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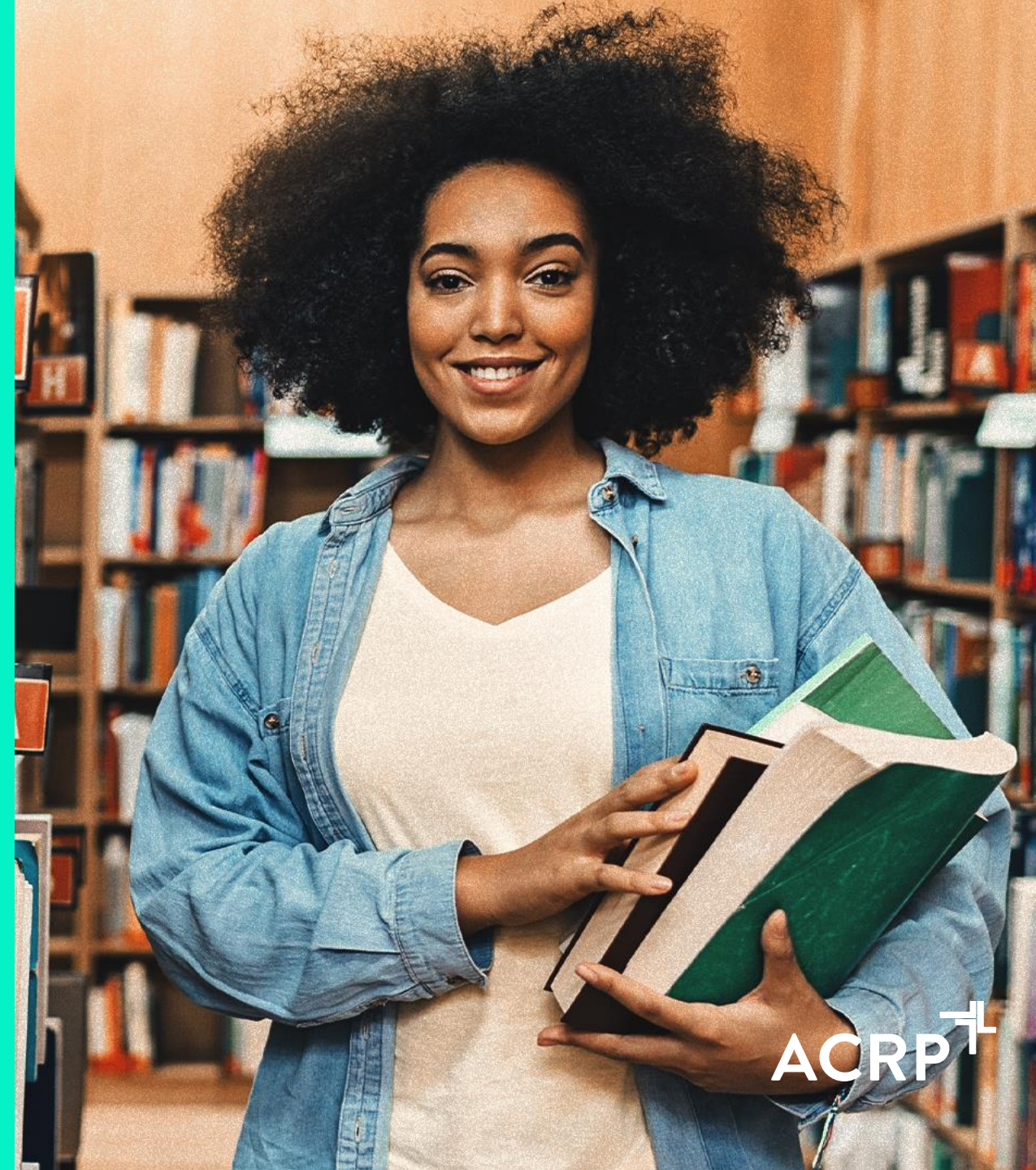
Careers In Clinical Research



Everything you need to know about
finding your element in the clinical research
industry and the opportunities for a
rewarding career

Overview

- I. Introductions
- II. What is Clinical Research?
- III. How Does it Make a Difference / Why You Should Consider a Career in Clinical Research?
- IV. What Types of Jobs / Careers are Involved?
- V. What is the Job Growth Potential and Salary Opportunities?
- VI. Who Makes a Good Clinical Research Professional?
- VII. How to Get Started?





