



Building your pitch.

How to effectively present your career path and goals when networking

(focus on the non-academic sector)

June 27, 2023

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2

ABG: where PhDs and companies meet



- **Non-profit** created in 1980 and partly funded by the French government
- We publish post-doc & job offers, thesis topics, masters internships on our website: www.abg.asso.fr – 5400 ads per year in 2022
- We help companies recruit PhDs
- We set up events and share information (PhD career paths, career advice...) about opportunities **outside academia**

LinkedIn Group: +20K members

Twitter: [@ABG_asso](https://twitter.com/ABG_asso) & [@ABG_intl](https://twitter.com/ABG_intl)

- We train and coach PhD candidates, post-docs and researchers to steer their career – 3700 people trained in 2022 (France, Belgium, Germany, Italy, Luxembourg, Finland...)
- EURAXESS Career Development Centre since 2017



3

Crossroads



While transition: **pitch your career path as consistent!**
Show your motivations, market your experience and skills, adapt your vocabulary



4

Self-introduction: science vs business



In what context?
What are the differences?
For what purpose?

Possible scenarios in business



While attending a careers fair

When networking with new connections



At the beginning of a recruitment interview

Self-introduction = Pitch

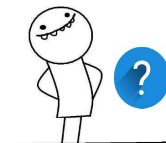
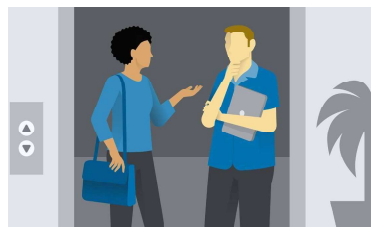
When: any occasion (professional or personal) when you meet new people

Elevator pitch to open a conversation 15-30s

- **Who you are:** name and position
- **What you do**
- **What you look for :** information, advice
(depending on the context)

->

But also a 2-min presentation



Brainstorming

What does “networking” mean?

Why networking with new connections?

How do you network?

What is networking about ?

Developing and maintaining contacts and personal relationships with a diverse group of people who can help you in the implementation of your career plan and who would also benefit from you (directly or not).



Networking for funding, collaboration and career development – what benefits?

- Monitoring: key information on **sectorial trends**, a field, **ideas** to stay on top of your field
- **Expertise** to call upon, **advice** to build and manage your career plan
- Better **understanding of a job, of a sector**, better **understanding of how a company works/is organized**
- **Identifying** (or raising) **opportunities** in or outside your company/structure, easy contact with line managers (*potential future employers*)
- **Personal references**



Communication during networking

Help your interlocutor help you:

- Adjust your presentation to your interlocutor **who won't necessarily be a specialist in your field**
- Present simply and clearly your **background** and **your goals**
- Present **what you expect from him/her**



Describing yourself and your career plan in 2 minutes

Introduction	Development	Conclusion
<i>Me and my personality</i>	<i>Facts and results</i>	<i>Here is my goal</i>
Do not recite your CV.	Be selective.	Summarize your plan and your core assets.
Give a personal dimension to your presentation: this is about you.	Mention only things you are proud of.	Do not be close-minded in expressing your career goals. E.g. "My goal is to join a company where I would be able to contribute..."
Think about what your interlocutor is interested in.	Be specific (context, actions, results).	Give the floor back to your interlocutor.
Mention the results you have achieved in the past: they are an indicator of the future.		
30 seconds	1 minute	30 seconds
WHO I AM	WHAT I HAVE ACHIEVED	WHAT I WOULD LIKE TO DO

Efficient communication: key points

- **Clarity**

No jargon

- **Conciseness**

Select what is relevant

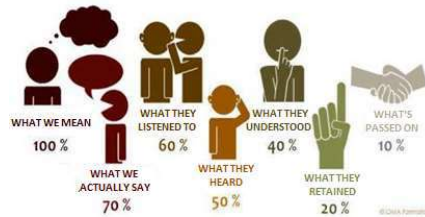
- **Specificity**

Your added value (*Actions, skills, achievements*)

- **Body language**

Posture, smile

- **Impact: Make them want to know more about you ->**
this is a beginning of a discussion!



