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Welcome Address - Coordinators

Dear Attendees,

Together with the DKFZ Career Service Department, the University of Heidelberg and the Heidelberg Startup Partners it is a pleasure for us to welcome you to the first DKFZ Career Day on Entrepreneurship and (Bio)Tech.



Researchers have what it takes to be innovators: they are pioneers in science, they discover new molecules and describe novel biological mechanisms - yet only few of them turn their innovative ideas into business opportunities.

This **Career Day** offers researchers and anyone who is interested an incredible journey to learn what it means to become an entrepreneur, which opportunities exist in Germany and especially in Baden-Württemberg. In particular, information will be provided on where to get support, how to develop a business idea, how to pitch it and how to get financed. At the **Startup Fair**, startups from Heidelberg and surroundings will present their ideas and look for brilliant minds to add to their staff. After the talks and the Startup Fair we will watch researchers from different disciplines in action, proving their ideas by challenging it in front of a selected jury and in front of the Career Day audience at our **Innovator's Pitch**. We will hear about their novel ideas and the best pitch and the best idea will be awarded 1250 € each.

We are grateful to the DKFZ management board for supporting this event and we sincerely thank all the speakers and the Career Service.

We hope that from today on you will look at entrepreneurship with different eyes. With the multiple support possibilities that this region has to offer, everyone can become an entrepreneur - you just have to go for it!

On behalf of the organizing team
Fatmire Bujupi and Barbara Costa

What is Entrepreneurship?

*We asked Raoul Haschke - Innovation,
Entrepreneurship und Startup Facilitator
@ Heidelberg University:*



“What is Entrepreneurship?”

“There is always a debate if you have to be born an entrepreneur or if you can learn it. Experience shows: You can learn it! But how?”

First of all: You need a **project!** Something that is yours. Something you love. Something that you put first, no matter what else happens. This is hard to find – but entrepreneurship isn’t easy. But it is very rewarding.

Second: You need **advice!** Especially if you do it for the first time. The biggest mistake is that you are not talking to others about your idea/project. Nobody is going to steal it. But many people can help you improve it.

You can find many different advisors. Start with those who offer their services for free. This is usually your research institute or someone working for the city. Many websites give a lot of free advice, too. But look for a person and an organization you trust.

Third: You need a **team!** Basically nobody can do a startup alone. You need to have many different skills in order to be successful. Usually this cannot be covered by one single person.

When you have created your team, you need to talk about more than just the technical development. Always take time to talk about your goals, your feelings with decisions and how to design the future.

This is just the starting point. But if you stick to these three points, you will have laid the basis.

Good luck!”

Raoul Haschke

Speakers' Profiles

Dr. Christian Tidona

Position Managing Director
Bio MedX Innovation Center
Heidelberg
www.bio.mx

**Background
PhD** Molecular Biology
University of Heidelberg (1999)



Christian Tidona is a biotech entrepreneur, business angel, and managing director at the BioMed X Innovation Center in Heidelberg, Germany. He studied molecular biology and received his doctoral degree from the University of Heidelberg. Throughout his entire professional life his focus has always been to foster innovation at the interface between academia and industry. Christian is co-founder of the Health Axis Europe alliance between the European health innovation clusters in Leuven, Maastricht, Copenhagen, and Heidelberg. He is chairman of the Weizmann Young European Network (WYEN) and member of the International Board of the Weizmann Institute of Science in Israel. Christian is married and father of two children.

What is the first thing you should do once you have an idea which you would like to turn into a company?

Participate in startup competitions and accelerator programs.

What is the best way to become a successful founder?

Dare to make mistakes, but don't make them twice.

What is the most valuable advice you can give future founders?

Find a mentor.

Speakers' Profiles

Dr. Thomas Prexl

Position Head of Innovation and Co-Creation
/ Director Startup Support Bureau /
Managing Director
Technologiepark Heidelberg GmbH
/ Heidelberg Startup Partners
Heidelberg
www.heidelberg-startup-partners.de

Background Business
PhD University of Basel



Thomas is head of the Startup Support Bureau at the Heidelberg Technology Park where he has been actively promoting a support structure for scientific and technological startups and spin-offs in Heidelberg. He has been involved in designing various accelerator programs as well as creating an international network of industry experts and investors. He is also a Managing Director of the Heidelberg Startup Partners, a joint startup support initiative, including Heidelberg's leading research and educational institutions. Before his time at the Heidelberg Technology Park, Thomas has gathered experience in various marketing and business development positions for the electrical industry and an international diagnostics corporation. Thomas has earned a diploma from the University of Mannheim Business School and a doctorate from the University of Basel and also holds teaching assignments from the Universities of Heidelberg and Mannheim.

Dr. Thomas Prexl will be part of the jury in the Innovator's Pitch Contest.

What is the first thing you should do once you have an idea which you would like to turn into a company?

If you are a researcher: Talk to your tech transfer office to understand intellectual property (ip) implications.
Otherwise: Find sparing partners to discuss about your value proposition and possible business models.

What is the best way to become a successful founder?

Find partners who complement your expertise and talents. Choose wisely.

What is the most valuable advice you can give future founders?

If you start a new business, do it for the right reasons: Passion for what you are doing.

Speakers' Profiles

Dr. Bodo Brückner

Position	Coordinator Life Science Accelerator Baden- Württemberg Mannheim
Background	Molecular Biology
PhD	ZMBH (2005)



Bodo Brückner is a molecular biologist by training. He worked for many years at highly renowned institutions (ZMBH, DKFZ, Instituto de Parasitología y Biomedicina "López - Neyra" CSIC) in different research areas (inter alia, epigenetics, Alzheimer's Disease, cancer biology).

After positions as innovation and entrepreneurship manager at BioRN and EIT Health, Bodo Brückner has been working as a coordinator of the Life Science Accelerator Baden-Württemberg at the city of Mannheim since September 2017. Bodo Brückner is also an expert for Science4Life. To foster life science entrepreneurship and the creation of startups, he teaches master students, PhD students and postdocs in the Biotech Entrepreneurship Training Program at Heidelberg University.

What is the first thing you should do once you have an idea which you would like to turn into a company?

It depends. As a life science founder (medtech, biotech) you need a patent. Else, get a fantastic team and „never miss an opportunity to be fabulous“ (Tina Seelig in her book „What I Wish I Knew When I Was 20“).

What is the best way to become a successful founder?

Learn fast, execute fast, iterate.

What is the most valuable advice you can give future founders?

Talk to your prospective customers as soon as possible.

Speakers' Profiles

Sonja Wilkens

Position

Startup Support Manager
Department of Economic
Development, city of Mannheim;
MAFINEX Gründerverbund
Entrepreneur Rhein-Neckar e.V.
Mannheim

Background

Diplom- Kauffrau



With 20 years of experience in supporting startups as a development manager at an investment bank, as a research assistant at the University of Mannheim or as a startup consultant at the city of Mannheim Sonja has built up a huge network for any question a startup might face. Besides, she is an expert for all financing issues and the development of the business model.

What is the first thing you should do once you have an idea which you would like to turn into a company?

