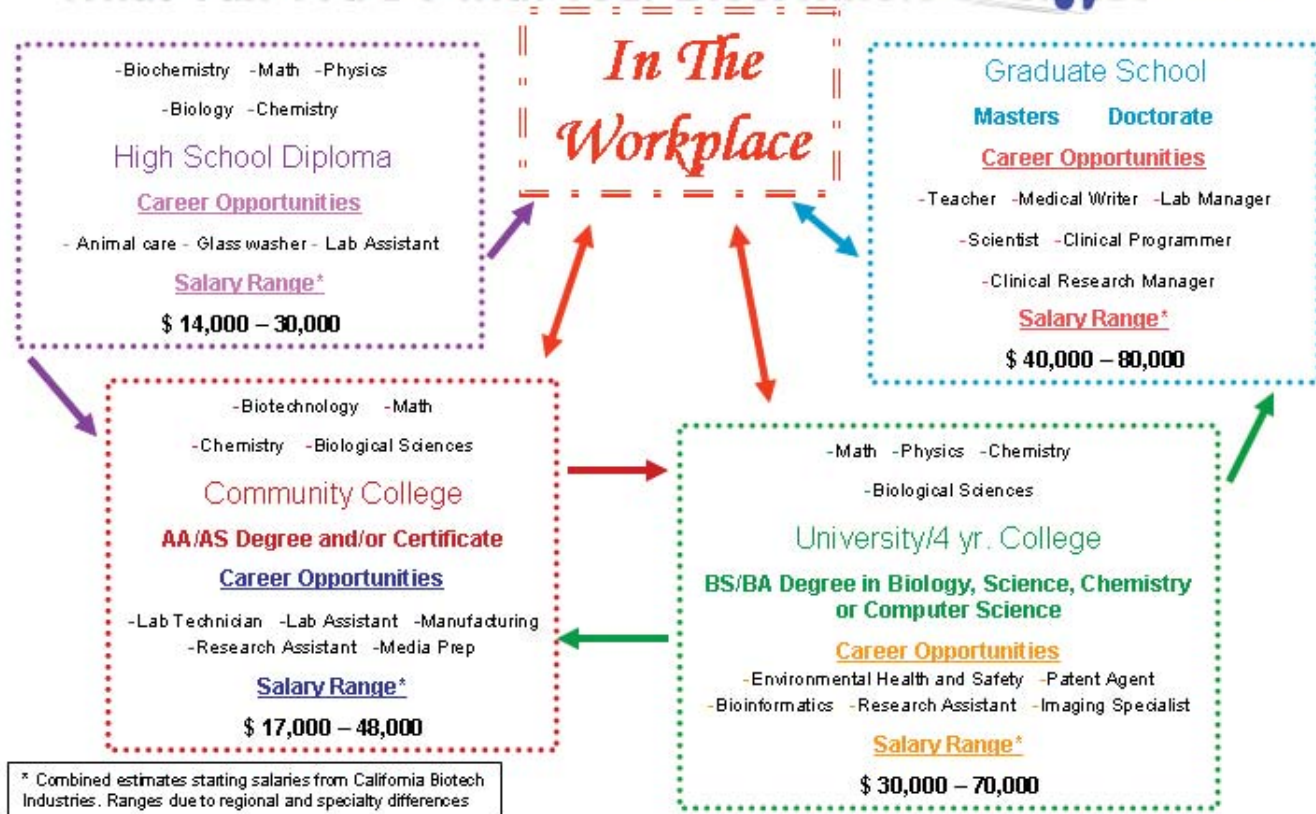


What Can You Do with Your Biotechnology Skills?



BIO SCIENCE COMPANIES

- ♦ Acadia Pharmaceuticals: www.acadia-pharm.com
- ♦ Alexion Antibody Technologies: www.alxnsd.com
- ♦ Allergan: www.allergan.com
- ♦ Amylin Pharmaceuticals: www.amylin.com
- ♦ Anadys Pharmaceuticals: www.anadyspharma.com
- ♦ Applied Molecular Evolution: www.ame.biz
- ♦ Biogen Idec.: www.biogen.com
- ♦ Ceregene: www.ceregene.com
- ♦ Chugai Pharma USA: www.chugai-pharm.com
- ♦ Diversa: www.diversa.com
- ♦ Elan Pharmaceuticals: www.elan.com
- ♦ Gen - Probe: www.gen-probe.com
- ♦ Idun Pharmaceuticals: www.idun.com
- ♦ Inamed: www.inamed.com
- ♦ La Jolla Pharmaceuticals Company: www.ljpc.com
- ♦ Ligand Pharmaceuticals: www.ligand.com
- ♦ Merck Research Laboratories: www.merck.com
- ♦ Pfizer: www.pfizer.com
- ♦ Tanabe Research Laboratories: www.trlusa.com
- ♦ The Dow Chemical Company: www.dow.com
- ♦ Exelixis (X-Ceptor Therapeutics): www.exelixis.com

