

April 10, 2025, 5 pm online

# Career Perspectives

## with a PhD in Natural & Life Sciences



**Manuel Delpero**

**Doctorate:**

PhD in Molecular Genetics & Bioinformatics, Humboldt-Universität zu Berlin, 2022

**Current Position:**

Associate Manager, Field Application Scientist, MGI Tech

### What plans did you have during your doctorate?

During my PhD, I was deeply focused on bioinformatics and molecular genetics, particularly in the context of metabolic diseases. At that time, I envisioned continuing in academic research or transitioning into bioinformatics-driven biotech roles. However, as I gained experience, I became increasingly interested in the business side of science, particularly how scientific innovations translate into commercial applications. This shift led me to explore industry roles in biotech and eventually move towards commercial and strategic positions.

### What skills do you need now that you did not learn during your PhD studies?

Transitioning from an academic and scientific role to a commercial biotech role required me to develop business-oriented skills that were not emphasized during my PhD. These include: Sales & Business Development, Negotiation & Relationship Management, Financial & Market Analysis and Soft Skills & Cross-Functional Collaboration.

### What role do skills gained in your PhD studies play in your current job?

My PhD provided me with a strong analytical mindset, problem-solving skills, and the ability to manage complex projects independently. The experience of designing experiments, analyzing large datasets, and troubleshooting challenges translates well into customer-facing biotech roles. Additionally, my ability to communicate complex scientific concepts effectively helps me interact with researchers, customers, and internal teams. These skills are critical in both technical support and business development roles in the biotech industry.

### What do you enjoy most about your job?

What excites me the most is being at the interface of science and business. I get to work with cutting-edge NGS technology, help researchers find the right solutions for their projects, and contribute to the success of a rapidly evolving biotech industry. Every day is dynamic, whether I'm discussing a technical problem, strategizing with a sales team, or working on business expansion initiatives. The mix of scientific expertise and business impact is what makes my job truly rewarding.

**JOIN NOW**



<https://hu-berlin.zoom-x.de/j/63534970170?pwd=0xeQ7SrJYkyh18LSFssu3qm05aySkj.1>

