Biotechnology is the branch of applied science that uses living organisms and their derivatives to produce products and processes. These products and processes feature in healthcare, medicine, biofuels, and environmental safety.

"Within the 9-county Bay Area, the life sciences industry generates $139 billion in economic output and employs over 145,000 people."

— California Biotechnology Foundation (2019)

### Representative Industry Occupations

<table>
<thead>
<tr>
<th>Occupational Category</th>
<th>Occupation</th>
<th>Pay Range</th>
<th>Degree Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lab-Based R&amp;D</strong></td>
<td>Lab Technician</td>
<td>$40,000–60,000</td>
<td>AS</td>
</tr>
<tr>
<td></td>
<td>Biomedical Engineer (entry)</td>
<td>$51,000–93,000</td>
<td>BS</td>
</tr>
<tr>
<td></td>
<td>Project Manager</td>
<td>$76,000–168,000</td>
<td>BS</td>
</tr>
<tr>
<td></td>
<td>Chemist/Biochemist</td>
<td>$85,000–100,000</td>
<td>PhD</td>
</tr>
<tr>
<td><strong>Regulatory Affairs</strong></td>
<td>Regulatory Affairs Specialist</td>
<td>$53,000–100,000</td>
<td>BS + Cert</td>
</tr>
<tr>
<td></td>
<td>Regulatory Affairs Manager</td>
<td>$112,000–155,000</td>
<td>BS/MS + Cert</td>
</tr>
<tr>
<td><strong>Clinical Trials</strong></td>
<td>Clinical Research Associate</td>
<td>$54,000–96,000</td>
<td>BS</td>
</tr>
<tr>
<td></td>
<td>Clinical Trials Administrator</td>
<td>$50,000–96,000</td>
<td>BS</td>
</tr>
<tr>
<td><strong>Production</strong></td>
<td>Process Technician</td>
<td>$35,000–59,000</td>
<td>HS</td>
</tr>
<tr>
<td></td>
<td>Manufacturing Technician</td>
<td>$32,000–71,000</td>
<td>HS</td>
</tr>
<tr>
<td></td>
<td>Manufacturing Engineer</td>
<td>$62,000–133,000</td>
<td>AS/BS</td>
</tr>
<tr>
<td></td>
<td>Process Engineer</td>
<td>$83,000–133,000</td>
<td>BS</td>
</tr>
<tr>
<td></td>
<td>Quality Control</td>
<td>$45,000–120,000</td>
<td>BS</td>
</tr>
<tr>
<td></td>
<td>Validation Engineer</td>
<td>$56,000–96,000</td>
<td>BS</td>
</tr>
<tr>
<td><strong>Sales</strong></td>
<td>Sales Representative</td>
<td>$60,000–96,000 + commission</td>
<td>BS</td>
</tr>
</tbody>
</table>

### Biotechnology Concentration — San Francisco Bay Area

Bioscience backgrounds are highly favored. You should demonstrate your knowledge of life sciences if your educational background is unrelated.

Networking is key, as is willingness to consider lower levels when entering from other industries.
BIOTECHNOLOGY IN THE SAN FRANCISCO BAY AREA

Top Recruiters
- Vaco
  - www.vaco.com
- Aeroteck
  - www.aerotek.com
- Premier Talent Partners
  - www.premiertalentpartners.com/job-seekers

Top Job Boards
- Life Sciences Jobs
  - www.califesciences.org
- Fierce Bioetech
  - jobs.fiercebiotech.com
- BioSpace
  - www.biospace.com/jobs

Professional Associations
- California Life Science Association (CLSA)
  - califesciences.org/bio
- Clinical & Laboratory Standards Institute (CLSI)
  - clsi.org
- BioCom.com
  - www.biocomstitute.org

Networking Groups
- Bio2Device
  - bio2devicegroup.org
- Women in Bio (WIB)
  - www.womeninbio.org/page/SF

Events/Conferences
- California Life Science Association (CLSA)
  - https://www.califesciences.org/event-list-page/
- Biotech Showcase
  - https://informaconnect.com/biotech-showcase/

Certificates / Training Opportunities
- Biotechnology
- Bioinformatics
- Medical Device
- Regulatory Affairs
- Drug & Biologics
- Regulatory Affairs & Compliance
- Multiple modules & certificates
- Medical Device