Debriefing & Final advice...



1. Pitches should not be improvised on the spot.
2. Be natural.
3. Some stress is normal.
4. Understand not just what you are pitching, but who you are pitching to.
5. Sound enthusiastic.
6. During an online discussion, check whether your camera and sound are working correctly before you start speaking and ask if your interlocutor can hear you.
7. Film your rehearsals or have your friends and family listen to you. With each attempt, refine your speech and get rid of digressions.

Pitching & Networking: new skills?

Cellular Neurology Expert (M/F)

Ref. ABG-102436 Job Confirmed
2022-01-17 Permanent < €25,000 annual gross
Workplace Croissy-sur-Seine - Ile-de-France - France
Scientific expertise Biology
Occupation Research and Development



THE ROLE

- Proactively contribute to projects as member of the project team in charge of the in vitro pharmacology.
- Lead a team of technicians and supervise operational tasks internally and externally to support neurology projects in exploratory and lead discovery phases.
- Foster a group culture promoting the highest level of scientific rigor and operational excellence through dynamic and flexible approaches to achieve project objectives.
- Deliver innovative solutions in a highly collaborative environment internally and externally.

Profile

- Ph.D. and post-doc in the neurology field with a strong record of scientific publications.
- Strong experience in team management.
- Solid background in In vitro pharmacology.
- Deep knowledge of neurodegenerative disease mechanisms such as movement disorders (Ataxia, ALS, Parkinson, MSA, ...)
- Recognized expertise in neurology and related cellular assays including physiopathological models (primary cell culture, iPS-derived cell lines, 3D models) and state-of-the-art technologies (cellular imaging, microfluidic cell culture systems, ...)
- Strong collaborative skills and ability to work effectively in multidisciplinary teams. Perfect communication and presentation skills, both written and oral (French/English). Management and leadership capabilities in a fast-paced environment. Demonstrates good network and relationship building skills.
- Several years in industry, CRO or biotech experience as a researcher and/or project leader is a prerequisite.

Pitching & Networking: new skills?

Stellenbezeichnung: Food Style Junior Scientist

Anforderungs-ID 44832 - Veröffentlicht 29.01.2016 - Research & Development - Absolventen - (France)

Context

Danone Nutricia Research combines the research and innovation of Danone, through 1500 researchers and developers all around the world, gathered in 6 research centers and 55 R&D branches. Danone Nutricia Research delivers safe, healthy and enjoyable food products firmly rooted in scientific and technological knowledge and understanding.

The Global Nutrition Department defines and drives the nutrition strategy for Danone and develops for all divisions worldwide (Dairy, Waters, Early Life Nutrition, Medical Nutrition, Africa) innovative tools and methodologies allowing Danone to offer locally relevant and superior solutions for consumers, driving positively their eating and drinking practices.

Your mission

You will be in charge of implementing studies in the field of food sociology, FoodStyle studies, in close connection with 2 WWBUs. You will lead cross-functional teams to deliver robust scientific results to feed business solutions, and contribute to the development of innovative methods and tools to strengthen Danone's understanding of communities' food styles.

Profile and skills

- Strong scientific background (min. PhD) in food socio-anthropology
- Competencies in nutrition, public health or associated fields (physiology, food behavior...) is an added value
- Abilities to exchange and collaborate with external experts
- Business/Communication skills to integrate business needs into science and translate & transform scientific concepts into business stakes.
- Strong leadership and transversal animation skills
- Strong thinking & analytical skills
- Proactive self-starter, take initiative, results oriented
- Team player, Good networking skills and ability to enroll key stakeholders
- Strong sense of organization, ability to prioritize, attention to details and time-management skills

Language skills: Master English as work language, both oral and written, French is an added value





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