

Overview of Drug Development, Job Types, and Company Size

20+ years from discovery to generic, approval success rate <10%, development costs >\$2B

Value Chain



Types of Jobs



Company Size

	Small	Medium	Large
Small / Startup	<ul style="list-style-type: none"> Focused on early value-chain and/or bringing first candidate through development Typically laser-focused on specific platforms and technology approaches Opportunities to wear many hats because they are headcount lean, “learn as you go” 	<ul style="list-style-type: none"> Covers most of value chain, may only have one product commercialized and a growing pipeline Some have marketed revenue, but face many strategic decisions and scaling issues as focus expands Opportunities for upward mobility as company can be on verge of exponential growth 	<ul style="list-style-type: none"> “Corporate giants” with broad focus across the entire value chain spanning multiple therapeutic areas Generate significant revenue (>\$10B) and rely heavily on sourcing external innovation to fill pipeline Many specialized roles, opportunity to “go deep” in various roles; lateral/upward mobility can be slower