Survive Leaving a Federal Job
- my journey becoming a consultant

Jinjie Hu, PhD
Senior Consultant
6, 2017
Recognize the Urge for Career Change
Decision Making Process
Preparation for a New Career
Consultant Life
More Opportunities
Recognize the Urge for Career Change
Fact

Nobody likes change except a baby with dirty diaper

Change is inevitable

You don’t know what change will do to you before it happens

You can go through the changes better if you are prepared

You may enjoy the outcome of a unanticipated change
Recognize the Urge for Changes

Me

- I have chaired review committees for PMAs and BLAs, and did several manufacturer inspections
- I did two details
- I severed center level committees
- I always asked my boss to give me something new
- I tried to move around inside FDA
- I always asked my close friends what I should do next
- I started pay attention to people who moved to different jobs
Asking for Advice

- I asked advice from friends who left FDA for different jobs
- I asked friends who know my job performance to tell me their true feeling of me surviving a new job
- I asked people what they expect from me if I were their new hire
Asking Yourself Questions

- Am I still learning from my current job?
- Can I see myself in five years, ten years in my current job?
- Is that where I want to be?
- Do I have the knowledge, skill and drive to take new challenges?
- On what conditions, I would give up trying?
- What is my plan if changing career won’t work me?
Make a Decision

- Do something with the information you collected
- Don’t ask the same question/advice multiple times - people will not take you seriously
- Make a decision and put together an action plan to move forward
Decision Making Process
Asking Yourself Questions

- What are the benefit for me to stay in the old Job
- What are the risks and benefit taking a new job
- Analyze the balance
- Do you have your family on the same page
  (this was difficult for me)
Risk Benefit Analysis

Old job

New job
Recognize Opportunity

My journey

- Met my current CEO at a meeting
- Engaged a casual conversation
- Lead to an opportunity
- Follow up with more detailed information
- Opportunity turned to a job offer
Evaluate the Job Offer

- What I can bring to the company
  - What is value I can add to the current team
  - What is the uniqueness of me and my specialty

- Meeting the team lead and team members to find out
  - Am I a good fit
  - I like them is more important to me
  - Are they willing to help
  * Comradery spirit is the key factor for me to join BCG

- Ask friend to connect me with old consultants to discuss the likes and dislike about the company
Comradery is the spirit of friendship and community in a group, like the comradery of soldiers at war who keep each other upbeat despite the difficulty of their circumstances.
Move Towards

- The fit with the organization and your personal life is key to success and longevity
- Take time to decide
- Don’t run from something that you think you are not happy with
Come Back to Your Old Job?

- The good and bad if you are told that you can come back within a period of time
- I would come back, but not to my old job
- You are not a loser if you go back, because…
- You would be back with very different perspective
- You will serve your old job much better
- You will learn much more than the first timer
- It is an opinion
Preparation for a New Career
➢ I wasn’t prepared at all.

➢ Life could be much easier if I knew what I got into.

➢ Thinking becoming a career consultant too 😊
Leaving Your Old Job on a Good Terms

- Never burn bridges, Never, Ever, no matter what is the situation
- Forget any unpleasant memory the minute you leave your old job
- Represent your management- once a boss, always a boss
Stay Connected

- Previous colleagues—they know your strength and weakness, they can be your sound board and they are the best resource you can go to

- You will quickly find out who are your true friends when you are in need

- Friends want to hear from you
Collect Contact Information

Take these information with you

- Emails
- Phone number
- Other contact information
Don’t Go it Alone

- Get mentors to advise on things new to you
  - Administrative staff
  - Business development skill
  - Client management
  - Time keeping

- Quickly identify a good mentor in your new job that can help guide you through the culture, politics, business system and process
Have a Shoulder to Cry on

- There are always issues that you didn’t prepared for

- Life goes on and you will be a much stronger person
Consultant Life
Called to Support Big Project

- The company’s CEO depending on you to call a go or no go to a project
- The submission is not moving nowhere
- The misunderstanding run so deep and involve many parties
- The product has a good design, but the studies are so messed up
- The naïve client asked so many no brainer questions
The Unknows

- The clients, personnel, budget, business transition
- The project development
- The working environment—my horrible stories travel to Denver
The Satisfactions

- The appreciation from client for your knowledge - it may come late and come back from a negative beginning
- The project development back to track
- The submission moved to the right direction
- Made friends with various people
Balance Projects

- 58% for company 1
- 23% for company 2
- 10% for company 3
- 9% for company 4
The Cons of Being a Consultant

- I have to dress conservatively- old lady suit bothers me, but I have to wear it to earn people’s trust initially
- I work by myself most of the time- lonely
- I have easy access to food- gain weight
- I have to travel often- interrupt family time
More Opportunities
The Potential

- You set the ceiling of your career
- You set the short term and long term goals
- There are always room for you to grow
- You can be a leader if you wish to
- You have the freedom to work with different teammates
- …
The Opportunities

- You can do whatever you wish for
- Successful case of going back to FDA- FDA reviewer- consultant- return to FDA- office director
- Job offer from pharma companies – consultant become VP of the company he consulted
- Start your own business
The perk
Thank you for Listening