TIBBS Career Blitz Career Profile Questionnaire

Career Profile: Anil K. Goyal, Ph.D., CLP

What is your current title and how long have you worked in your current job?

Vice President, Business Development
Heat Biologics, Inc. (NASDAQ: HTBX)

2 months at current job

Where did you get your PhD and what discipline was it in?

Joint PhD from
- Rutgers, The State University of NJ and
- University of Medicine & Dentistry, New Brunswick, NJ

Did you do a postdoc?

Yes two post-docs:
- Merck & Co.
- Center for Agriculture and Environment (Rutgers)

What are your main daily responsibilities?

- Corporate Management, Business Development, Licensing, Marketing
- Communicating and pitching to potential pharma and biotech partners, collaborators, and investors
- Developing strategy for partnering and fund raising
- Working with scientific and clinical teams to execute strategy
- Market research & competitive intelligence on companies & pipelines
- Replying to emails, making phone calls
- Drafting business presentations from scientific information

What are the keys to success in your career field?

- Strong effective communication (verbal and written, presenting to senior execs, listening)
- Negotiating skills
- Creativity
- Persistence
- Juggling many projects
- Leadership and team work
- Critical business & scientific thinking
- Understanding of the licensing, business and biotech/pharma world
What were the most important factors in choosing your career path?

- Combining my scientific background and business acumen, I wanted to make an impact on the business side of biotech and bring innovative products to help cancer patients.
- Wanted to choose a management track to grow my career.

What activities (if any) did you participate in that helped you be successful in obtaining your job?

- Relentless marketing of self (developing a brand!)
- Networking with management
- Expressing interest in business side of biotech
- Working on projects outside my scientific job scope
- Taking chances

What 1 or 2 pieces of advice do you have for people who want to land a job like yours?

- Relentless marketing of yourself (develop your brand!)
- Network, network, network
- Ask for advice on career & path, don't ask for a job
- Be a sponge and follow through on promises!