features on innovation, safety, industry job postings and more, weekly every Thursday.

Send thoughts, tips, and questions to industry@acs.org.

Visit us at www.acs.org/industry

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