**TIBBS Career Blitz Career Profile Questionnaire**

1. Please provide your name and employer: Aurelie Marcotte, PhD.; Entanglement Technologies, Inc.
2. What is your current title and how long have you worked in your current job? Director of Sales and Business Development. I’ve been with Entanglement Tech for about 1.5 years
3. Where did you get your PhD and what discipline was it in? Ph.D. in Chemistry from Arizona State University
4. Did you do a postdoc? Yes, one at Yale University in Environmental Engineering and one at the US EPA.
5. What are your main daily responsibilities? Driving sales for my company. I reach out to new potential customers or respond to current customers needs. I also put together marketing material and find collaborators for new applications of our technology.
6. What are the keys to success in your career field? Networking, listening to customer needs, critical thinking and problem solving, persistence, creativity, social skills, presentations
7. What were the most important factors in choosing your career path and current employer? Autonomy and ability to make an impact on a corporate level.
8. What activities (if any) did you participate in that helped you be successful in obtaining your job? LinkedIn presence, networking
9. What 1 or 2 pieces of advice do you have for people who want to land a job like yours? Soft skills are very important in the sales and business development fields, but clearly conveying your technical knowledge is also important.
10. How is the work/life balance in your career field and how much of a factor was that in your career choice? Work/life balance in sales is challenging because there can be a correlation between your effort and your commission payout. Many times, you have to personally commit to ensuring that you have a good work life balance.