



Society for Immunotherapy of Cancer

Meet-the-Expert Webinar: CV and Cover Letter Writing: Academia vs Industry

Thursday, April 16, 2020

1:00-2:00 p.m. ET

Webinar Agenda

3:00-3:10 p.m ET Overview: Welcome and Introductions

3:10-3:25 p.m. ET Academia Presentation

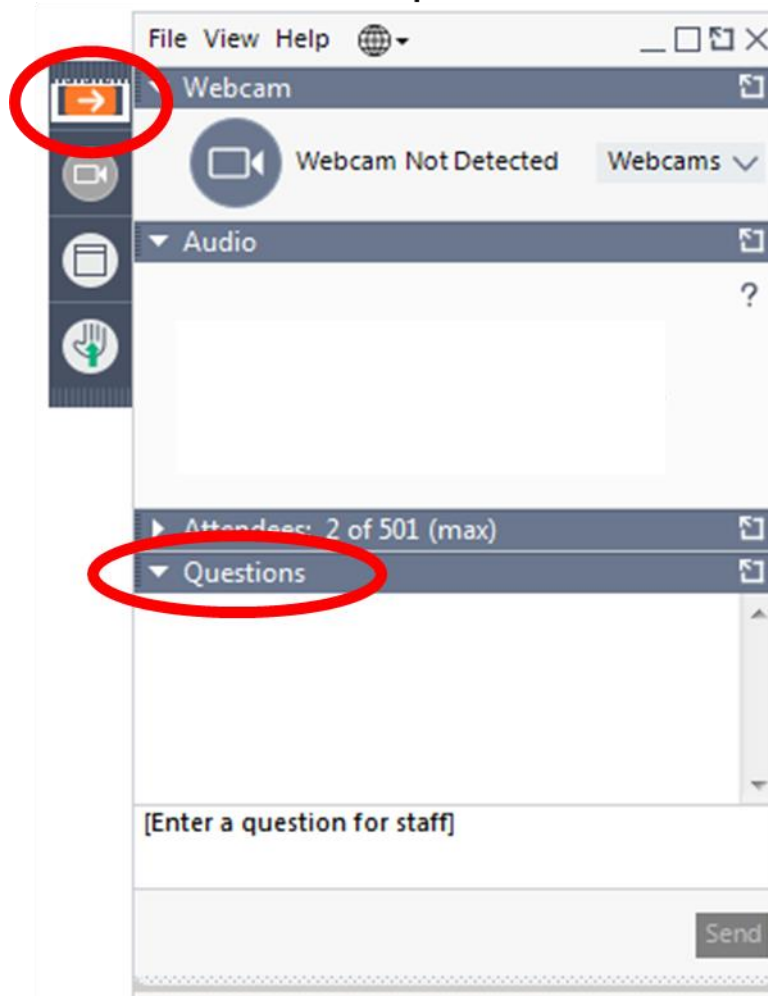
3:25-3:40 p.m. ET Industry Presentation

3:40-3:55 p.m. ET Question and Answer Session

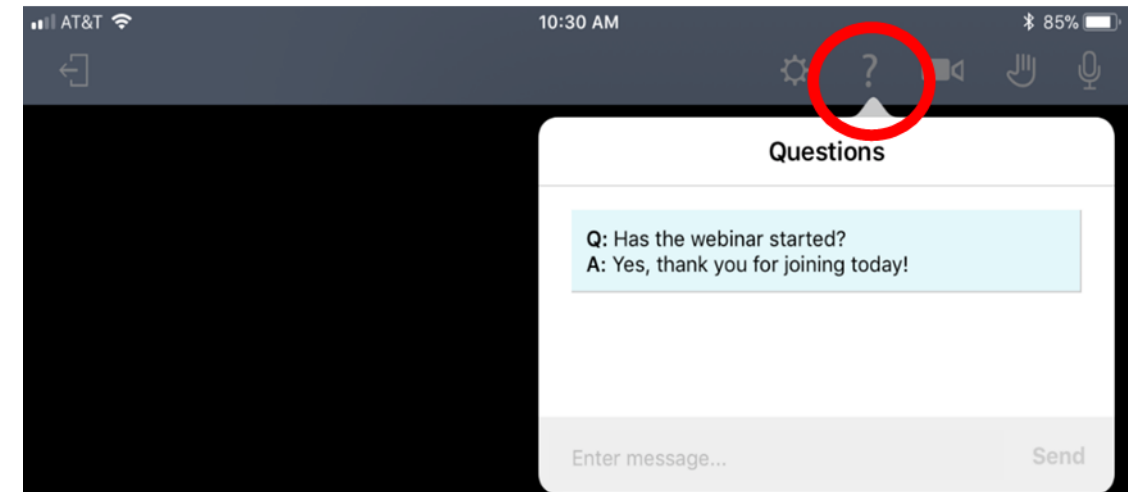
3:55-4:00 p.m. ET Closing Remarks

How to Submit Questions

Computer



Mobile Phone



Webinar Faculty



Ravi Patel, MD, PhD –
University of Pittsburgh



Tahi Ahmadi, MD, PhD –
Genmab



Christian Capitini, MD –
University of Wisconsin-Madison

CV/Cover letter writing - Academia

Christian Capitini, MD

Associate Professor

University of Wisconsin-Madison

Cover letters

- Can be written in response to a job ad posted or emailed unsolicited to universities of your choice.
- Generally should be 1 to 1.5 pages length
- Need to be as personalized to the program as possible to increase the chances someone will respond to you.

Basic structure of cover letter

- Heading – Address the letter to a department chair or division chief unless an advertisement specifies another individual or committee
- Opening paragraph – Introduce yourself and what position you are seeking.
 - “I am a 3rd year clinical/postdoctoral fellow at X University, and am highly interested in joining your faculty/staff in the Division of X as a tenure track Assistant Professor/non-tenure track Assistant Professor/Staff Scientist”
 - If there is a job posting # you are responding to, BOLD or UNDERLINE it
 - Briefly summarize your training background and area of expertise

Basic structure of cover letter

- Middle paragraph (1-2 typical) – Summarize your research experiences/findings as succinctly as possible.
 - Highlight novel discoveries and significance of findings.