Is there a need (personally, economically or for a better environment) you will solve or do better with your idea? If yes: take all support of the startup initiatives you will find (and there are plenty), if not: think of something else.

What is the best way to become a successful founder?

Keep looking for a better way to solve the current challenge.

What is a no-go when you want to found a company?

Not to talk about your idea to others (not telling all the details but talk about the idea in general).

What is the most valuable advice you can give future founders?

It won't be easy, but simple is for everyone - keep going.

Speakers' Profiles

Dr. Christoph Lindemann

Position Junior Marketing Manager
academics GmbH
Hamburg
www.academics.de

Background Neuroscience
PhD University of Veterinary Medicine
Hannover (2012)
www.academics.de



I used to follow the typical path of a science career with studies in biology at the Leibniz University Hannover followed by a doctorate in neuroscience at the University of Veterinary Medicine Hannover.

Afterwards I spent two years in a postdoc position at the University of Otago in New Zealand before I moved back to Germany in 2015.

After another postdoc position at the Medical Center Hamburg-Eppendorf, I decided to leave University.

In April 2017 I started my current position as a marketing manager at academics. At academics I am responsible for paid online marketing, data analysis and career services.

What is the first thing you should do once you have an idea which you would like to turn into a company?

First thing is to develop a business plan which involves the business idea, a market analysis, a risk analysis and financials.

What is the best way to become a successful founder?

Founders should have a robust personality to cope with setbacks and a good self-awareness to know about their own limitations.

Which resources / trainings would you recommend to founders?

I recommend approaching the local chambers of commerce and chambers of crafts as well as the federal employment agency.

Speakers' Profiles

Dr. Gitte Neubauer

Position Vice President & Head of Cellzome
Cellzome GmbH – a GSK company
Heidelberg
www.gsk.com

Background Functional Proteomics
PhD EMBL



Gitte is a founder of Cellzome. She graduated from Imperial College, London, in Biochemistry and completed her PhD thesis with Matthias Mann at the European Molecular Biology Laboratory in Heidelberg in the field of functional proteomics. At Cellzome, she was part of the leadership team in different functions building and leading different platforms. She took over as Head of Cellzome when the company was acquired by GSK in 2012. Gitte has authored more than 50 scientific publications. She is a Director of the Board of the Center of European Economic Research (Mannheim) and Chair of the Executive Board of BioRN, the Heidelberg-based life science association. In 2011, Gitte was awarded the inaugural EU Women Innovator's prize by the president of the European commission for the translation of her academic research into commercial application. In 2014, she received the honorary economy medal of the State of Baden-Württemberg.

How did you come up with the idea for your company?

In team discussions: a group of scientists eager to translate their research into commercial opportunity came together regularly over a period of almost two years with American entrepreneurs to crystallize the ideas of a company around functional proteomics.

What was your biggest drawback / challenge?

Cellzome was founded in 2000, at the height of the technology bubble. That made it easy to obtain venture capital, but it also meant that we grew rapidly and in an unhealthy manner, just before the markets collapsed.

With the experience you have now, what would you do differently?

Have a stronger product/customer focus right at the outset which determines growth and investment.

Speakers' Profiles

Dr. Niclas Kneisel

Position Alliance Manager
Apogenix AG
Heidelberg
www.apogenix.com

Background Molecular Biosciences/Oncology
PhD University of Heidelberg (2017)



DKFZ Alumnus

I did my Bachelor in molecular cell biology and my Master in molecular biosciences/neurosciences both at the University of Heidelberg. After that I did my PhD in the group of Prof. Lichter (molecular genetics) about brain tumor metabolism. After a 7 months Postdoc in my PhD lab I started as an Alliance Manager at Apogenix beginning of this year. I have been living in Heidelberg for 11 years now with stops at the Karolinska in Stockholm (3 months) and the Weizmann Institute in Israel (2 months).

How did you choose your career path?

I mainly wanted to get out of academia without leaving science. My original plan was to get into R&D in pharma but as that did not work out I also looked into biotechs and positions that are still related to science but do not involve working in a wet lab anymore.

What do you enjoy most about your job?

Discussing scientific projects with both academia and industry, getting insights into how pharma industry acquires and develops ideas and compounds.

What was the biggest challenge in your current position?

Learning the basics of a completely new field (immunology) to a degree you can comfortably discuss projects with experts.

What do you find the most valuable set of skills for your position?

Good communication with different partners: from management to lawyers, scientists and business development.

How important are connections / is networking?

Good contacts are everything for my position. For getting jobs in general they can definitely be useful as well if the circumstances are right.



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Speakers' Profiles

Dr. Anna Prysłak

Position	Senior Scientist Velabs Therapeutics GmbH Heidelberg www.velabs-therapeutics.com
Background	Medical biotechnology with a strong focus on microbiology, virology and microfluidics.
PhD	University of Heidelberg, DKFZ (2014)



Dr. Anna Prysłak is a researcher specialized in medical biotechnology with a strong background in microbiology and microfluidics. She obtained her degree in biotechnology with distinction at the Intercollegiate Faculty of Biotechnology (University of Gdansk and Medical University of Gdansk, Danzig, Poland). Dr. Prysłak holds a PhD in natural sciences from the University of Heidelberg. She conducted her doctoral research at the DKFZ working on crosstalk between human lenti- and papillomaviruses. She did interdisciplinary postdoctoral studies at The European Molecular Biology Laboratory (EMBL) in the research group 'Microfluidic approaches in drug discovery and personalized medicine'. In her postdoctoral project, she developed various microfluidic systems including Single-Virus Droplet Microfluidics for High-Throughput Screening of Neutralizing Epitopes on HIV Particles. Currently, she is working as a Senior Scientist at Velabs Therapeutics.

How did you choose your career path?

I chose my career pathway based on the principle to never sacrifice my personal life or compromise my life balance. Rather than following a single research topic, I was looking for places and projects that would allow me to acquire new skills and knowledge. In deciding for each new position, I was paying a lot of attention to determine whether it would allow me multiple job choices in the future and not narrow my field of expertise.

How did you apply for your current position?

I did not apply. The Velabs' CSO offered me the possibility to join in the forming of the startup.

What do you enjoy most about your job?

In my job, I mostly enjoy the interaction with my team: openness and friendliness of people, support and willingness to discuss all issues from other scientists and appreciation from the boss who always acknowledges a well-done job.

Speakers' Profiles

What was the biggest challenge in your current position?

The biggest challenge in my current position was to learn how to plan other people's work, how to distribute tasks and finding the right balance between maximizing efficiency and not overworking my assistants.

Which resources / trainings / courses would you recommend for your position?

Courses: Project management, budgeting, moving into management
Books: "How To Win Friends And Influence People" by Dale Carnegie, "Leaders Eat Last" by Simon Sinek.

What are the major differences between working in academia and startups?

In startups:

- No project is a single person's effort.
- Rather than being an expert in one narrow field, it is better to have a wide general knowledge and recruit experts for specific tasks.
- None promising projects and hypothesis are quickly abandoned without having to look for an explanation why results did not match the expectations.
- Soft skills are much more important for success in startups than they are in academia.
- All projects are well planned in advance by deciding crucial pathways and critical resources rather than adopting the "do it as you go" approach of academia.