Introductions

How many of you...

- Have ever taken a prescription medication?
- Know someone who has had their hip replaced or had a pacemaker implanted?
- Know how new medical treatments get developed and approved?
- Have ever heard of clinical research?



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What is Clinical Research?

The Definition, The Types, How It's Different and The Clinical Research Process

Is a form of medical research which involves the study and use of human subjects to further scientific knowledge

Determines the safety and effectiveness of medications, devices, diagnostic products and treatment regimens intended for human use

Aims to help prevent, treat, diagnose or relieve symptoms of a disease

Is done through a clinical trial, in which a group of patients are used to test a new medication, treatment, or medical device.

Because this type of research involves the use of human subjects, it is accompanied with a number of legal and ethical issues, and studies must be carefully vetted by ethics committees and government organizations which oversee medical research.

Different Types of Clinical Research

Tr

Treatment Research generally involves an intervention such as medication, psychotherapy, new devices, or new approaches to surgery or radiation therapy.

Pr

Prevention Research looks for better ways to prevent diseases from developing or returning. Different kinds of prevention research may study medicines, vitamins, vaccines, minerals, or lifestyle changes.

Dr

Diagnostic Research refers to the practice of looking for better ways to identify a particular disorder or condition.

Sr

Screening Research aims to find the best ways to detect certain disorders or health conditions.

Qr

Quality of Life Research explores ways to improve comfort and the quality of life for individuals with a chronic illness.

Gs

Genetic Studies aim to improve the prediction of disorders by identifying and understanding how genes and illnesses may be related.

Es

Epidemiological studies seek to identify the patterns, causes, and control of diseases in groups of people.

How is Clinical Research Different?

Type	Basic or Foundational Research	Translational Research	Clinical Research
Purpose	To understand at a very basic level some aspect of biology	This research is needed to show that a drug or device works in some living system before it is used on humans	To test the safety and effectiveness of drugs, diagnostic tests, and devices that could be used in the detection, treatment, prevention or tracking of a disease
Important Aspects	Basic research generates new ideas, principles, and theories, which may not be immediately utilized but nonetheless form the basis of progress and development in different fields	Often called “bench-to-bedside” or research (referring to the research bench and the patient’s bedside) or “applied” research (of applying basic research to solve a real-world problem)	The cornerstone of clinical research is the clinical trial. Clinical research is done in humans and within the healthcare environment
Typically funded by	The Government (such as National Institutes of Health – NIH)	The Government, Universities, Patient Associations / Foundations (such as Michael J. Fox Foundation for Parkinson’s Research, the Gates Foundation)	Pharmaceutical or medical device companies

The Research and Development Process

Research

Drug Discovery	Pre-clinical	IND
Screening of 5k-10k compounds	250 compounds	

Duration 3-6 years
Share of Budget 21.5%
Chances of Success <0.01%

Development

Clinical Trials		
Phase I	Phase II	Phase III
20-100 Volunteers	100-500 Volunteers	1k -5k Volunteers

Duration 6-7 years
Share of Budget Up to 65%
Chances of Success 65% in Phase I 40% in Phase II 50% in Phase III

Approval

NDA	Regulatory Review and Market Authorization	Scale-Up To Manufacturing
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Duration 0.5-2 years
Share of Budget Up to 3.5%

Post-marketing Surveillance
Phase IV Trials

Duration: Ongoing
Share of Budget: Up to 10%
ROI: 1:3



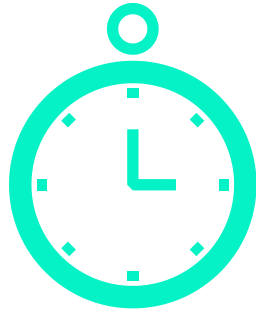


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How Does it Make a Difference?