 - OK to mention journals for published papers and invited oral presentations if relevant.
- Closing paragraph - Mention how you uniquely fit into the division/department at the institution you are applying to. Do your research, will depend on the institutional environment!
 - Will you be the sole expert in a given area?
 - Will you build on existing expertise and thus complement faculty interests well?
 - Offer to be available for a followup phone call or email, and provide contact info.

Academic CVs

- Differ from resumes, which are intended to be 1-2 page snapshots summarizing experiences, skills and goals
- Differ from biosketches, which are 3-5 page very structured summaries requested by government agencies for grants
- CVs include almost every achievement, and rarely include skills and goals
- Structure of CV varies by institution

Sample structure of a CV

Name

Office Address

Office Telephone, E-mail

Citizenship (Needed bc determines eligibility for federal grants and potential lead time needed for work visas)

FORMAL EDUCATION

- Include thesis titles and major professors for graduate work, and names of post-doctoral mentors.
- Undergraduate:
- Graduate/Medical School:
- Residency:
- Postgraduate/Fellowship:

Example of Formal Education

FORMAL EDUCATION

1994 – 1998	Bachelor of Arts in Biology with honors, <i>magna cum laude</i> Drew University, Madison, New Jersey
1998 – 2002	Doctor of Medicine with Distinction in Research University of Rochester School of Medicine and Dentistry, Rochester, New York
2002 – 2005	Residency in Pediatrics University of Minnesota, Minneapolis, Minnesota
2005 – 2008	Fellowship in Pediatric Hematology/Oncology Johns Hopkins University/National Cancer Institute Baltimore and Bethesda, Maryland

Sample structure of a CV

POSITIONS HELD

- List chronologically and indicate length of service in each position, accounting for all years.

