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# CAREERS IN HEALTHTECH

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ABHI

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# WHAT IS HEALTHTECH?

Life today is unimaginable without HealthTech.

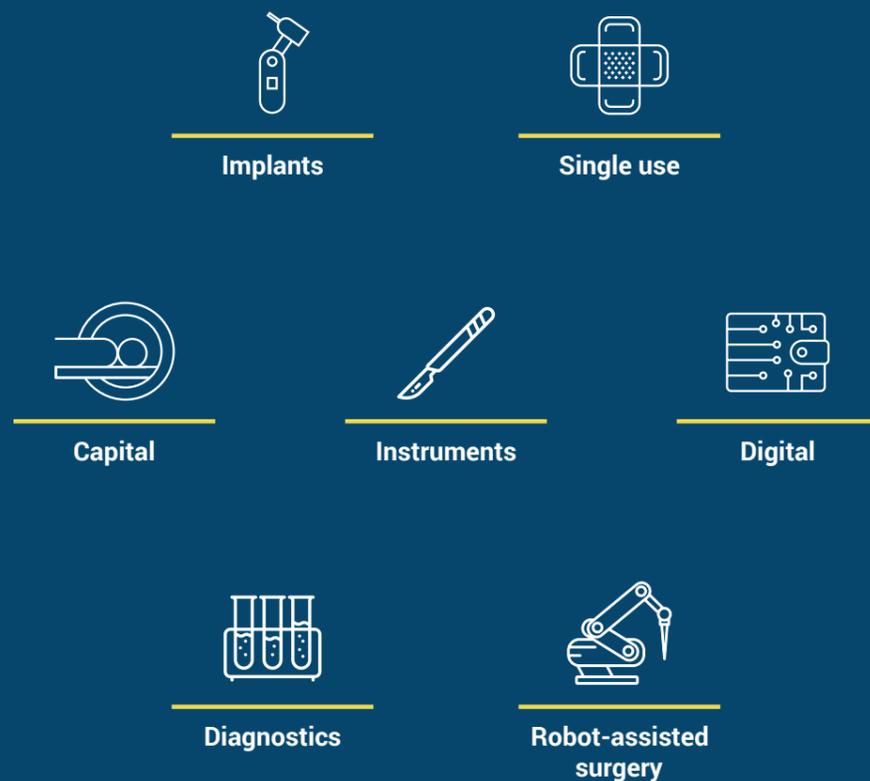
The products and services are integral to the delivery of modern healthcare and the chances are, HealthTech will touch all our lives at some point.

From wound care dressings, knee and hip implants, MRI scanners, infusion pumps and patient monitoring devices, to products incorporating new fields of science that utilise digital data, AI and robotics; there are thousands of high-quality solutions that make up this broad and diverse industry.

These technologies help to manage and improve the health of citizens, rather than just treating illness, enabling a more efficient healthcare system fit for the 21st century.

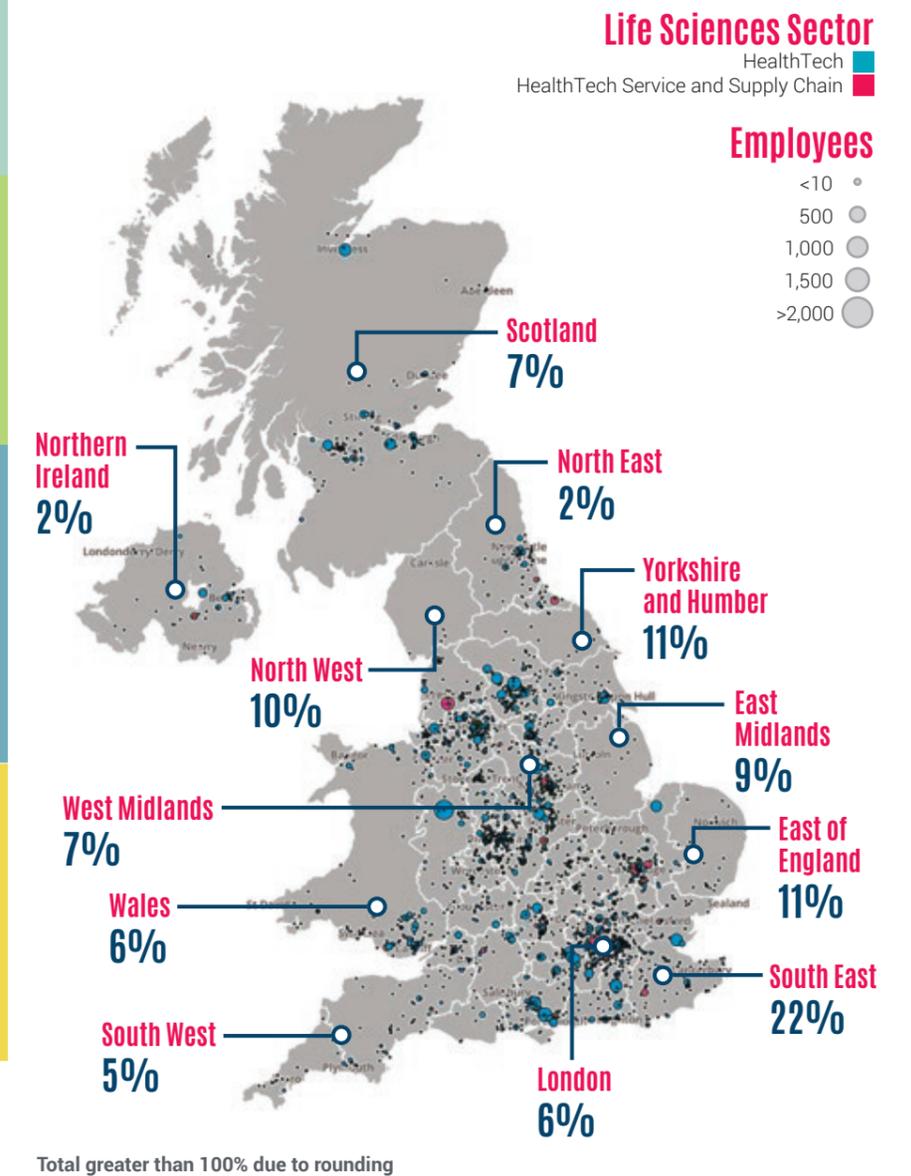
This is exactly why HealthTech is more than just a job.

