



IN THIS EDITION

- **I**nterview of Florian BAKOA: his transition from academia to account manager at Miltenyi Biotec- Page 2
- **D**iscover the Réseau Biotechno's New Logos with Krafky Design - Page 4
- **O**ur recommendations for the month – Page 6
- **D**on't miss the special events of the month - Page 7

Florian BAKOA, Ph.D

Account manager at Miltenyi Biotec, France

Interviewed by [Eka Putra Gusti Ngurah Putu](#)



Florian Bakoa is a permanent account manager at Miltenyi Biotec, a global biotechnology company headquartered near Cologne (Germany). The company is a provider of products and services that support scientists, clinical researchers, and physicians across basic research, translational research, and clinical.

Q: Could you give us a brief description of your background?

Florian: Yes, of course! I did my bachelor's degree at University Paris VII, majoring in biochemistry and molecular biology. Interested in virology, I further pursued my master's study and did my M2 in fundamental virology at the Institut Pasteur Paris. While looking for PhD position after M2, I explore some opportunities in business school. It took roughly a year. Then, I secured a PhD position through a program called CIFRE, which is a program of the ANRT that helps to fund a PhD candidate who will work in a public laboratory and in a company. I was very lucky to be able to pursue a PhD at Institut Pasteur and Sanofi Pasteur. In my PhD, I worked on the development of *in vitro* blood-brain barrier (BBB) model to improve the safety for yellow fever vaccine.

Q: How did you make your transition from your Ph.D. to your current position?

Florian: It was a little bit complicated. I know I want to work in the scientific area but not in academia and not in any wet lab. I did a self-analysis and found out that I am interested in science and commercial activity, including project development and management. So, I quickly secured my first job as a business manager at AIXIAL. My main responsibility was to find consultants that met the client's needs. Then last year, in February, I joined Miltenyi Biotec in my current role as an account manager.

Florian BAKOA, Ph.D

Account manager at Miltenyi Biotec, France

Interviewed by [Eka Putra Gusti Ngurah Putu](#)



Q: *Very interesting! can you share with us what your daily tasks are like?*

Florian: Okay, my main responsibility is to contact and meet all the customers in my area in order to propose to them our best solution for their projects. So, my daily tasks mostly include email, phone calls, and visiting customers.

Q: *Who are your customers? And how often do you visit your customer?*

Florian: Mostly, the customers are academicians and start-ups. The visit really depends on the needs. I would say, on average, about 10-20 in a week.

Q: *What transferable skills from your Ph.D. that are still used in your career today?*

Florian: There are plenty of soft skills or transferrable skills, including communication, science expertise (biology, immunology), organization, time and project management.

Q: *What advice would you give on starting a new career after a Ph.D.?*

Florian: You have to understand what your soft skills are and what you would like to do for your future job. It is important to develop your technical and soft skills in Ph.D. It is really necessary to work on your pitch in order to highlight all the skills you acquired during your thesis, as if you were telling a story

Q: *Is there anything you would like to share with us in particular?*

Florian: Yes, it is important to be part of an association during or after your Ph.D., such as Réseau BIOTechno! It helps you to create contacts and polish your soft skills. For me, my experience in Institut Pasteur and my involvement in Réseau BIOTechno definitely helped me to build the network I have today.

"Exploring the New Identity of Réseau Biotechno: The Hexagon Network Connecting the Future of Biotechnology"

By Natacha Menezes - [Krafky Digital](#)

Natacha Menezes (Krafky Digital) and [Nikita Menezes](#) designed the logos.



“Réseau Biotechno is a French association dedicated to supporting and connecting young researchers in the biotechnology sector at a national level.

As the designers behind the new visual identity for this association, we had the opportunity to collaborate with its members to create a new logo that communicates its mission and purpose. The redesign of the logo was necessary to strengthen the association's visual identity and give it a more modern and professional image.

We worked closely with members of the association to understand their needs and goals, and used that information to create a logo that accurately reflects the association's brand image.

The hexagon shape represents France and the interconnected network of colored bubbles conveys the association's focus on supporting and connecting young researchers in the biotechnology sector at a national level. The use of color plays a significant role in the design, as it helps to differentiate the Forums and visually communicate the association's presence throughout France.

Each forum organized in a region or group of regions is associated with a specific color, which creates a sense of community and belonging for the young researchers in each region, and also helps to communicate the association's reach and impact to the public.

The color palette selected is also modern and dynamic, reflecting the association's dynamic mission. We believe that the simplicity and clarity of the logo will make it a timeless representation of the association.

The new logo will be used in all events organized or supported by the association, such as forums, webinars, networking events, and newsletters. In summary, the new logo is a strong symbol that represents the association's commitment to the development of young talents in the biotechnology field.