CERTIFICATION AND LICENSURE

- Specialty/Subspecialty Certification:
- Medical or Other Professional Licensure (certificates, BLS, etc.):

HONORS AND AWARDS (subdivide by when in training you received it if you have a lot)

PROFESSIONAL SOCIETY MEMBERSHIPS

Examples of Positions, Certification, Honors and Memberships

POSITIONS HELD

Jul 2018 – Aug 2019 Research Technician
Center of Molecular Medicine & Immunology
Newark, NJ

CERTIFICATION AND LICENSURE

2019 CPR certification, AHA

HONORS AND AWARDS (subdivide by when in training you received it if you have a lot)

2017 NIH Fellows Award for Research Excellence

PROFESSIONAL SOCIETY MEMBERSHIPS

2010 - present Society for Immunotherapy of Cancer

Sample structure of a CV

RESEARCH ACTIVITIES

Publications

- Papers published in, or accepted by, refereed journals (list inclusive page numbers)
- Papers submitted to refereed journals but not yet accepted for publication (specify journals and dates papers were submitted)
- Papers published in, or accepted by, nonrefereed journals
- Conference proceedings/Reviews/Case reports/Commentaries
- Monographs or books published (indicate if joint authored)
- Chapters in books
- Abstracts
- Other

Patents

Examples of Research Activities

RESEARCH ACTIVITIES

Manuscripts published

Kink JA, Forsberg MH, Reshetylo S, Besharat S, Childs C, Pederson JD, Graham M, Gendron-Fitzpatrick A, Bates PD, Schmuck EG, Raval A, Hematti P*, **Capitini CM***: Macrophages Educated with Exosomes from Primed Mesenchymal Stem Cells Treat Acute Radiation Syndrome by Promoting Hematopoietic Recovery. *Biology of Blood and Marrow Transplantation*, 2019 Nov;25(11):2124-2133. * = co-corresponding authors.

Manuscripts under review/revision

Damodharan SN*, Walker KL*, McDowell KA, Bouchlaka MN, Drier DA, Sondel PM, DeSantes KB, **Capitini CM**: Analysis of *ex vivo* expanded and activated clinical grade human NK cells after cryopreservation. *Cytotherapy* 2020, manuscript under revision. * = co-first authors

Review articles/Meeting summaries/Editorials

Capitini CM: CAR-T immunotherapy - how will it change treatment for acute lymphoblastic leukemia and beyond? *Expert Opinion on Orphan Drugs*, 2018 6:10, 563-566. PMCID: PMC6375487

Invited book chapters

Bouchlaka MN, Hematti P, **Capitini CM**. Mesenchymal stromal cells as tumor stromal modulators. Bolontrade MF, Garcia MG, editors. Cambridge, MA: Elsevier; 2017. Chapter 22, Therapeutic Purposes and Risks of Ex Vivo Expanded Mesenchymal Stem/Stromal Cells; p.551-88.

Sample structure of a CV

- **Invited Research Presentations**
- **Grants and Awards** (*include source; grant title; dates; role; and total award amount for each category*)
 - Current:
 - Pending:
 - Major Past Awards:

Examples of Abstracts, Invited talks and Grants

Abstracts

Mohr dieck N, Bates PD, Rinella S, Tippins K, **Capitini CM**: Combining an engineered costimulatory vaccine with NK cells induces an anti-tumor effect against murine neuroblastoma in vitro and after bone marrow transplant in vivo [abstract]. *Journal for Immunotherapy of Cancer*, Nov 2019.

RESEARCH PRESENTATIONS

Oct 28, 2019 Integrating anti-GD2 therapies and fusokines with NK cells for pediatric solid tumors
AACR-NCI-EORTC International Conference on Molecular Targets and Cancer Therapeutics
Boston, MA

Grant Support

Project #: **K08 CA174750**

Title: Inhibiting STAT1 as a novel graft-versus-host/graft-versus-leukemia therapy

Dates: 06/01/14-05/31/18

Funding Agency: NIH/NCI

Project Total or Annual Direct Costs: \$714,960 total project costs, 8% F&A

PI: Capitini, Christian

Brief explanation: The long-term objective of this proposal is to develop novel therapies that preserve the GVL benefit of alloHSCT while successfully preventing GVHD.

