



# From bench to business - How to transform a research idea into a product

**Dr. Hannah Seitz**

Vice President Global Business Development at Evotec

Many young professionals dream about a career in the pharmaceutical industry. Many of them feel insecure about, what is of importance to be successful in this surrounding. Would chances be better, if one would have a PhD? Which are skills, recruiters look mostly for? Which are the ways, one could enter this sector? After finishing her studies in medical microbiology and biochemistry, followed by a PhD thesis in Regensburg, Dr. Hannah Seitz started working in Business Development & Licensing for Oncology and Rare Diseases. Her path led her from a small biotech to a large pharmaceutical company and now to a mid-sized drug discovery and development company giving her insight into all areas of product development from basic research to marketing and commercialization. In her talk, she wants to share her experiences from more than 13 years working in this sector.



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