How important are connections / is networking?

In my work, connections are especially important in finding specialists with skills and tools required for particular tasks.

Speakers' Profiles

Dr. Thomas Hoeger

Position Chief Executive Officer
Apogenix AG
Heidelberg
www.apogenix.com

Background Biology
PhD DKFZ (1991)



Thomas Hoeger, PhD, has been Chief Executive Officer of Apogenix since November 2005. Previously, he worked as a biotech analyst for DZ Bank in Frankfurt, Germany, for five years. From 1997 to 2000, he headed the 'Central Nervous System' research at BASF AG and Knoll AG. During the previous six years, he held various research and management positions at BASF AG. Following his studies in biology at the Universities of Kiel and Heidelberg as scholar of the German Academic Scholarship Foundation in Germany and as Fulbright Scholar at the Massachusetts Institute of Technology (MIT) in Cambridge, MA, USA, Dr. Hoeger obtained his PhD in 1991 with highest honors for his doctoral work performed at the German Cancer Research Center (DKFZ) in Heidelberg, Germany. In 2001, he completed his training as Certified European Financial Analyst (CEFA).

Speakers' Profiles

Colin Bennett

Position Trainer, owner of a company
Flames a mile high
Frankfurt
www.flamesamilehigh.com

Background Economics and Business Administration



For the last 25 years, Colin Bennett has been a teacher, trainer and coach for individuals, startups and blue-chip companies in many fields, from advertising to academia, from finance to pharmaceuticals. He has degrees in Economics and Business Administration, and the training qualification Cambridge University / RSA DTEFLA. In 1992, he began working for schools and educational trusts, where he trained groups and individuals, directed courses, developed learning materials and carried out action research into memory and learning. Colin became self-employed in 2000. Since 2000, he has been running a range of seminars for presentation skills. Based on the principles of audience psychology, these seminars combine theory and practice to help presenters engage their audience: to get your message across with power and impact. He is the founder of flamesamilehigh.com.

What is the best thing you could do to improve your presentation?

Prepare. Occasionally, you see a spellbinding talk from someone speaking spontaneously from the heart. But this is rare. More often, the good presentations you see are the result of hours and hours of practice, of refining ideas and finding ways to present them with power and impact. One important point: preparation is not opening PowerPoint and typing slides. Preparation is thinking about what you want to say and how best to say it. Then trying it out on real people, finding out what works and what needs improvement. Slides, if you need them at all, are the final element because they only support what you want to say. The slides are not the presentation; you are.

What is the biggest challenge when presenting your idea?

We all have different strengths, and we can use these strengths to make our presentations compelling and convincing. So it is difficult to generalize. One thing I do notice, however, is that most presenters overload their audience. Typically, the causes are PowerPoint and overblown language, the kind of language they would never use in a normal conversation. Now, a presentation is definitely not a conversation, but there are elements of conversation in a good presentation: speak simply and naturally, and think of your presentation as a dialogue where you are responsible for both parts.

Speakers' Profiles

What is the most valuable advice you can give future founders?

When we think of a presentation, we usually think of someone speaking. But far more important are the people who are listening. Your presentation is not about you; it is about your audience. You want something from them, so everything you say needs to focus on them. Your presentation is not what you say, it is what the audience understands, what they take away. So your preparation needs to focus on your audience. What do they need to hear? How will they react? Where will they agree, and where will they disagree? Why may they disagree? What could you say about that? What can you do to create curiosity and interest?



Dr. Svenja Möllgaard,
Lab Managerin,
Beiersdorf

Jessica Schäfer,
Lab Managerin,
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Speakers' Profiles

Dirk Nachtigal

Position Venture Capital Consultant
Mannheim Area

Background Economist



Dirk Nachtigal is an economist who studied at the Universities of Göttingen and Hamburg from 1982 to 1987. In 1987, he joined the Finance department of BASF Headquarter and from 1990 to 1995 he worked at Wintershall AG (Oil+Gas Division of BASF). Then, from 1996 to 2001 he went back to BASF Schwarzheide GmbH (Production Company of BASF) where he was the Managing Director of BASF Venture Capital GmbH (building up and leading BASF corporate venture activities) from 2001 to 2016. Since 2017 he is a consultant in Venture Capital Business.

Dirk Nachtigal will be part of the jury in the Innovator's Pitch Contest.

What is the first thing you should do once you have an idea which you would like to turn into a company?

How big is the market, other market players/market structure, any patent issue?

What is the best way to become a successful founder?

Bringing the best team with extensive experience into the company and provide incentives via shares.

What is the most valuable advice you can give future founders?

Support in fund raising and contacts to potential customers/cooperation partners (network in Europe, NA and Asia), financial deal structuring, company set up (incl. advisory board).

Speakers' Profiles

Eva-Maria Markutzik

Position Innovation Manager
German EIT Health GmbH
Heidelberg
www.eit-health.de | www.biotech-entrepreneurship.com

Background Media and Communication Sciences



Eva-Maria Markutzik is a marketing and communication specialist, connecting communication and design with entrepreneurship and innovation in biotech, medtech and digital health. Eva studied Media and Communication Sciences at the universities of Erfurt, Augsburg and Barcelona and has a master's degree. Since 2016, Eva is member of the German coordination center for EIT Health, one of the biggest healthcare initiatives worldwide bringing together 140 partners from 17 countries to innovate in healthcare. As Innovation Manager she supports a variety of partners from different regions in developing and implementing innovative healthcare solutions for the benefit of patients and people in Europe. Above that, she has co-created the biotech entrepreneurship activities at Heidelberg University sparking entrepreneurial spirit among life scientists (www.biotech-entrepreneurship.com).

What is the first thing you should do once you have an idea which you would like to turn into a company?

A good way to test the idea is going to hackathons (e.g. www.lifesciencemeetsit.eu) or attending the “Biotech Entrepreneurship Training Program” (www.biotech-entrepreneurship.com/betp). You will find like-minded people who might get excited about your idea and help you to make it real.

What is the best way to become a successful founder?

Build a strong and diverse team around your business idea. Find people who are not only excited, but also ready to walk any extra mile that is needed to reach the goal.

What is the most valuable advice you can give future founders?

Creating a startup is like flying to the moon while building the rocket. So let's go out and build a rocket.

Speakers' Profiles

Dr. Patrick Pfeffer

Position	CEO aescuvest GmbH Frankfurt www.aescuvest.de
Background	Bioinformatics / pharmaceutical chemistry
PhD	Philipps-Universität Marburg (2009)



Dr. Patrick Pfeffer (born 1980) is the founder of aescuvest GmbH and responsible for business development and strategic corporate management. He graduated with a degree in bioinformatics and a doctorate in pharmaceutical chemistry. He also holds a diploma in business administration. Before founding aescuvest in 2014, he made a marketing career as specialist in digital marketing for pharma and health media companies. As general manager of WebMD Global he drove the expansion of Medscape, a global platform for physicians and healthcare professionals, into the French and German markets. As an advisor for systemic marketing and partnering strategies, he worked for multi-national projects in the health sector.