Sample structure of a CV

- **EDUCATIONAL ACTIVITIES** – can be listed or put in a table
 - Classroom teaching

Lectures, seminars, laboratories, discussion sections and workshops				
Date(s)	Title	Role	Learners/ Number	Time/ Frequency
April 16, 2020	H ONCOL 911: Tumor Immunology and Cancer Immunotherapy	Lecturer	Graduate students/15	1 hr x 1

- Clinical teaching

Professional Degree Training				
Date(s)	Type/Location	Role	Learners/Number	Time/Frequency
2011-Present	Inpatient service, American Family Children's Hospital	Attending Physician	3 rd and 4 th year Medical Students	4 weeks and 8 weekends/year
2011-Present	Outpatient service (Bone Marrow Transplant) American Family Children's Hospital	Attending Physician	3 rd and 4 th year Medical Students	2 half days/month

Example of Mentor Teaching

- Mentor teaching

Undergraduate Students		
Dates	Name and Course	Accomplishments and Current Position
2018 – 2019	John Smith Biol 152	John was an undergraduate student at the University of Wisconsin-Madison majoring in Biology, graduating in May 2019. He worked with me October 2018 – May 2019 studying the graft-versus-leukemia response after allogeneic bone marrow transplant. After graduation, John was accepted to the University of Minnesota, where he is completing graduate school.

Sample structure of a CV

SERVICE ACTIVITIES

- International and National:
- Regional:
- University, Medical School, and Hospital:
- Community:

Examples of Service Activities

SERVICE ACTIVITIES

Ad Hoc Reviewer

2016-present	Journal for Immunotherapy of Cancer
Oct-2016	Early Career Reviewer, NIH Transplantation, Tolerance and Tumor Immunology (TTT) Study Section

Committees

2018 – 2019	Committee for Early Career Scientists, Society for Immunotherapy of Cancer (SITC)
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Conclusions

- Cover letters need to be tailored to the recipient institution/position
- Cover letters should be succinct, highlighting
 - Who you are/training
 - Research accomplishments
 - Desired career goals
- CV should be organized and list
 - Demographics
 - Education
 - Honors/awards
 - Research Activities
 - Teaching Activities
 - Service Activities

