What did I do with my Psychology major?

What is your primary discipline/field?

Clinical psychologist

Was Psychology your undergraduate major?

- (●) Yes
- ( ) No

What degree is required (or most typical) for your job?

Other (type below)

MBA

What is your primary work setting?

For-profit business

In just a few words, how would you describe your job? What are the primary activities you engage in?

Marketing of Pharmaceutical Products. Development of a variety of materials to educate and promote medicines to physicians.

Can you guesstimate about what percentage of your work time you spend engaged in each of the following activities?

Research?	Teaching	Practice: Assessment	Practice: Therapy	Consultation or Administration

What makes your field most unique from some of the other fields on the list above?

I am not actively engaged in the traditional practice of psychology, although I rely on a number of skill sets acquired during my training in my current role as a marketer

What other non-psychology-related activities does your job entail that you did not expect? For instance, does your job include accounting, personnel management, business administration, clerical work, or other activities?

I have been involved with accounting, market research, forecasting, drug development, manufacturing, regulatory (FDA) related activities, an understanding of the healthcare system and reimbursement programs (public and private), exposure to the global pharmaceutical business

What is the BEST thing about your field? What would you tell a college student to encourage them to enter your field?

Change is a constant - you never get bored. there are so many disparate areas that one can explore in the pharmaceutical business, not to mention developing a deep understanding of numerous disease states. Compensation is also linked to performance.

What is your LEAST FAVORITE thing about your field? What would you tell a college student to DISCOURAGE them to enter?

Although well compensated, marketing in the pharmaceutical industry is a fast paced, demanding environment that makes maintaining a good work/life balance challenging. You also need to be comfortable with frequent change and a competitive environment.

(Optional) What is your age?

48

(Optional) If you would like students to contact you with questions, please list your email below