Dr. Patrick Pfeffer will be part of the jury in the Innovator's Pitch Contest.

What is the first thing you should do once you have an idea which you would like to turn into a company?

Ask smart people you can trust or become better in networking.

What is the best way to become a successful founder?

Be rigorous & diligent, consistent & focused, prepared for dirty tasks, ready to trust and therewith to delegate. You won't make it alone.

What is the most valuable advice you can give future founders?

As long as you are not too naïve, your gut feeling is better than all market research existing 😊.

How did you choose your career path?

It was a nice blend of passion and coincidence that got me here.

Jura Members' Profiles

Dr. Ruth M. Herzog

Position	Head of Technology Transfer Office DKFZ Heidelberg
Background	Economics, management and molecular tumor biology
PhD	University of the Saar (1991)



As head of DKFZ's Office of Technology Transfer Ruth M. Herzog enjoys rich experience and extensive knowledge in the business of technology transfer. Her expertise includes intellectual property management, business development and deal making in the life sciences, especially in the cancer field i.e. licensing, spin-off creation, and collaboration with industry including strategic alliances. Ruth Herzog earned a master degree in economics and management from Technical University of Kaiserslautern and is a Certified Licensing Professional (CLP) and a Registered Technology Transfer Professional (RTTP). Prior to joining the DKFZ in 1997 to reorganize its technology transfer operations she built her business career in sales and marketing in oncology at Hoffmann-La Roche. Ruth Herzog received a diploma in biology in 1986 from the University of Bonn and her PhD in molecular tumor biology in 1991 from the University of the Saar.

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Speakers' Profiles

Suhail Yazijy

Position	Founder Nukleosome Freiburg www.nukleosome.com
Background	Life and Computer Sciences



Suhail is a founder at Nukleosome. He has a background in life and computer sciences. His first programming experience was with the now-discontinued Microsoft FrontPage back in 2006.

Since 2013, he has been working on software products with several early-stage startups as well as established institutions such as Fraunhofer and Universitätsklinikum Freiburg. Earlier this year, he had also participated in the Y Combinator Startup School.

He is passionate about data privacy & security and product design. He also has a keen interest in survivorship bias and human cognition.

Dr. Ingmar Gergel

Position	Managing Director mbits imaging Heidelberg www.mbits.info
Background PhD	Medical Informatics DKFZ (2012)



Dr. Ingmar Gergel studied medical informatics at the University of Heidelberg. After graduating in 2008, he joined to the Department of Medical and Biological Informatics (MBI) at the DKFZ. In the context of his PhD, he developed a computer assisted navigation system for bronchoscopic interventions. Since the end of his PhD in 2012, Dr. Gergel is Managing Director of mbits imaging GmbH (spun off MBI), which develops radiological software specifically for mobile devices in Heidelberg.

Jura Members' Profiles

Barbara Diehl

Position Director of Transfer and Innovation
Helmholtz Association of German
Research Centers
Berlin
www.helmholtz.de

Background Economic and Social History



Barbara Diehl studied biology and history in Heidelberg, history of medicine as a Fulbright Exchange Scholar at John Hopkins in Baltimore and got an MSc from the University of Oxford. She worked as a PR Officer for the DFG from 2003 to 2004 and then in Berlin as a Program Manager for Wissenschaft im Dialog and the Stifterverband für die Deutsche Wissenschaft. At the Entrepreneurship Centre - Said Business School, University of Oxford (2008 to 2015) she had a sabbatical as Business Development & Investment Manager for Oxtex Ltd. After three years as Executive Director of The Innovation Academy at University College Dublin she joined the Helmholtz Association Headquarters in November 2018.

Gabi Herzog

Position Communications Executive to the
MD
SAP Germany
Walldorf
www.techstars.com

Background Law



Gabi Herzog is a Speaker & Business Coach at SAP. Currently she runs the executive communications for the Managing Director of SAP Germany. Gabi worked with international start-ups at UC Berkeley, Techstar Accelerators, Entrepreneurship Programs of Corporations like Beiersdorf as well as sap.io. Her focus is on business models and tailoring pitches to investors.

Career Day –

Company profile of Heidelberg Pharma Research GmbH

Heidelberg Pharma is a biopharmaceutical company focused on oncology and antibodies and specializing in antibody drug conjugates (ADCs). We were the first company to start research and development of the Amanitin toxin for use in cancer therapies. We do this by applying our proprietary and innovative ADC technology for antibody drug conjugates, which use Amanitin as an active ingredient and are therefore called Antibody Targeted Amanitin Conjugates (ATACs). The biological mode of action of this toxin represents a new therapeutic principle.

Our goal is to refine and market the ATAC technology as part of a hybrid business model. For this purpose, we are working on building our own product pipeline. Based on our scientific data, we develop proprietary ATACs until the early clinical development stage in order to demonstrate their applicability and efficacy in patients. Our first development candidate – the BCMA-ATAC HDP-101 is expected to start clinical development in multiple myeloma in 2019. At the same time, we are collaborating with various partners on different ATAC candidates through research collaborations and licensing partnerships in which the partners provide specific antibodies that are combined with Amanitin. Preclinical and clinical development of these ATACs is carried out at the partner.

Our focus is on oncology and our mission is to research and develop therapies for cancer patients enabling them to receive a targeted and tailor-made course of treatment that is both highly effective and as well-tolerated as possible.

Heidelberg Pharma Research GmbH is a subsidiary of Heidelberg Pharma AG which is listed at the Frankfurt Stock Exchange: ISIN DE000A11QVV0 / WKN A11QVV / Symbol WL6.

Startup Fair Heidelberg

Working in startups has become more and more popular for years. Less hierarchy, more responsibility and new challenges every day are major advantages of working for a newly established company. On the other side startups do not have much money to compete for the best talents on the market.

That is why we established the Startup Fair! To bring together the best employers with the most motivated employees, aka you!

But the Startup Fair can also help you to build a network for your future endeavors and to understand the risks and opportunities in creating a startup.

So, take the chance – talk to everybody available and get inspired for your future as an entrepreneur.

Raoul Haschke

Startup supporting agencies

If you have an idea, if you want to found a startup, if you are looking for someone to complement your startup team or if you are simply curious to know more about entrepreneurship, Baden-Württemberg is definitely a good place to be. The region offers many options to get support in startup creation, from early to late phases. The most important players in supporting entrepreneurship in life science and health are present at the career day:

- Life Science Accelerator BW <http://www.lifescience-bw.de/startup-booster>
- BioRN <http://biorn.org>
- BIOPRO Baden-Württemberg GmbH <https://www.bio-pro.de/en>
- EIT Health, Germany <https://www.eithealth.eu>
- Heidelberg Startup Partners <http://heidelberg-startup-partners.de>

Take the chance to visit their stands and to talk to them in our „Innovator’s Support Lounge“.

In an informal and friendly setting you could talk about that idea that you have had for a long time but never dared to develop.