Why You Should Consider a Career in Clinical Research



It is estimated that every 66 seconds, someone in the U.S develops Alzheimer's.

By mid-century, it's projected that someone in the U.S. will develop the disease every 33 seconds



The number of new cancer cases per year is expected to rise to 23.6 million globally by 2030.



Cancer is among the leading causes of death worldwide. In 2012, there were 14.1 million new cases and 8.2 million cancer-related deaths worldwide

You could be part of the clinical research team that helps to combat these and many other scary statistics!

How Does Clinical Research Make a Difference?

Pharmaceutical,
medical device and
health care
innovation improve
public health

Medical discoveries
have increased life
expectancy and
improved the quality
of life for many
people around the
world

Not only do these
advances improve the
physical and mental
health of individuals
but they reduce
hospitalization and
other healthcare costs

Despite these advances, we still have lots of challenges and need talented people to help solve them!

2.5m

Million children are saved each year by vaccines

19

New types of antibiotics have been developed since 1928

35+

Antiretroviral treatments have been developed for HIV/AIDS

300

New treatments have been developed in the last 10 years for hard-to-treat diseases



Survival rates for patients with cancer have increased dramatically

National Institutes of Health-funded Research Contributions

40%

Decline in infant mortality over the past 20 years

30%

Decrease in chronic disability among seniors

60%

Reduction in the death rates for coronary heart disease and stroke

To learn more about health statistics and the impact of diseases, visit the World Health Organization, http://origin.who.int/features/factfiles/global_burden/en/

Considering a Career in Clinical Research

Clinical research is an important part of the healthcare industry, an industry that is expanding faster than any other (in the U.S.)

Combine the overall growth of healthcare sector, with rapid growth of new technologies and innovations, clinical research presents a huge employment opportunity which should see continued growth for a long time





A career in clinical research will give you

- The opportunity to advance scientific discovery
- An ability to improve individuals' lives
- A chance to be involved in a challenging and rewarding career



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What Types of Careers are Involved?

Take a Glance at Where You Could be Working

Where Clinical Research Professionals Work



Home Office



Hospitals



Medical Offices



Research Centers

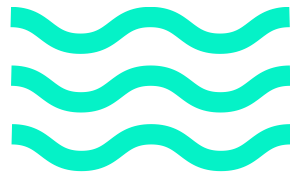


**Pharmaceutical
and Medical
Device
Companies**



**Contract
Research
Organizations**

Jobs That Interact Directly with Patients (Research Subjects)

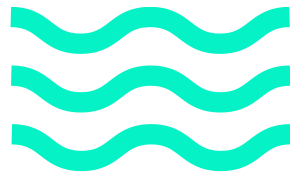


- Principal Investigators*
- Clinical Research Nurses*
- Clinical Research Coordinators (CRC)
- Clinical Research Pharmacists*

The CRC and CTA roles are common entry points into a career in clinical research and from there, the possibilities are unlimited based on your interests and additional educational background

*Requires a medical, nursing or pharmacy degree

Jobs That Support Clinical Research But Don't Directly Interact with Patients



- Clinical Trial Assistant (CTA)
- Clinical Research Associate (CRA) or study monitor
- Drug Safety Specialist
- Biostatistician
- Study Manager / Project Manager
- Data Scientist, Clinical Data Coordinator, Analyst or Manager
- Quality Assurance Specialist, Auditor
- Medical Officer*
- Clinical Business Analysis
- Medical Writer