CV/Cover letter writing - Industry

Tahamtan Ahmadi, MD, PhD
Senior Vice President, Head of Oncology
Genmab

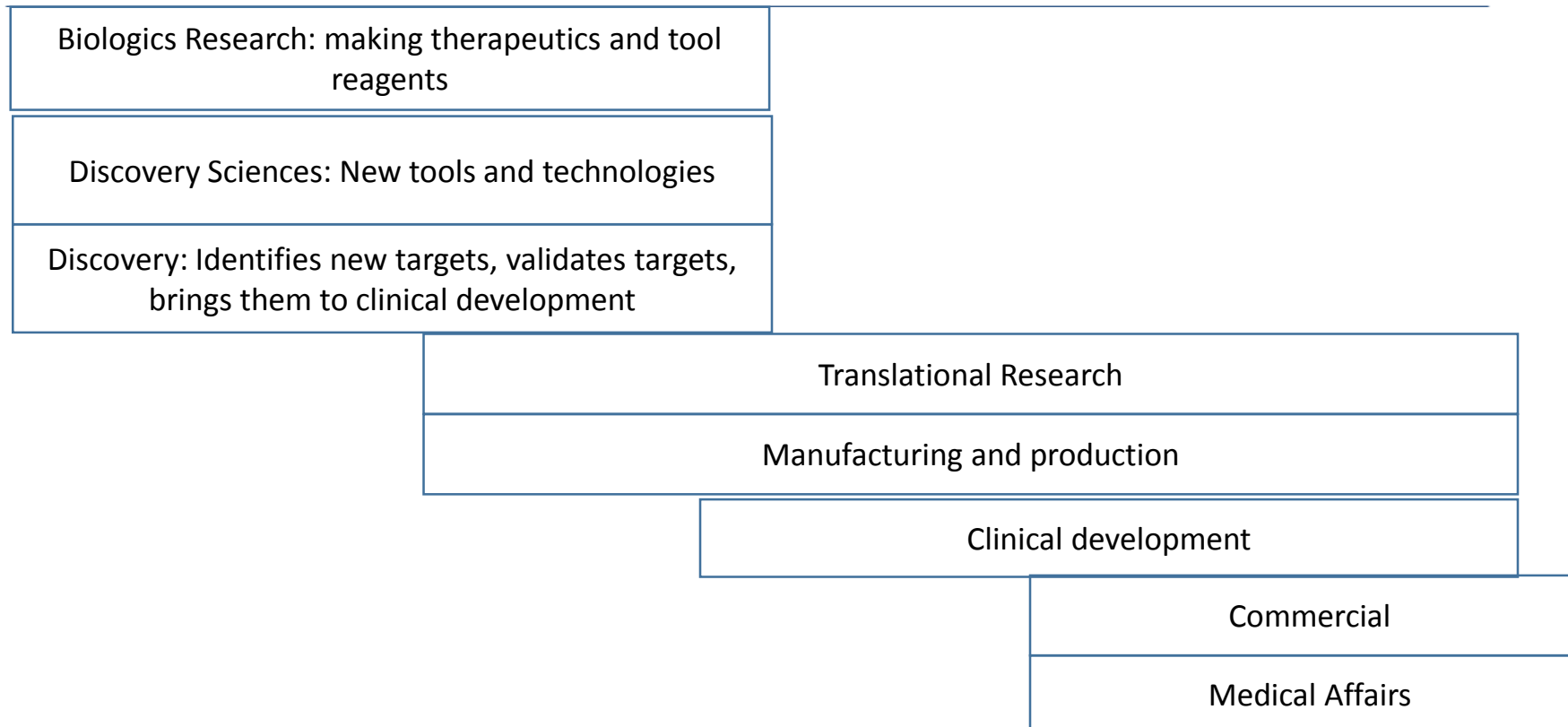
My Academic Path

- Studied Medicine in Freiburg/Germany
 - PhD in Immunology
- Residency in Internal Medicine/Oncology at University Hospital Cologne/Germany (Prof. V. Diehl) 1998-2002
- Post-Doc at DFCI/BU (David Sherr) 2002-2005
- Residency Internal Medicine Boston Medical Center 2005-2007
- Hem/Onc Fellowship at University of Pennsylvania 2007-2009
 - Lab Year with Craig Thompson
- Junior Faculty at U Penn 2009-2012
 - LLS , NIH funded