LEX Superior

LEX superior is a technology driven startup that focuses on the law. Through our app we make legal knowledge easily accessible to our about 10.000 users. Presently, we are addressing the legal education sector, also providing career information for law students and legal trainees. In the future, we are aiming at creating a legal knowledge base that will provide the basis for legal automation tools. This knowledge will be partly crowd-sourced as LEX superior will also become a platform for lawyers where they can work together to address legal issues.



MatchRider UG

MatchRider UG is a unique ride sharing platform for daily commuters with fixed routes and meeting locations (match points) that is based on public transportation. Our easy-to-use service builds critical mass along specific high traffic corridors by paying drivers for what they already do: commute to work. Drivers pick up passengers at ideal locations along their route, with passengers paying fares equal to or below other public transportation options. By establishing twelve drivers in a two-hour time slot we offer a reoccurring ride schedule for commuters; for passengers this means plannability combined with a high grade of flexibility and reliability. We cooperate with municipalities, public transportation providers, and companies to setup ridesharing networks in metropolitan areas.



Velabs

Velabs is a leading pioneer in microfluidics-based technologies for functional screening of antibodies. Our high-throughput screening platform allows for testing millions of correctly paired fully natural IgGs from humans and mice for therapeutic effects, rather than just for binding. Rare functional hits are readily identified, which might be laborious or even impossible using other technologies. Velabs' antibody screens can thus significantly and competitively shorten pre-clinical development.



PAASP

PAASP is the first full-service consulting and research evaluation company that specializes in providing assessment of operational risks related to quality of research data. Our focus is on organizations that create value by conducting drug discovery research. For historical reasons, preclinical discovery in biomedical and pharmacological science is largely exempt from quality control. However, these non-regulated areas of drug research and development are key for generating value in the pharmaceutical world. PAASP aims to enhance productivity of pharma R&D by securing high quality of research data and thereby decisions that are based on the data.



Studybees

Studybees is a young and dynamic startup that aims at making students' lives easier. On our website we offer on-site crash courses for university and high school students, which prepare them for their specific exams at their school or university. Our tutors are excellent students who have completed the courses themselves, have teaching experience and are therefore qualified to share their knowledge. With Studybees, preparing for exams is stress-free, enjoyable and time efficient.



GeneWerk GmbH

GeneWerk GmbH provides highly sensitive platforms and bioinformatics to determine fusion sequences adjacent to known DNA or RNA fragments in minimal tissue samples down to the single cell level. Applications include clonality and safety of (viral) vectors in gene therapy, on-target specificity of designer nucleases, immune repertoire studies in T cells and B cells and next generation sequencing (NGS). GeneWerk's unique worldwide experience in gene therapy studies, bioinformatics, NGS and associated regulatory demands can help to build the solutions you need by individual consultation.



PEPperPRINT

PEPperPRINT is a young and innovative biotech company providing high content peptide microarrays. The PEPperCHIP® Peptide Microarrays are synthesized with a proprietary laser printer technology directly on-chip and are applied for e.g. antibody epitope mapping, serum biomarker discovery, vaccine development, infectious-, autoimmune- as well as immuno-oncology research.



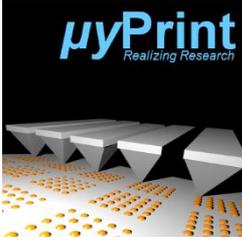
Robo Retail GmbH

Robo Retail GmbH builds fully-automated warehouse and vending solutions for the digital-out-of-home (DOOH), consumer goods and parcel industries. Robo Retail's fully-automated solutions (indoor, outdoor and mobile) in conjunction with specific disruptive technologies pave the way for a phygital omnichannel platform no one has seen before: ROBBY. ROBBY bridges the gap between the digital world and the real world and links DOOH directly to the 365/24/7 Point-of-Sale. Further, ROBBY can serve as intelligent last-mile-logistics solution (micro-hubs or dark stores) for smart city applications. ROBBY's main value propositions are (1) its packaging and goods independent system combined with (2) a roll-fronted compactor system (3) providing maximum storage capacity. Robo Retail GmbH also offers consulting, project and maintenance services to optimize and secure a customized development. In addition, close monitoring during the scope of the pilot and proof-of-concept phase can be provided. Moreover, Robo Retail owns a reliable technology supplier and exclusive robotic partners network located within Germany. Robo Retail is international and German patents are pending.



HD Vision Systems GmbH

Next generation of 3D scanners.



µyPrint

µyPrint is a spin-off project born at the Karlsruhe Institute of Technology. Having more than 10 years of experience in nano- and microstructuring, the team has developed an innovative Desktop Printer for fast surface and device functionalization with variety of inks (from liquid to molecular inks). Our molecular printer allows for seamless switchover between different innovative printing modes, which is realized by highly aligned and automated handling protocols. This provides the user with high fabrication flexibility, to address a very broad range of applications. Consequently, the printer is relevant for the realization of biomedical diagnostics chips, as it can flexibly address different disease profiles. In this framework we generated IP for diagnostic lab-on-a-chip: liquid biopsy diagnostics of circulating tumor cells (CTCs).



Nukleosome

Nukleosome is an early-stage startup building a highly secure online platform for anyone to keep track of their health data, sell it anonymously to health research and connect with others who have similar health conditions.

ThinkanFeel

The company being founded is a research company which will go into the global market. Infrared information waves from, into and through any great or small surfaces of a human body are observed and with a prototype called EPNT (Equipment for Psycho-Neurological Treatment) about 3000 trials in more than 10 years were made to recognize and influence feelings, thoughts and diseases. Using the EPNT as a medical device, for example the following diseases were examined: depression, concussion of the brain, back-/tooth-/phantom-ache, training of speech and walking after stroke, myocardszintigraphy, melanoma, neuron transfer by infrared stimulation and influence of medicaments and alcohol. In competition to the artificial

intelligence (AI) based emotion detection the company's bio-sensor (BS) based emotion detection technology has many advantages and can for example be used for the following applications: automobile/ aircraft, gaming, education (medicine, sports, music), advertisement, robotics, biology, IOT and 2-dimensional lie detector.



Teach First Deutschland

Teach First Deutschland hires university graduates from any discipline to support teachers in disadvantaged areas and give children with any social, religious and ethnic background the chances and tools they need to graduate and develop their potential. We offer a job with great responsibility starting from day one and a fast-paced learning environment. The position is limited to two years and comes with a leadership-program with Workshops, Coachings and Trainings. Overall, the Fellows have the opportunity to implement an own project with the kids which can be anything from starting a school garden to a robotic class.



Mbits GmbH

mbits is a spin-off of the German Cancer Research Center (DKFZ, Heidelberg, Germany). As specialists in medical imaging, we develop professional, radiological software for your mobile device.



Swapfiets

Swapfiets is a start-up from Holland and delivers the world's first bike subscription service. For a monthly fee, we provide an always functioning bike. Should the bike need a repair we come and pick it up within 12 hours and deliver a new one. All included in the monthly fee. We are present in Holland, Belgium, Denmark and Germany. In Heidelberg we plan to open our operations in January 2019. This is not a bike-sharing service. The bike is yours. For more information, please have a look at www.swapfiets.com.



imiji

How do you get to see every photo that was taken on your event? With imiji you can finally share all of the photos of your events with your guests. The combination of App and Portal makes it very easy to upload your photos in original resolution within a safe environment and functions like the imiji Photo-Livestream create big fun around it. imiji is therefore the perfect tool for birthday parties, weddings, travelling and any other event in your life.