*Requires a medical degree



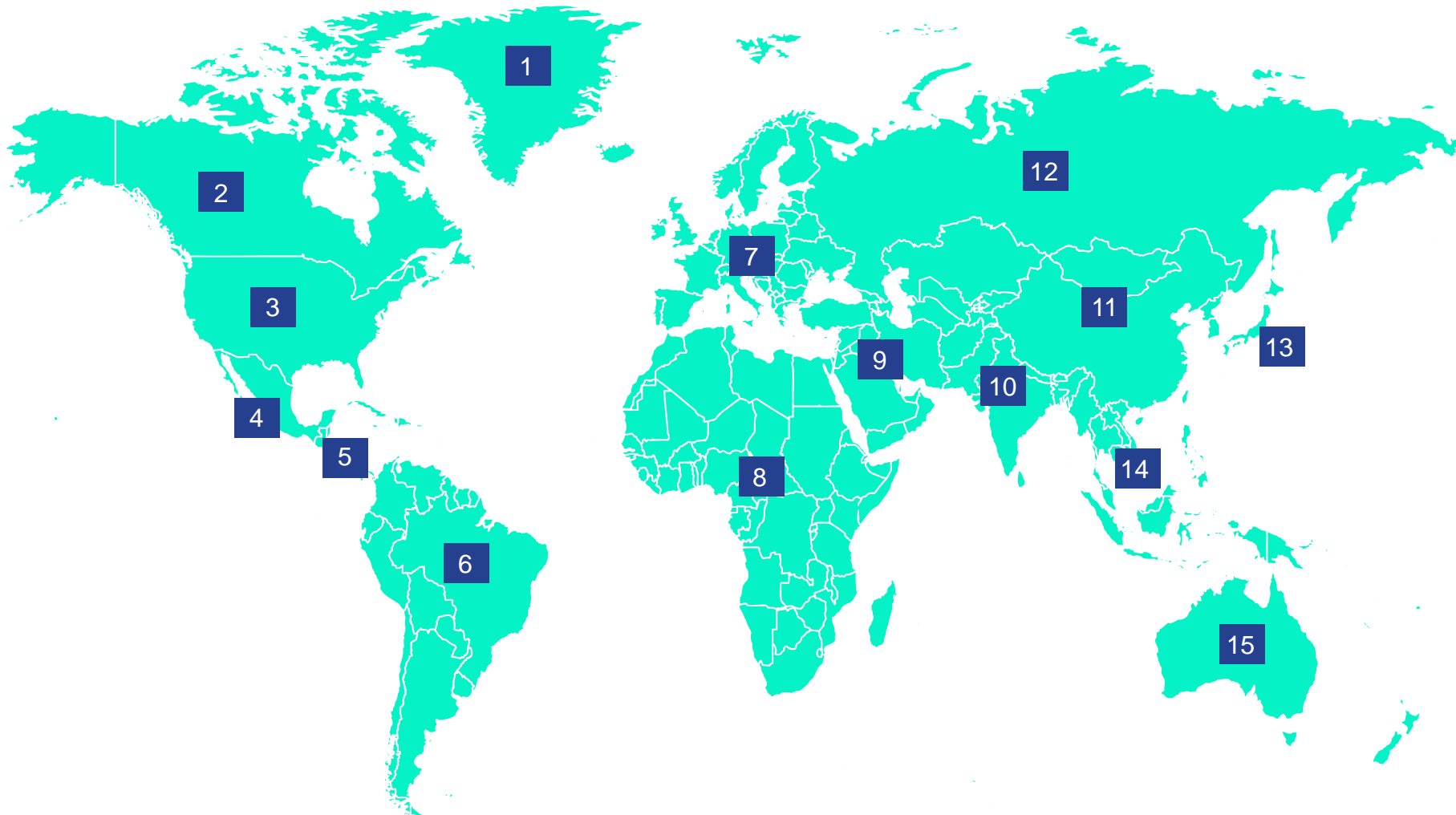
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Job Growth Potential and Salary Opportunities

Secure Your Future

Current Number of Clinical Trials



#	Registrations
1	1
2	21,224
3	127,485
4	3,540
5	2,994
6	10,415
7	92,927
8	9,322
9	13,697
10	4,962
11	36,343
12	5,692
13	5,741
14	6,523
15	7,671

Number of clinical trials registered on clinicaltrials.gov as of Jan 2, 2020 – by country