California Community Colleges Economic Development Network Statewide Institute in Biotechnology
Sandra Slivka, Ph.D., Director, Southern California's Biotechnology Center, <http://www.scbcmiramar.org>



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The Career Chronicle

Grossmont College Career Center/Student Job Placement
Volume 16, Issue 1 – Spring 2005



SAN DIEGO, THE NATION'S TOP BIOTECH CENTER

"In the race to generate high-paying jobs and underwrite local prosperity, regional leaders from across the U.S. are fighting hard to lure what many believe is the economic growth industry of the 21st century - biotechnology.

According to this study, only a handful of metropolitan areas have succeeded on a scale necessary to ensure industry sustainability. At the top of that list is San Diego."

<http://www.milkeninstitute.org/>

What is Biotechnology?

The use of living organisms or their products in industry or technology.

Biotechnology companies create medicines that help patients with AIDS, strokes, heart disease, cancer, diabetes and other diseases. They also make diagnostic tests used for pregnancy, AIDS, cancer and other conditions. Techniques of biotechnology are used in agriculture, industrial applications, forensics, mining, environmental cleanup and other industries. Other biotechnology companies specialize in bioinformatics which uses computer technology to organize, share and analyze complex biological information.

Why San Diego?

San Diego is home to 502 biomedical companies. The region's climate of innovation is prevalent and San Diego is also home to the highest number of science based Nobel Prize winners in the world. The biotech sector directly employed 32,409 people in 2003. As a life science industry, it captured \$927 million in venture capital investments in 2002 and 2003.

Who Does A Biotechnology Company Employ?

Biotechnology is very diverse and includes diagnostics, therapeutics, agriculture, environment, tissue, devices and tools. Employers in this industry are looking for applicants who have a life science background, are flexible, well trained, can learn new technologies and multi-task. Successful individuals in this field will be life-long learners, critical thinkers, have good lab skills and attention to detail. Proficiency in reading, writing and arithmetic (algebra), and good oral communication skills are also recommended.



In This Issue:

- p. 2: 2005 Occupational Outlook Report
- p. 3: Career Websites that Show You the Money
- p. 4. What Can You Do with the Biotechnology Skills Bioscience Companies

biotechbeach.biospace.com
(See page 4 for the full listing.)

Summary - 2005 Occupational Outlook Report
San Diego Workforce Partnership, Inc.

Turnover - Education Level

Very Low less than 6%

Occupation	Annual Turnover	Median Wage Experienced Level	Education Level
Computer Support Specialists	1.0%	\$19.98	AA
Human Resources Assistants	2.0%	\$16.16	HS/AA/BA
Network & Computer Systems Adms.	2.0%	\$30.56	BS/AA
Operating Engineers	3.0%	\$23.42	HS
Architectural & Civil Drafters	4.0%	\$21.13	AA/BA
Mechanical Engineers	4.0%	\$34.44	BS
Sales Managers	4.0%	\$43.05	HS
Shipping, Receiving & Traffic Clerks	5.0%	\$11.22	HS
Advertising Sales Agents	5.0%	\$21.88	BA
Cost Estimators	5.0%	\$26.02	HS/AA/BA

Moderately Low between 6% and 10%

Occupation	Annual Turnover	Median Wage Experienced Level	Education Level
Sheet Metal Workers	6.0%	\$18.56	HS
Accountants & Auditors	6.5%	\$23.92	BA
Graphic Designers	9.0%	\$19.58	HS/AA/BA
Pharmacists	9.0%	\$45.86	Grad
Legal Secretaries	10.0%	\$17.40	HS/AA

Moderate Between 11% and 20%

Occupation	Annual Turnover	Median Wage Experienced Level	Education Level
Fitness Trainers & Aerobic Instructors	11.0%	\$12.60	HS+
Teachers, Special Education	11.0%	N/A	BA
Teachers, Vocational Education	11.0%	N/A	HS/AA
Dental Hygienists	16.0%	\$41.95	AA/BA+
Dental Assistants	19.0%	\$15.47	HS+
Paralegals & Legal Assistants	20.0%	\$21.16	AA/HS/BA

Moderately High between 21% and 30%

Occupation	Annual Turnover	Median Wage Experienced Level	Education Level
Veterinary Technologists and Tech.	21.0%	\$13.17	HS
Welders, Cutters & Brazers	21.0%	\$15.29	HS/<HS
Sales Reps, Wholesale & Mfg.	24.0%	\$23.96	HS/AA
Amusement & Recreation Workers	25.0%	\$8.08	HS
Industrial Truck & Tractor Operators	25.0%	\$13.34	HS
Automotive Service Tech. & Mech.	\$29.0%	\$17.24	HS+

High Over 30%

Occupation	Annual Turnover	Median Wage Experienced Level	Education Level
Painters, Construction & Maintenance	37.0%	\$14.91	HS
Chefs & Head Cooks	40.0%	\$16.75	HS
Counter & Rental Clerks	49.0%	\$9.50	HS

Source: San Diego Workforce Partnership - 2005 Occupational Outlook Report - San Diego County March 15, 2005.
website: www.SanDiegoAtWork.com.