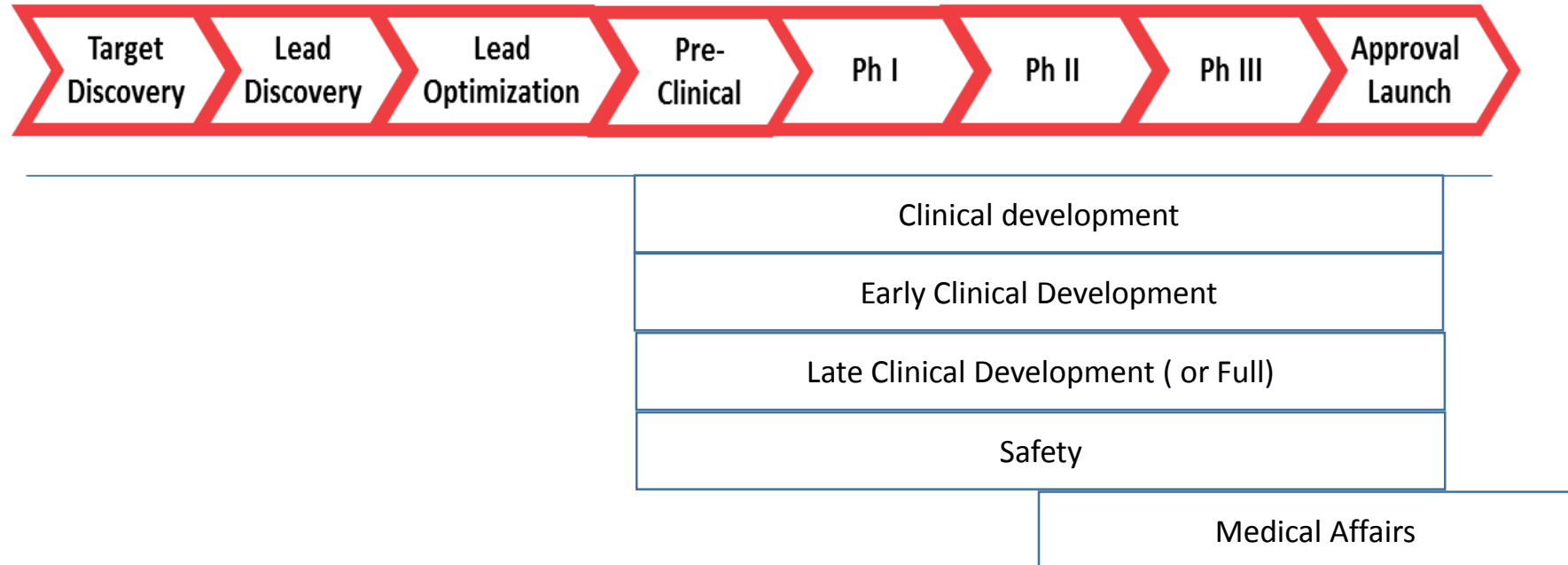
My Industry Path

- Started 2/12 as Associate Medical Director at Janssen (J&J)
 - Medical Lead for Ibrutinib in Lymphoma
 - Lead initial approval for Ibrutinib in MCL
- 6/13 Global Clinical Leader for Daratumumab
 - Promoted to Senior Director in 1/14
 - Lead global Development from Phase 1 to 7 Phase 3 registration studies
 - Oversaw initial 4 indication approvals
- 1/16 Vice President; Global Head of Early Development and Experimental Medicine
 - Oversaw all NME efforts and Phase 1 trials in Oncology
- Since 3/17 Senior Vice President, Oncology at Genmab
 - From Discovery, Clinical development to Medical affairs

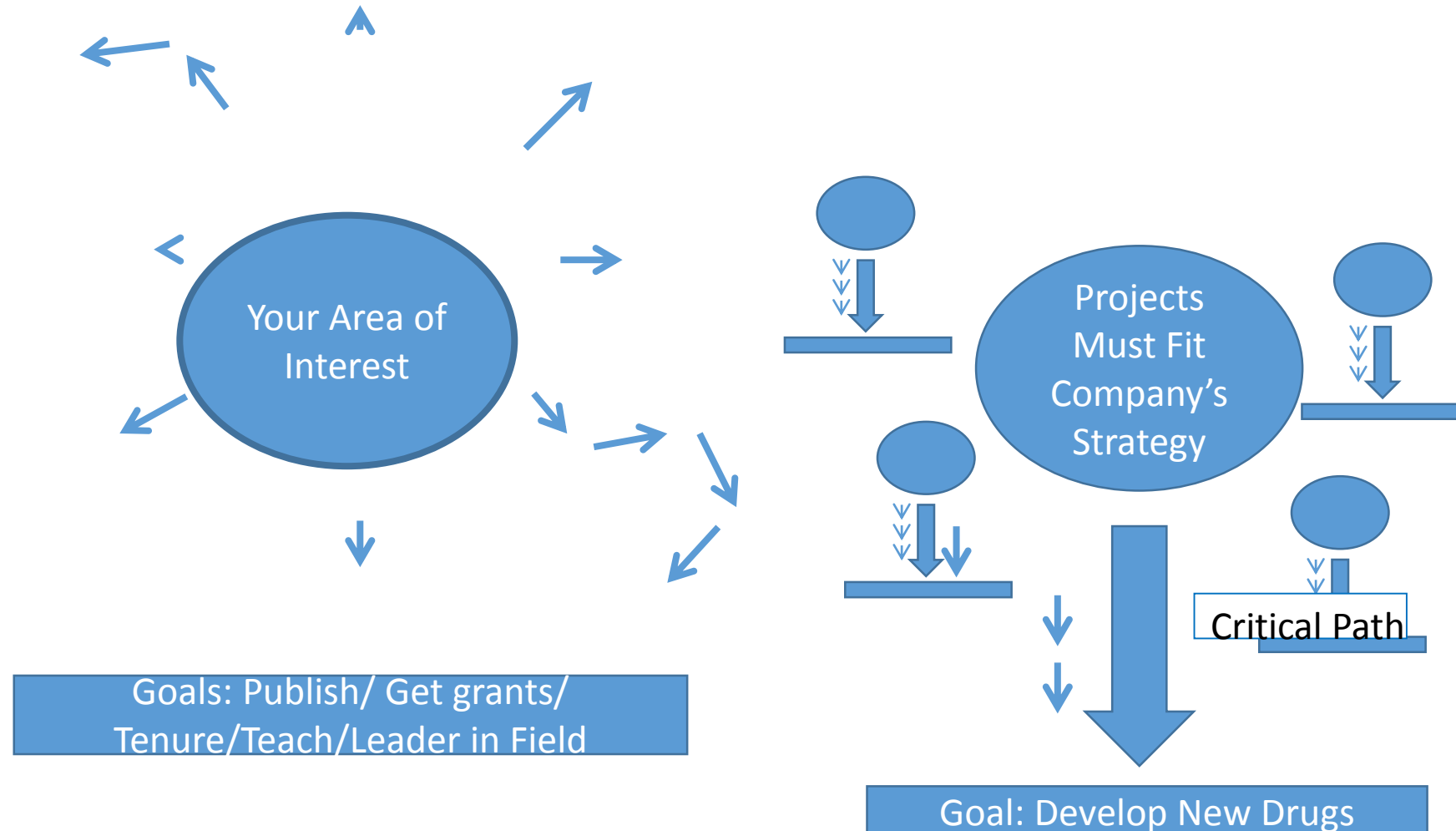
MD/PhDs are needed across drug development process