Instaffo

Instaffo is one of the fastest growing startups in the HR-Tech and People-Data-Enrichment sector, with headquarters located in Heidelberg. We offer and develop software solutions for the automatic search and preselection of professionals for the workforce. Based on big data and artificial intelligence (AI), our software supports companies of all sizes worldwide to optimize inefficient recruitment processes.

Bioinformatics.Expert

Bioinformatics.Expert UG

Bioinformatics.Expert UG (haftungsbeschränkt) is a new founded company from a former DKFZ-post-doctoral scientist which aims to provide bioinformatic support. Although Next-Generation Sequencing is producing more and more data for less money, the lack of available bioinformatic resources and knowledge still prevents scientists to use that technique. The company wants to help those scientists to include the use of high throughput methods into their research. Additionally, a major aim is to assure time-independent complete reproducibility of bioinformatic results to pave the way for standardized bioinformatic analyses.



TuCAN

TuCAN (Tuebingen Cognitive Assessment for Neuropsychiatric Disorders) is a spinoff of the University Hospital Tübingen. We are an interdisciplinary team

developing a tablet-based screening tool for cognitive symptoms of neuropsychiatric disorders like Alzheimer's or Parkinson's using digital pens. Our evidence-based digital solution enables an earlier and more accurate differential diagnosis by digitizing a battery of well-established and approved tests and by processing data provided by tablets and digital pens.



Inflection Point Biomedical Advisors (IPBA)

At Inflection Point Biomedical Advisors (IPBA), we focus on a number of key implementation infrastructure gaps in Precision Medicine (PM). Specifically, we have established a global team of PM experts and local connections, built a network of over 500 laboratories, and supported this with an in-house deep lab dynamics knowledge, launching scenarios needs and challenges and lab analytics capability. We are focused on the needs of our clients, but we believe that PM is an expanding business opportunity requiring real time markets feedback, change management and evolutionary business models. Also, we put our own skin in the game with our investments in the field, driven by our profound knowledge of the markets, and appraisal of the assets from an impact-opportunity angle and the potential to cover unmet needs. To date, we have worked on over 100 Dx/Rx related projects for leading Pharma, Diagnostic Companies, Governments, Venture Capital Groups and Private Foundations. This provides us a critical, real world track record and skill base dedicated to the organizational integration and commercial implementation of PM and Dx services or products into the PM business model and the various market needs and reality.



Heidelberg ImmunoTherapeutics

Heidelberg ImmunoTherapeutics is a clinical stage company dedicated to the clinical development of innovative immunotherapeutics for viral diseases and cancer.

Innovator's Pitch Contest

The "Innovator's Pitch" is a chance for 5 shortlisted candidates from all over Heidelberg to present their innovative ideas to the audience and jury at the Career Day. We will award prizes for the "Best Idea" and "Best Pitch" worth €2,500 together with mentorship support from Heidelberg Startup Partners for getting that idea off the ground.

Lana Semykina

Event Partners



Innovator's Pitch Participants

The following 5 participants were chosen out of 38 applicants.

Congratulations!



Liwen Zhu – Science Research (Institute for Medical Biometry and Informatics, University Hospital Heidelberg)

Business Idea

Click and Go for a smooth ride: Click & Go was designed specifically for elderly people, above 65, who own a bike and want to keep on using it, either as a way to move around, to keep active or just to have fun. It provides them with extra safety (stability and alert in case of accident) while riding their bikes and serves as an aid to carry heavy loads on and off the bike. It can also by itself serve for only walking and shopping.

Innovator's Pitch



Dr. Mareike Grees – PostDoc (DKFZ - Bayer Joint Immunotherapeutics Lab)

Business Idea

A Universal Cell-based Vaccine: This technology is a cell based vaccine platform that provides a method to increase the activation of the immune response 1.) by modifying the expression of surface molecules on antigen presenting cells (APC) and 2.) by constitutive stimulation of APC. The APC are modified to present on their surface both MHC class I and/or MHC class II peptides. As a result the vaccine platforms are more effective in generating a de novo immune cell responses and therefore a more potent anti-tumor effect.



Dr. Silke Uhrig-Schmidt – Scientist
Dr. Patrick Schmidt – Scientist
(Department of Medical Oncology, NCT and University Hospital Heidelberg)

Business Idea

Navigating CAR T cells by novel biologic antagonists: On the road to patient safety: CAR T cell therapy equips a patient's own immune cells with a new anti-cancer specificity. Despite tremendous response rates, the new killer cells can react with healthy cells leading to life-threatening conditions or even to death. We invented fast-acting, reversible, non-activating CAR-antagonists that allow both dosing of CAR T cell activity and interference with off-target effects, thereby providing an urgently needed means to minimize the risk of the therapy while maintaining its potential.



Dr. Tim Treis – PostDoc
Dr. Stefan Kallenberger – PostDoc
(DKFZ - Division of Theoretical Bioinformatics)

Business Idea

CytoScanner - A platform for low-cost self-optimizing live-cell imaging and screening: Traditionally, experimental work comprises of a sequence of recording measurements, data processing and evaluation. Future experimental devices might automate these steps. In this perspective, we developed an automated microscope that can be placed in lab incubators and software that evaluates images while recording. All components have a total price of only 250 EUR. By operating several microscopes in parallel, the CytoScanner platform enables cost-effective high-throughput screens.

Innovator's Pitch



PD Dr. Elfriede Friedmann – Research Group Leader
(Department of Applied Mathematics, Heidelberg University)

Business Idea

The Virtual Eye for in silico therapies accelerates research & personalized therapy in ophthalmology: Eye diseases are common and can have fatal consequences for the patients in form of visual impairments even blindness. Despite modern therapies treatment success remains often limited which requires intensive research. Through our Virtual Eye using mathematical modeling and efficient simulations time- and cost-saving in silico drug research is reached. With our tools we investigate the reason for treatment failure, develop improved treatments and new drugs and enable optimal personalized treatment.

Innovator's Pitch Jury

For the jury we chose 5 members based on their financial, entrepreneurship support, IP and business expertise.

Thomas Prexl (Managing Director Heidelberg Startup Partners - support for startup founders) (p.5)

Dirk Nachtigal (Venture Capital Consultant) (p.17)

Patrick Pfeffer (CEO aescuvest - equity-based investment platform) (p.19)

Barbara Diehl (Director of Transfer and Innovation at Helmholtz Association of German Research Centers) (p.22)

Gabi Herzog (Communications Executive to the MD of SAP Germany, Pitch Trainer) (p.22)



The **Gotthardt Healthgroup AG** develops digital solutions for the healthcare industry – and we are more than ready for great challenges and new growth. We are a young company that aims to permanently improve German healthcare and drive the digitalization of health systems. Our software, called GHG Praxisdienst, helps doctors to find appropriate clinical trials for their patients, supports the doctor's everyday work by computing medical scores and offers patient information in multiple languages. Furthermore, we have developed an application called Mediteo that helps users manage their medication. Mediteo helps users by reminding them when to take their pills and provides important information about various medication. In addition, it connects users with their doctors and pharmacists.

