



Biotech Career Feature

Top biotech jobs

A brief explanation of biotechnology and the biotech industry

Biotechnology is a term that is tossed around a lot these days, but what is it? In fact, it encompasses several technologies that work by manipulating natural biological organisms to make products like drugs to help people suffering from diseases like cancer. These drugs work with the body's systems to help them heal or to control symptoms, and are developed and tested to provide more effective and less toxic treatments. Other biotech drugs have similar results. For example, one recombinant DNA drug uses the body's natural processes to help boost red blood cell production for kidney dialysis patients, who can easily become anemic because of dialysis' filtering techniques.

All biotech products use living organisms already in existence to produce products and develop processes that will make something better than it already is. In a sense, a manipulation of something already exists in some capacity to make it better

Biotech sales jobs

There are certain areas of the biotech industry where you are going to need to have an advanced degree, such as if you want to become a biological scientist, or research and development. However, if you want to work in biotech sales, you need to have a knack for sales and you need to know the industry you are working for very well, particularly your company's products.

Among the products you might be selling are substances that work to reduce pollution or that help with food production.

What products do biotech jobs California, [biotech jobs in Los Angeles](#), or biotech jobs USA involve?

If you work in sales for biotech, you will need to have a bachelor's degree and life sciences in your background. Oftentimes, employers also prefer that you have a lever to research background or that you have done pharmaceutical research.

Before you can do sales biotech jobs in California, biotech jobs in Los Angeles, or [biotech jobs USA](#), for example, you will also need to research the companies in your area and determine which of them are looking for sales representatives. This area keeps growing quickly, as more products are developed daily and then become available.

Once you begin working for a biotech company, you will need to learn its product lines and learn what benefits and selling points the products have for customers. For example, if you sell biotech products related to healthcare, you will need to be very knowledgeable about the products themselves and

you will also need to be knowledgeable enough about health care that you can talk about a particular drugs side effects and benefits. You will need some on-the-job training, too, but a background in laboratory research, for example, will help you get comfortable with this. In some cases, you may need to have had previous sales experience or experience with pharmaceuticals, too.

Finding biotech jobs USA

No matter where you live in the USA, you can find a biotech job that is suitable for you. If you are in another area beside sales for the biotech industry, your school's career placement center should be able to help you. If you want to go into sales and you have the necessary experience and background, it is an easy matter to find jobs in the location you want to look in by going on the Internet and typing in "[biotech sales jobs](#)" into your favorite search engine. When you get to the job site, type in your location and you should come up with several companies who are looking for sales representatives.

This is a very fast paced, high-pressure industry, but it is perfect for you if you enjoy learning about new products, have a good mind for science and biotechnology, and like working with people. You will need to be enthusiastic about the products you sell to prospective clients, Also, you will need to be knowledgeable enough about them to give your sales pitch within a few minutes; most professionals you'll be working with as customers are very busy and don't have a lot of time to sit down and listen to a sales pitch. So be prepared to cover the product's benefits very quickly and thoroughly.

Getting the job

Your resume should list your educational background and any relevant work in sales experience you have had, including anything related to laboratory research and previous sales jobs outside of the biotech industry.



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When you prepare to submit your resume on various jobsites, it is a good idea to take some time to research each company's major products before you do. Then, in your cover letter or in a specific section you can specially include on your resume, briefly detail what you know about the company's products. This lets the company know that you are willing to do your homework and are a fast learner. As a sales representative, you are going to have to be learning about new products or services continually, so you have to show that you are quick on your feet and pick up new information fast.

At the interviews themselves, you can further expand on what you know about a company's products and answer any questions the interviewer may have. What you want to do is

show that you have thorough knowledge of the company itself in sales in general, so that you will be seen as someone who is valuable to hire.

Conclusion

Biotech jobs are in demand right now as the biotech industry continues to research, develop, and add new products every day. Whether your passion is to do research, development or sales, the biotech industry needs people who like to work in a fast-paced and cutting-edge environment with lots of challenges. If biotechnology is something you are interested in and you have the proper background, take a look at the industry to see if it might be right for you.

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