What I Have Learned in My Career Journey

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A Turning Point

(about 13 years ago)

Studied Health Sciences and Master in Biostatistics.
After working as a biostatistician for pharmaceutical companies for many years working in phase 1 to 4 studies and multiple NDAs

Lost my job due to redundancy for the second time.

No more similar roles in pharma-ceutical companies in Sydney.

Need to have income and want to work again.

Decided to explore the world through work

Explore New Fields

Understand Different Ways of Doing Things

Go Through My Own Paradigm Shifts

Fields Explored

A diverse range of industries were examined to understand their core optimization drivers and challenges.

- **Clinical Research** (Pharmaceutical, CROs in Biotech, Government)
- **Medical Devices** (Manufacturing)
- **Market Research**
- **AI Startup**
- **Digital Marketing**
- **State Government (Ministry of Health)**

Priorities

Despite their unique offerings, most industries share common optimization goals.

Develop Better Products / Launch Faster - for the ROI

Pharmaceuticals (R&D)

Medical Devices (R&D)

Build Research Capability

Hospitals

Academia

Manage Processes Better Systematically using IT/Data/AI - to Cut the Cost

Pharmaceuticals

Medical Devices (Manufacturing)

Market Research

AI Startup

Digital Marketing

Government (Ministry)

More New Clients and Retain them - to Survive

CROs

Market Research

AI Startup

Digital Marketing

Key Useful Skills

In a dynamic career landscape, continuous development of both technical and soft skills is essential for navigating change and driving impact.

Statistical Knowledge and Skills

- Know Statistical Thinking, Methodologies, and Tools
- Ask Better Questions
- Learn to Learn and Think on your Feet

EQ and Communication Skills

- Build Rapport and Maintain Relationship
- Always be polite and respectful
- Don’t Take things Personally, Detach and Move on

Technical Proficiency

- Programming and Debugging skills
- Standardise and Automate
- SAS, R, SQL, Python, PowerShell, VBA, etc.

Data Literacy

- Learn to Identify Data Issues
- Big Data Skills
- Business Intelligence Dashboarding skills

Expectation Management

- Understand Requests Better
- Clarify Scope Better
- Be Assertive and Proactive

Negotiation Skills

- Find Win-Win solution - find ways to meet clients’ needs while knowing your constraints
- Be proactive

Lessons I have Learned

My career journey taught me that growth isn't just about knowledge, but also about mindset and approach.

Embrace Lifelong Learning

- Be Curious and Learn from everyone and everything.
- Continuously learn new technologies.
- Be Open Minded and Learn different schools of thought.

Master Communication & Feedback

- Learn to communicate effectively with others.
- Set healthy boundaries.
- Actively receive feedback and improve.

Define Your Own Success

- Understand what is important to you.
- Focus on what you can control.
- Stop comparing yourself to others. Everyone is Unique.
- Commitment makes a huge difference.
- Learn to Enjoy Everything.

Practice Self-Compassion

- Be kind to others and yourself.
- Everyone is doing their best.
- See challenges as blessings in disguise.
- Don't take it personally.
- Learn to detach and move on.