MD are needed across drug development process



Academia Vs. Industry: Different Goals Require Different Perspectives on Research



Academia Vs. Industry: Different Culture

- Priorities/projects shift quickly; flexibility is key
- Corporate jargon, acronyms prevalent
- Process, meetings, time more scheduled
- Time pressure; deadlines/milestones tracked
- Communication with team members, upper management
- Different funding sources/access to resources
- Lay-offs/restructuring risk
- Career development opportunities

Is Industry Right For Me?

- Are you flexible?
- Do you want to make a difference in patients' lives?
- Can you prioritize/focus on critical experiments?
- Can you switch projects easily?
- Can you tolerate uncertainty/possibility of restructuring/loss of job?
- Can you juggle multiple roles/responsibilities?
- Do you enjoy collaborating on a matrix team?
- Do you seek a myriad of career development opportunities?

Industry looks for Industry experience

The PhD Dilemma

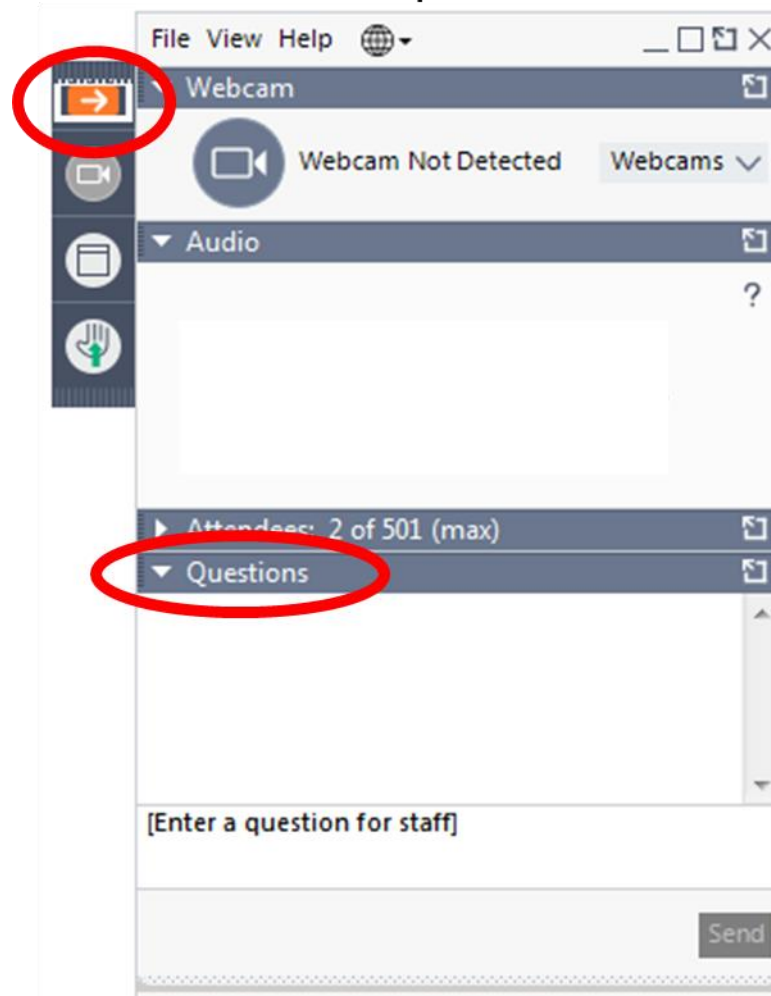
- Look for labs and PIs that have connections already, and maybe even have projects that are sponsored by industry.
- Look for a project that connects with industry, or at least will get you industry experience.
- Look for internship and post-doctoral opportunities as another way to gain industry experience.
 - many large pharma companies, but even smaller biotechs, offer both summer internship and also post-doc programs. These can be great entry opportunities, even if you have done a post-doc already.
- Make connections!!! Find a way that your academic research can connect to an industry project.
 - Does your target of interest, or the pathway of interest fit with a drug product that a company is working on (BTW—you can find this type of information on most company webpage—look at their portfolios or study what research areas they are interested in)
- Look for this company's presentation at scientific conferences and GO and meet the scientists
 - make connections....send emails. Many scientists at these companies will follow up. This can be a good way to stay in touch for potential opportunities.
- Worst case (not recommended unless you exhaust other options, but ...).... Reach out via social media or LinkedIn.
- Many companies offer job postings and meet-n-greet at scientific conferences. Go to company booths, and ask if they have such sessions, or if you can meet with someone who can put you in touch with a scientist who is hiring....
- Be persistent. Getting your foot in the door is the first step!