We are happy to have contributed to this initiative and hope that the new logo will help the association achieve its goals and continue to support young researchers by providing them with career opportunities.”

Discover the different logos of the activities of the réseau and the different forums that will be held this year :



The **REAL** section (for **Read** – Analyze – Listen) highlights our recommendations of the month.



What you can **READ** this month ?

- *The Cartoon Guide to Biology / La Biologie en BD.* By Larry Gonick and co-authored with Dave Wessner.

All there is to know about biology in comics!



What you can **ANALYZE** this month ?

- PhD training is no longer fit for purpose — it needs reform now by Nature

If researchers are to meet society's expectations, their training and mentoring must escape the nineteenth century.

- *Academia's lost luster prompts exodus of health researchers to industry* by Clare Watson

A desire for better work conditions and real-world impact are behind the movement, which may hinder academic clinical trials while leading to beneficial collaborations.



What you can **LISTEN** this month ?

- Podcast : Resaïne - Du PhD à l'entreprise : 3 doctors talk to you about pursuing a career in the private sector in order to help you in this transition



SPECIALS EVENTS OF THE MONTH

22th February : “How to pursue a career in R&D ?” webinar

Continuing our webinar series, this month will be about research and development. Paris’ team invited 3 speakers :

- **François AUBERT**, Project Manager at Cousins Surgery
- **Laurence GOFFIN**, Director and Cluster Head at Neuroinflammation & Neuroimmunology Lundbeck
- **Virginia SANCHEZ-QUILES**, Principal Scientist at Mnemo Therapeutics
- **Fabien DELAHAYE**, Head of single Cell Genomics at Sanofi

Come and meet the speakers and ask your questions about how young researchers can be integrated into R&D in industry !


www.reseau-biotechno.com

 Follow us  

HOW TO PURSUE A CAREER IN R&D ?

Réseau Biotechno is pleased to invite you to discuss how young researchers can be integrated into R&D in industry after their studies. Come meet our speakers and ask your questions about the path and the skills that will make evaluate your professional career towards the R&D industrial environment.


 22 Feb 2023
Wed, 18h30


Online

REGISTER

FRANÇOIS AUBERT

 R&D Project Manager
Medical Devices
Cousin Surgery

LAURENCE GOFFIN

 Cluster Head
Neuroinflammation
Lundbeck

VIRGINIA SANCHEZ-QUILES

 Principal Scientist
Target Discovery
Mnemo Therapeutics

FABIEN DELAHAYE

 Head of Single Cell Genomics
Precision Oncology
Sanofi



February

10th -
11th

Your Future exhibition - Paris

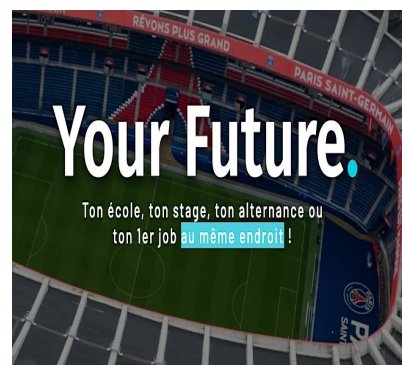
by Your Future

Fri 10th 2023, 10:00 am to Sat 11th, 6:00 pm

Parc des Princes, 75016 Paris

Your future starts here. Your next school, your next internship, your next work-study program. Everything in one place for the first time.

[Link](#) for registration



February

14th

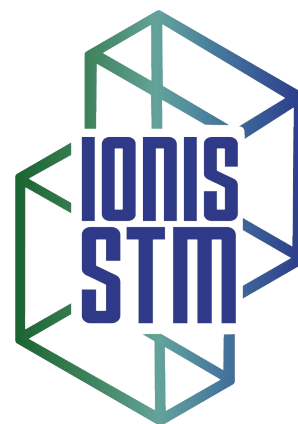
Ionis STM open door days - Paris area

by Ionis-STM, école de double compétence

Tuesday 14th, 04:00 pm to 08:00 pm

15 Rue Maurice Grandcoing, 94200 Ivry-sur-Seine

Come and discover the 12 MSc in the sectors of biotechnology, digital, informatics and energy. Talk directly with the directors of studies and the students and visit the school.



February

14th

Navigating the Path to a Career in Intellectual Property Law

by BIDMC Postdoc Association

Tuesday 14th, 12:15 PM EST

Online

Learn more about this alternate career options with Finnegan, a leading Intellectual Property Law Firm. This hybrid event is organized by BIDMC, BPDA, and HMPA.

[Link](#) for registration

BIDMC Postdoc Association

February

23rd

WomenHack - Paris

by Womenhack

Thursday 23rd, 06:30 pm to 09:00 pm

TBD, 75009 Paris

WomenHack is a community that empowers women in tech through events and jobs. We aim to create a more inclusive and diverse workplace.

[Link](#) for registration