We are looking for **energetic colleagues** who want to make a big difference and want to shape with us the future of the healthcare industry.

Apply now at www.gotthardt.com/career-en and profit from our great offers:



Permanent contract



RNV-Job-Ticket



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Team Events



Best location in the heart of Heidelberg

Career Day Organizing Team

Organizers of the Career Day Entrepreneurship and (Bio)Tech



Marketing Team



Dr. Gianna Triller, Nicole Brenner,
Dr. Pauline Latzer, Justyna Wierzbinska

Speakers Team



Dr. Matthias Bozza, Taga Lerner,
Dr. Pauline Latzer, Justyna Wierzbinska

On-Site Team



Dr. Doris Schneller, Katharina
Bosch, Himanshu Soni

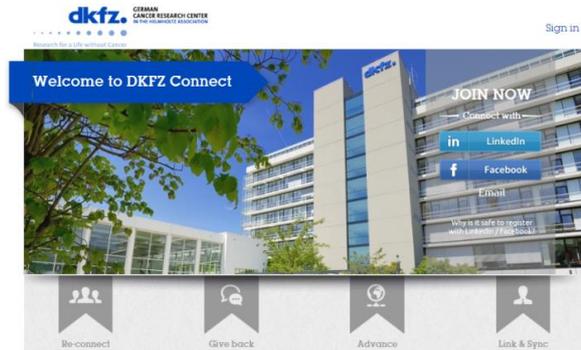
DKFZ Career Center

The DKFZ Career Service supports Master Students, Doctoral Researchers and Postdocs in planning their professional future by providing guidance, information, training and a network with Alumni.

1. Career Networking

Join DKFZ Connect: www.dkfz-connect.de, our DKFZ Career Network online platform

View alumni profiles and contact PEOPLE in the Career Network to learn about different career options. Meet and network with our alumni also offline during our networking events which offer excellent opportunities for informational interviewing!



2. Information and Training

- In depth information on certain career tracks can be gathered during our Career info events (Career Days, Career Coffee/Lunch, etc.) www.dkfz.de/careerday.
- Career Seminars and Trainings (Job Applications/Interviews, Business Skills, project management, etc.) help you to prepare for taking your next step.

3. Get advice on your career plans and options

Whether you have questions about your possible perspectives or transition to the next position, feel free to contact the career service team. We support you in making informed decisions.

CDP: Define your Career Development Preferences/Perspectives and write down

- Check myidp.sciencecareers.org for self-assessment to match with typical perspectives
- Coming 2019: Your own DKFZ online career development tool

CTP: Career Transition Plan

Your papers are (about to) be published and you would like to discuss how to get to the next step? Receive feedback on your application and practice interview situations.

Your careers advisors:



Dr. Barbara Janssens
(Career Manager)



Marion Gürth
(Deputy Career Manager)



Dr. Karin Greulich-Bode
(Career Advisor)



Sabine Schuler-Hofmann
(Postdoc Career Development)

Email: careers@dkfz.de Office: DKFZ main building (8th floor, east) H828 and H832
Phone: +49 6221 42-2146 (Barbara), 1762 (Marion), 3403 (Karin) and 3402 (Sabine)
dkfz-connect.de, [LinkedIn](#) and [Facebook](#)

www.dkfz.de/careers



Career Days 2019



Medical Physics
May 31st

Short Talks
Discussions
Workshops



Science Communication
October 11th

Supported by the
PostDoc Network (PDN)
PhD Student Council
Advanced Training



Research & Development
December 6th

Organization:
DKFZ Career Service
Phone +49 6221 42 1762
careers@dkfz.de

www.dkfz.de/careerday



Deutsches Krebsforschungszentrum (DKFZ) | Im Neuenheimer Feld 280 | 69120 Heidelberg

DKFZ Technology Transfer Office

With our experience in technology transfer, we can help you to get your idea off the ground. We support you by protecting your commercially attractive inventions, finding industrial partners who will develop these inventions and generally overcoming any hurdles standing between your idea and application. We will be very happy to discuss how we can add value to your ideas to bring them to market and for the benefit of society.

Key Services



Publication screening



Intellectual Property



Validation Funding



Contract Negotiation



Strategic Partnerships



Technology Commercialisation



Spin-out support



Licensing

We are happy to support you with:

- Ideas / inventions
- Validation / translational funding applications
- Patenting and other Intellectual Property protection
- Contracts (industrial collaborations, CDAs, MTAs, DTAs)
- Commercialization (technology marketing, licensing and startups)
- Training & seminars in technology transfer topics

For more information contact Lana Semykina or pop in to D138!

s.semykina@dkfz.de or on 06221 42 2953



Bio und was nun?

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www.pharmaakademie.com



DKFZ PhD Student Council

There are around 550 German and international Doctoral Researchers who work at the DKFZ in Heidelberg. Amongst them, five or six are annually elected to form the PhD Council. The members of the Council serve as representatives of the student body coordinate, scientific and non-scientific student life in various ways and foster exchange and networking between Doctoral Researchers. Doctoral Researcher networking is facilitated through involvement in the PhD Teams coordinated by the PhD Council, of which 1 in 10 Doctoral Researchers join annually.

One of our aims is to improve the life of Doctoral Researchers at the DKFZ. An important part of this task is organizing social events as an escape from the daily routine, giving Doctoral Researchers the chance to meet their peers and colleagues, make friends, exchange experiences and expertise or simply relax. For example, the PhD Happy Hours are an excellent opportunity to get in touch not solely with other Doctoral Researchers, but also Postdocs and Master students in a relaxed and enjoyable atmosphere to discuss science and personal interests. In addition, the Social Events Team and Party Team plan and organize movie nights, sports tournaments and several parties year round.

We also play a role in welcoming new Doctoral Researchers to the DKFZ through the 'Welcome Lunch', which takes place once every month and is aimed at integrating the new Doctoral Researchers to the DKFZ community. Furthermore, we established connections between people with shared interests and support language tandems and hobby clubs.

Besides creating networks and providing opportunities to forge social connections, the PhD council is also involved in other tasks. The Welcome Team makes the two PhD selection rounds per year a pleasant and informative experience for the applicants and provides further help for newcomers once they have joined the DKFZ. The Retreat Team organizes the two PhD Retreats, which take place in Weil der Stadt each year. The Communication Team keeps the PhD Council website updated and keeps Doctoral Researchers informed with the bi-annual newsletter. And of course, all teams cooperate closely with the Graduate Office.

Finally, the PhD Council also serves as a liaison between the Doctoral Researchers and the DKFZ Management Board and represents your interests on a Helmholtz Association-wide level in the Helmholtz Juniors (HeJus).