If you have an MD

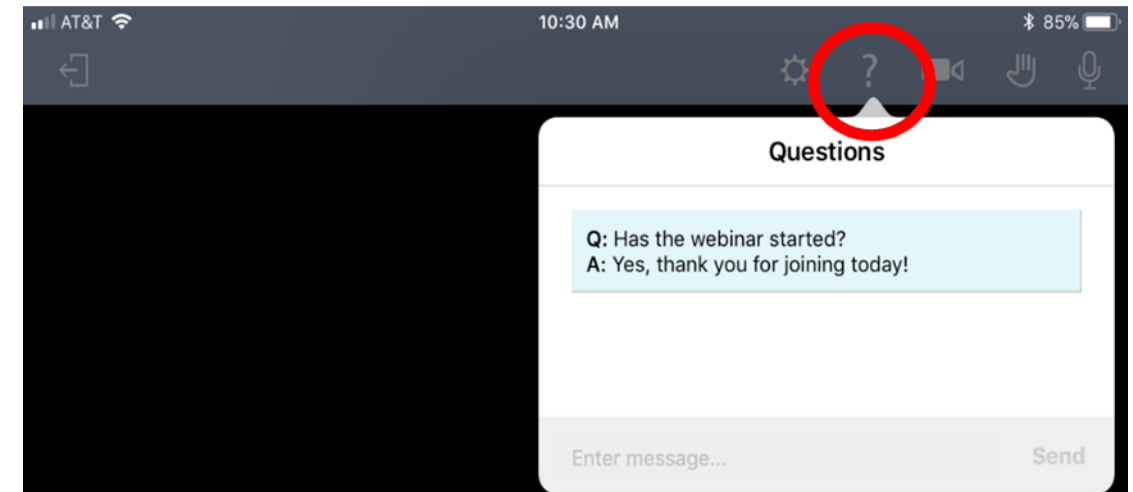
- You should have completed your Fellowship!
- Some time on faculty will help.
 - Industry does these days hire “straight out of fellowship”
- Your academic position does not translate into an industry position.
 - Unless you start at the very top, you will start at the very bottom
- If you are interested, answer to any of the headhunters harassing you with emails
 - If no headhunter has every contacted you, ask your colleague, he has!
- Your first job in Industry should never be a start up or small biotech!
 - There is time for that later on.

How to Submit Questions

Computer



Mobile Phone





sitcancer.org/careerconnections

Career Connections Online Job Board

The Career Connections Online Job Board gives job seekers the key information on talent seekers and the job openings they need to make the next step in their career, including:

- Search jobs by location
- Set personal notifications and preferences
- Learn more about talent seekers
- Directly apply for open positions

Registration for SITC 2020 is now open for current members. General registration for SITC 2020 opens on April 20, 2020.

All current student members of SITC will receive free registration to the 35th Anniversary Annual Meeting!

To learn more or to register visit:

sitcancer.org/2020





Society for Immunotherapy of Cancer

Thank you for attending the webinar!

Questions/Comments:
connected@sitcancer.org