**TIBBS Career Blitz Career Profile Questionnaire**

1. Please provide your name and employer:

Name: Shankar Parajuli; Employer: ImmuneID

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

Current title is Associate Director, Business Development and Strategy. I have been in my current job for the past ~7 months

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

I got my PhD from WashU Medical School in St Louis studying cancer biology

1. Did you do a postdoc?

No

1. What are your main daily responsibilities?

Depends on the day. We are a startup company so I wear a lot of hats. Generally, I am involved in supporting the strategic direction of the company (e.g. indication prioritization) and IDing and conducting business development activities. To achieve this, I conduct a lot of market evaluation work and make outreach with potential business partners.

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

Problem solving abilities, communication, quick learning

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

First, it is my love for science and medicine with a goal to help patients. Second, I love problem solving and figuring things out and pharma world has a lot of that opportunity. Lastly, I wanted to be a part of an early-stage company where I could make an impact and hopefully shape company’s future for success.

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

I was part of a student run healthcare consulting group during my time in PhD at WashU. That helped me transition out of lab work to healthcare consulting, right after my PhD. Following my consulting experience, I developed BD and strategy skills by working at a pharma for a couple of years.

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

Sharpen your communication and problem-solving skills. Show that you are a quick learner.

1. How is the work/life balance in your career field and how much of a factor was that in your career choice?

It is good. It was certainly a big factor in my decision to join my current company.