**TIBBS Career Blitz Career Profile Questionnaire**

1. Please provide your name and employer:

* Joel Durand
* Clarivate Consulting Services

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

* Consultant
* 3 years

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

* UNC Chapel Hill
* Genetics & Molecular Biology

1. Did you do a postdoc?

* No

1. What are your main daily responsibilities?

* **Project management**
* **Secondary research** (e.g., review of scientific literature, clinical trials, etc.)
* **Primary research** (e.g., interviews with physicians, patients, health plan directors)
* **Developing executive reports** (e.g., final deliverables typically using Microsoft Excel, Microsoft Power Point)

1. What are the keys to success in your career field?

* **Curiosity** (i.e., consultants start each project learning a lot of new things very quickly, since clients expect us to know what we are talking about)
* **Stamina** (i.e., consulting can require long hours)
* **Interpersonal skills** (e.g., adaptable to different team dynamics, since teams can be different sizes, across several different time zones and cultures)
* **Leadership skills** (e.g., takes initiative, focused on solutions versus problems, able to thoughtfully teach and mentor junior team)
* **Time management skills** (e.g., prioritizes efficiency, leaves time for a few rounds of feedback, delivers in advance of deadlines)
* **Communication skills** (e.g., does not wait for others to check-in for updates and communicates proactively)

1. What were the most important factors in choosing your career path and current employer?

* Important factors in choosing current career path (life sciences consulting):
  + **Project diversity** keeps things interesting – consultants have 3 different projects at a time, each typically focused on different disease areas
  + **Shorter timelines** help us to stay motivated – frequent project delivery (i.e., 2-3 months for final deliverables in consulting compared to years for academic publications)
  + **Collective ownership** makes work more fun – working together with a team of brilliant people to deliver excellence can make work much more fun
* Important factors in choosing current employer (Clarivate Consulting Services):
  + **Professional considerations** – the firm offers remote work, competitive compensation, professional development opportunities (e.g., assigned a coach, offers online courses)
  + **Colleagues** - the people at the firm are kind, brilliant, and fun to work with

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

* **Consulting club**: Joined the Graduate Business & Consulting Club (https://gbcc.web.unc.edu)
* **Internship**: Interned with the Office of Technology Commercialization at UNC Chapel Hill. The internship allowed a pair of graduate students to perform market research as novice consultants for a business started by UNC faculty.
* **Case practice**: Connected with several different people for consulting case interview practice
* **Networking**: Requested informational interviews and attended networking events to meet several people that could refer my application to hiring managers (consultants receive referral bonuses, so we have an incentive to refer potential candidates)

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

* **Don’t just tell, show your interest**: Plan to have tangible experiences that show your interest and excitement for consulting (e.g., small role in market research, consulting internships, consulting competitions)
* **Don’t just tell, show you have the skills**: We like to see applicants with familiarity with what the job entails (e.g., personal experience leading stakeholder interviews, experience developing/launching surveys and analyzing responses)

1. 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: Consulting can require long work hours depending on your role (e.g., project manager), the phase of the project (e.g., a week or two before sharing the final report), time of the year (e.g., companies spending remaining budgets on market research in Q4)
* Impact of work/life balance on career choice: The time requirements at my firm (50+ hours in a busy week) align with my lifestyle. Not having to travel was a more important factor (i.e., some firms require weekly travel).