The screenshot shows the CareerOneStop website interface. At the top, the logo reads "careeronestop your source for career exploration, training & jobs" with a tagline "Sponsored by the U.S. Department of Labor. A proud partner of the americanjobcenter network." Below the logo is a navigation bar with options: "Explore Careers", "Find Training", "Job Search", "Find Local Help", "Toolkit", and "Resc". A "Job Finder" button is visible on the left. The main search area includes a "New Search" button, a "Your Search" sidebar with filters for "Keyword" (Clinical Research), "Location" (UNITED STATES), and "Source" (NLx). The search criteria are displayed as "Job? Clinical Research" and "Where? UNITED STATES". A "Search" button is present. Below the search criteria, a message states: "We found 49318 job(s) by National Labor Exchange for Clinical Research in UNITED STATES."

A recent search on Career OneStop highlights nearly 50,000 current jobs available in the U.S.!

This illustrates the high volume of jobs available

The screenshot shows the Indeed job search interface. The search criteria are 'Clinical Research' and 'USA'. A 'Full-time' filter is applied. The 'Experience Level' dropdown is open, showing three options: 'Entry Level (4896)', 'Mid Level (4815)', and 'Senior Level (1180)'. The 'Mid Level' option is highlighted with a blue box. Below the search results, a job listing for 'Research Coordinator- Psychiatry' at 'CBH Health LLC' is visible.

This showcases both volume of jobs and different tier levels for growth potential

Best Jobs in America

Best Jobs in America

CNNMoney/PayScale's top 100 careers with big growth, great pay and satisfying work.

84 of 100

84. Clinical Research Assoc. ◀ BACK NEXT ▶

Median Pay: \$76,000
Top Pay: \$100,000
10-year job growth: 8%

Quality of life ratings:
Personal satisfaction: B | Benefit to society: A | Telecommuting: A | Low stress: B

The CRA role has been in the Top 100 Best Jobs in America for a few years and in 2012 it was #4!

This role has experienced an 8% growth rate for the past 10 years

It has a high quality of life rating!

Source: <https://money.cnn.com/gallery/pf/2017/01/05/best-jobs-2017/84.html>

Typical Salary Ranges for Key Roles

Role	Low	Average	High
CTA Clinical Trial Assistant	\$31,000	\$51,000	\$74,000
CRC Clinical Research Coordinator	\$41,000	\$57,000	\$80,000
CRA Clinical Research Associate	\$58,000	\$84,000	\$108,000

Based on December 2019 Survey of Salaries Posted on Glassdoor



Who Makes a Great Clinical Research Professional?

The Key Elements of a Great CR Professional

Have a passion for science – but don't always know the fields to apply beyond the traditional (nursing, pharmacy, medical or veterinary doctor)?

Want a “pay it forward” career or profession?

Want to combine your interests in cutting-edge science, medicine and business – all while directly advancing potential new medicines for patients in need?

Knowledge



- Medical Terminology

Skills and Abilities



- Attention to detail
- Excellent verbal and written communication skills
- Connection and collaboration
- Cool under pressure
- Strong organizational capabilities
- Creativity
- Critical Thinking Skills
- Customer Focused
- Empathetic
- Flexible and Adaptable
- Professional
- Multi-tasker
- Self-Directed
- Team Player
- Tech Savvy

Attitudes & Behavior



- Commitment
- Curiosity
- Enthusiasm
- Humbleness
- Integrity



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How to Get Started?

Find Your Element and More

Cr FIND YOUR ELEMENT
Clinical Research

WHY CLINICAL RESEARCH? ACADEMIC PROGRAMS REQUEST INFO

REASON #55 **Ip** I'm Passionate

REASON #124 **Ps** Pursuing Science

REASON #92 **Pd** Purpose Driven

REASON #2 **Ca** Change Agent

REASON #14 **Gp** Going Places

REASON #14 **Pf** People Friendly

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There are hundreds of reasons a career in clinical research will help you find your element.

ACRP Careers in Clinical Research: Find Your Element

REASON #14

Find Your Element: careersinclinicalresearch.org | ACRP: acrpnnet.org



Questions?



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THANK YOU