Summary 2005 Occupational Outlook Report

Employers' Skill Requirements

"Basic Skill" Requirements

- ✦ Computation Skills
- ✦ Computer Skills
- ✦ Reading Skills
- ✦ Strong Writing Skills
- ✦ Workplace Attitudes

"Soft Skill" Requirements

- ☞ Customer Service Skills
- ☞ Problem-Solving Skills
- ☞ Commitment to Life Long Learning/Continuous Education
- ☞ Multi-Tasking Skills
- ☞ Work as a Team Member
- ☞ Oral Communication Skills
- ☞ Perform Detailed and Accurate Work
- ☞ Work Across Team
- ☞ Verbal Presentation Skills
- ☞ Interpersonal Skills
- ☞ Ability to Work Independently
- ☞ Ability to Prioritize Multiple Projects
- ☞ Organizational and Project Management Skills
- ☞ Analytical Skills
- ☞ Ability to Follow Verbal and Written Instructions
- ☞ Ability to Meet Deadlines and Work Under Pressure
- ☞ Business Writing Procedures
- ☞ Accurate Record Keeping
- ☞ Knowledge of Various Cultural Backgrounds

Career Websites that SHOW YOU THE MONEY

Check Out These Salary/Wage Information Websites:

www.salary.com

This site contains salary and career planning information on: salary data, career planning, jobs by salary range, salary negotiation and much more...

Just For Fun - click on the following menu options available on this site.

- ❖ Salary Timer: Compare your salary with those of athletes and celebrities
- ❖ Millionaire Maker: Find out what it takes to make \$1 million by a certain age with their on-line calculator.

www.jobstar.org/tools/salary

Visit this site which offers links and descriptions for over 300 salary surveys.

Just for Fun - Take the "Test Your Salary IQ" test available on this site.

Additional Occupational/salary materials are available in the Career Center.

STUDENT JOB PLACEMENT HOT JOBS

Receptionist, FT - \$12/hr. (Job #15414/19661)

Description: This position requires an individual who can operate a multi-line phone system and can direct callers to appropriate personnel.
Requirements: Bilingual (Japanese/English), knowledge of Microsoft Excel to assist with tracking shipments, data entry, and updating shipment records.

Teller, FT/PT - \$8.65-9.50/hr. (Job #16293/19662)

Description: General Teller responsibilities, account transactions, balance cash drawer, and to provide excellent customer service. Promote product services to members.
Requirements: Minimum 6 months experience in service industry, cash handling, and strong communication skills.

Cooks, FT - Entry Level (15713/19668)

Description: Looking to hire culinary Arts graduates for entry level position.
Requirements: Have some cook skills.

Sales Associates, FT/PT - \$10/hr. (19766/19657)

Description: Looking for several applicants for sales associates' position.
Requirements: Excellent customer service/sales skills, and ability to work independently or in a team.

"Summer jobs opportunities are now available. Check on the board and binder."

For more information, stop by the Student Job Placement Office in Room 626!



What's New - Employment Information National, State, Local

San Diego Economic Outlook 2005

Local economists and community leaders participating in the San Diego 21st Economic Roundtable projected that San Diego's economic outlook will be much the same as last year. Participants predicted that the local economy will continue its slow but modest growth this year. (Source: The San Diego Business Barometer prepared by the San Diego Workforce Partnership's Research & LMI Team)

February Job Growth

On the national scene, employers added 262,000 new jobs in February 2005. This is the most jobs added in the past four months. While the labor market continues to improve, analysts note that it hasn't reached full recovery. Job growth was not sufficient enough in February to reduce the unemployment rate which increased to 5.4%. (Source: SignOnSanDiego.com, March 4, 2008 - AP Economics Writer: Jeannine Aversa)

Time Off Grows in Importance for Americans

Americans are increasingly opting for time off rather than a larger paycheck. According to a Salary.com's on-line survey conducted in November 2004, "39% of workers said if given the choice, they would choose time off over the equivalent in additional base salary." While the majority of the survey respondents (4,600) still opted for a larger paycheck, this survey showed a 20% increase in respondents preferring time off rather than increased pay in comparison to similar survey conducted by Salary.com three years ago. (Source: www.salary.com/advice)