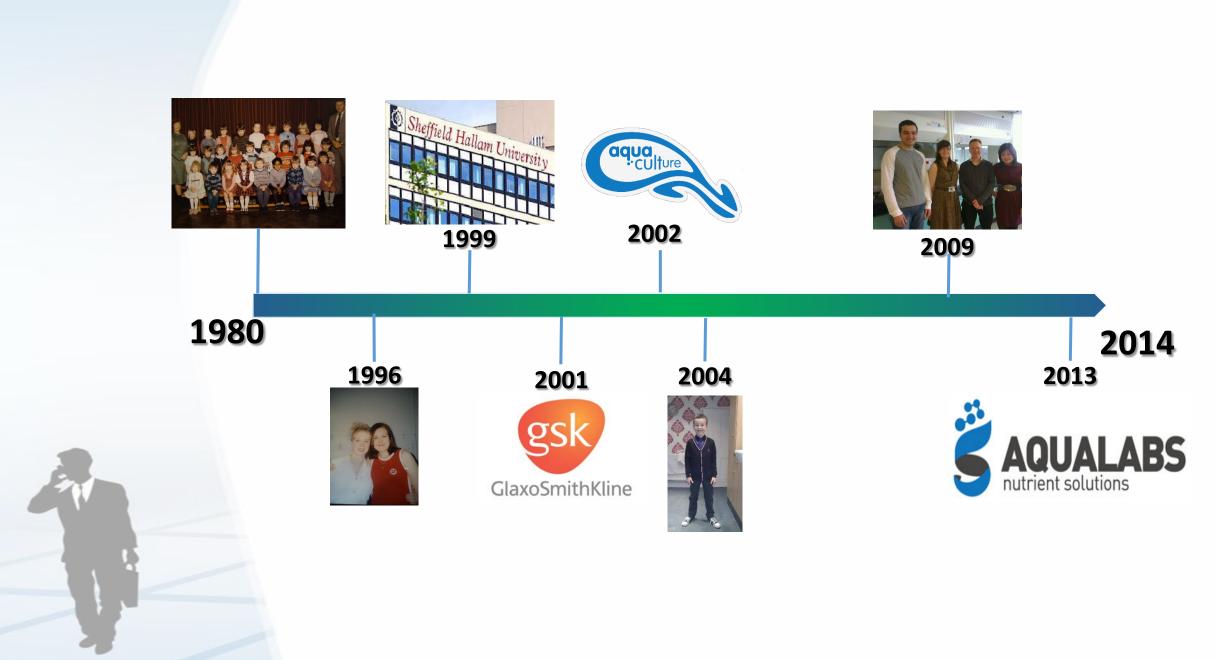
Becoming a Director For the first time

Callie Seaman

AquaLaboratories Ltd







GlaxoSmithKline

Roles

- Research Scientist
- Placement Student
- DMPK
- Formulation

Skills Gained

- Research skills
- GLP
- Analytical techniques
- Team <u>work</u>





AquaCulture Ltd

Roles

- Sales assistant
- Warehouse operative
- Greenhouse manager
- Research Scientist
- Health and safety officer
- Manufacturing manager

Skills Gained

- People Management
- Project management
- Time management
- Communication
- Product development
- Marketing
- System implementation
- Plant <u>Management</u>





Sheffield Hallam University

Roles

- PhD Student
- Funded by EPRSC and Aquaculture

Skills Gained

- Research planning
- Time Managment
- Funding application
- Analytical skills
- Publishing work
- Presentation skills



BRINGING YOUR INNOVATION







What changed?

- Wages!
- Level of responsibility
- Stress Level
- Meetings
- How people treated me
- Negations skills
- Thickness of my Skin!

Knowledge Gained

- The importance of Listening
- Respect is earned
- Always remain professional
- Everyone is a potential customer
- Be Flexible
- Be Prepared
- Stand up for what you believe
- You need Thick Skin!
- Importance of Networking

The Importance of Networking

- Joined SCI in 2010 http://www.soci.org/
- Humic substance society http://www.humicsubstances.org/
- Forward Ladies <u>http://www.forwardladies.com</u>
- Linkin
- Twitter
- Facebook
- Intelligent Formulation <u>http://iformulate.biz</u>

The future

- Complete my PhD
- In the process of starting another company
- Post-Doc Research
- SCI

Message to take home

- Work hard
- Start from the bottom
- Listen
- Learn all skills
- Don't think any job is below you
- Flexibility

Thank you for Listening