If you would like to learn more to stay informed, have any questions, or wish to help, please do not hesitate to contact us or check out our Facebook page:

Phd-student-council@dkfz.de
www.facebook.co/groups/DKFZphd



The PhD Council 2017/2018 members
(Names from left to right in the back are:
Gintvile Valinciute, Florian Köhler,
Michael Persicke (on the piano),
and in the front:
Maria Bonsack and Lucie Wolf)

The PostDoc Network – from PostDocs for PostDocs

OUR MISSION

The **PostDoc Network (PDN)** was formed to represent the PostDocs' interests and to achieve the **best conditions for career perspectives and scientific output**. Our main goals are to raise the **visibility of PostDocs** in and outside the DKFZ, to support **career development** and to increase **social and scientific networking** among PostDocs.

Newsletter

VISIBILITY

Our **website and mailing list** provide general information about the PDN and offer a platform for PostDocs to communicate with each other and to discuss issues important to them.

The quarterly **Newsletter** contains information about upcoming events and personal accounts of PostDoc experiences at DKFZ.

Career Development

CAREER DEVELOPMENT

In collaboration with the DKFZ Advanced Training Center, the PDN organises **seminars and workshops** tailored for PostDocs' needs, as well as **Career Days** where invited speakers provide expert perspectives on how to pursue careers in industry, academia and elsewhere. **Alumni** and current DKFZ researchers are invited to share their personal career paths. The participants are given ample time to join round table discussions and to network with invited guests.

Get Together

NETWORKING

The annual **Retreat** aims to encourage scientific and social interactions between PostDocs, in order to improve the research and personal experience of scientists.

The monthly **Lunch Talk Series** was started by the PDN and the BioMed X Innovation Center to provide a platform for intellectual exchange between researchers working in diverse fields of life science research in Heidelberg.

The "**Research Lounge – let's talk science**" encourages scientific collaboration and discussion within the DKFZ. At monthly **Get-Together events** PostDocs can get useful information about life in Heidelberg and work at the DKFZ.

Expertise Exchange

Alumni Network

Find more information on PDN activities on our official website:

www.dkfz.de/en/postdoc-network/

To be up-to-date with current and upcoming events join our mailing list:

pdn@dkfz.de



PDN Committee 2018 © PDN



Useful Resources about Entrepreneurship

1) Organizations

- EIT Health GmbH - www.eithealth.eu
- Life Science Accelerator Baden-Württemberg - www.lifescience-bw.de
- Heidelberg Startup Partners - www.heidelberg-startup-partners.de
- Stadt Mannheim Wirtschafts- und Strukturförderung - www.mannheim.de/de/stadt-gestalten/verwaltung/aemter-fachbereiche-eigenbetriebe/wirtschafts-und-strukturfoerderung
- Mafinex Gründerverbund Rhein-Neckar - www.gruenderverbund.info
- Stiftung für Medizininnovationen Tübingen - www.mi-foundation.org
- MedTech Startup School Tübingen - www.startupschool-tuebingen.com
- Biocat - www.biocat.cat/ca

2) Lectures / Blogs / News / Knowledge

- BELL lecture, BETP lectures at University of Heidelberg - www.biotech-entrepreneurship.com
- Step-by-step guide to medical technology innovation - innovating medical technologies - www.ebiodesign.org
- webspace for biotech entrepreneurship activities in Heidelberg and beyond - www.biotech-entrepreneurship.com
- Biotech newsticker - www.labiotech.eu
- Blog by the biotech venture capitalist Bruce Booth - www.lifescivc.com
- Pascal Finette's insights into leadership, short and crispy - www.theheretic.org
- Persuasive communication to scientists and engineers - www.pitchpower.org (now www.speakvalue.com)
- The Smart Entrepreneur – www.thesmartentrepreneur.blogspot.com
- 'Disciplined Entrepreneurship Workbook' by Bill Aulet
- 'The Smart Entrepreneur ...' by Bart Clarysse & Sabrina Kiefer
- Entrepreneur.com - www.entrepreneur.com/topic/inspiration
- Bloomberg - www.bloomberg.com/leaders
- Forbes Entrepreneur - www.forbes.com/entrepreneurs/

Useful Resources about Entrepreneurship

3) Investment / Funding / Venture Capitalists

- Third Rock Ventures - www.thirdrockventures.com
- CrunchBase - www.crunchbase.com
- EXIST Business Startup Grant - www.exist.de/EN/Programme/EXIST-Business-Startup-Grant/content.html
- EXIST Transfer of Research - www.exist.de/EN/Programme/EXIST-Transfer-of-Research/content.html
- Index Ventures - www.indexventures.com
- Atlas venture - www.atlasventure.com
- EMBL Ventures - www.embl-ventures.com
- Early Bird Venture Capital - www.earlybird.com
- Wellington Partners Venture Capital - www.wellington-partners.com/ls
- SR-one - www.srone.com
- Merck Venture - www.m-ventures.com
- Sanofi Ventures - www.sanofiventures.com
- Novartis venture funds - www.nvfund.com
- High-Tech Gründerfonds - www.high-tech-gruenderfonds.de/en
- Sofinnova Ventures - www.sofinnova.com
- Onevest - www.onevest.com

4) Startups

- AngelList - www.angel.co/jobs
- www.startupsucht.com/startup-jobs
- Germany Startup jobs - www.germanystartupjobs.com
- www.startup.jobs/

**The organizing team of the Career Day
“Entrepreneurship & (Bio)Tech” says**

THANK YOU

To everyone who helped us to make this day a success...

... thanks to the Management Board of DKFZ and the DKFZ Career Service for all their support

... thanks to Herrn Harbarth and his colleagues for technical support

... thanks to Herrn Hauschild who made sure that everyone got their coffee

... thanks to the staff unit of safety for supporting our Career Day

... thanks to the Core Facility Information Technology and especially Frau Kurek for her great help and printing the posters

... thanks to the Communication and Marketing department and especially Dagmar Anders for her great help with the preparation of the posters and flyers

... thanks to the Technology Transfer Office and especially Lana Semykina and her team for their help with the Innovator's Pitch Contest

... thanks to our partners Heidelberg University and Heidelberg Startup Partners and especially Raoul Haschke and Thomas Prexl for all their help with the Innovator's Pitch Contest and the Startup Fair

... thanks to “Big Hungary” and “Immersatt” Food Trucks for a delicious lunch and dinner

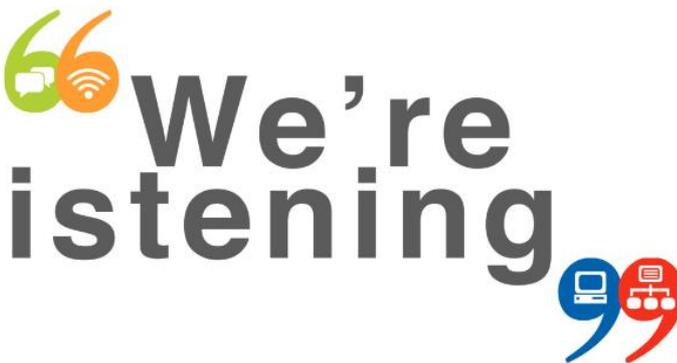
... thanks to the PhD Student Council for co-organizing the Happy Hour

Sponsors

We sincerely thank our sponsors for their support!



66 We're Listening



YOUR FEEDBACK

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