It is a chance to be a part of an industry that has a huge impact on the health of our country and the millions of people that use our health service every day.



# THE VALUE OF HEALTHTECH

- £17.8BN TURNOVER**  
 There are over **2,600** HealthTech companies in the UK
- OVER 97,300 EMPLOYEES**  
 HealthTech is the **largest employer** within the Life Sciences industry
- THE HEALTHTECH SERVICE AND SUPPLY SECTOR**  
 Supports an additional **24,600** people, working across **979** companies
- EMPLOYMENT IN HEALTHTECH IS**  
 spread right across the UK, providing **high-skilled jobs**, research development and investment



# HEALTHTECH JOBS

Careers in the HealthTech sector are diverse, challenging and above all, rewarding. Being a part of this vibrant industry, that is constantly innovating, allows you to develop, learn and progress as far as you set your sights.

Whilst many roles will require a university degree, there are plenty of opportunities out there for those looking to work straight after school, with apprenticeships and intern roles widely available.

Here are just a few examples of the type of roles within HealthTech:



## In the factory...



Whilst machines can be used to support the production process of HealthTech products, many will need to be assembled, tested and packaged by hand. This means that a wide variety of skills are needed to develop products, with roles available for Engineers, Machine Operators, Quality Control staff and Manual Assembly Operators to name just a few.

## In the lab...



Sometimes it's not a device being made, but a product that requires biologically active elements. This often means that Scientists and Laboratory Technicians are needed.

## Ensuring Safety...



For HealthTech products to be deemed safe, Regulatory Affairs, Quality and Pharmacovigilance professionals are employed to ensure products meet all the relevant safety requirements. They also play an important role in advising other staff and managing the company's relationship with the regulatory authorities.

## Communicating Value...



Sales professionals and Marketing staff communicate the value of a product to their various customers. As health is not exclusive to any country, sales professionals can often be found travelling internationally as part of their role.



## Measuring Impact...



As the healthcare industry becomes more concerned with reducing waste and increasing efficiency, Health Economists play a vital role in investigating how resources should be used and distributed to provide the best value. These roles are in particularly high demand right now!

## Supporting the Business...



No industry is complete without a whole host of business support functions and HealthTech is no different. HR, Finance, Project Managers, Customer Service and Communications professionals are just some of the important areas offering excellent career progression.

## Looking to the Future...



The beauty of HealthTech is that it's continually changing and evolving, and right now, a digital revolution is underway. Through remote patient monitoring, robot-assisted surgery, artificial intelligence and virtual reality, technology is rapidly altering the face of healthcare. In turn, new roles are being created everyday for App Developers, Programmers and Data Analysts to name but a few.

Whether you are a budding engineer or marketing specialist, programmer or salesperson, HealthTech has the job for you!

# CASE STUDIES



## Sophie Barnett

**Job Title:** Health Economics and Commissioning Manager, Medtronic UK

**Education:** Biomedical Materials Science & Engineering (MEng) at The University of Manchester (2013) and Health Economics (PGCert) at The University of Aberdeen (2015)

**Career Journey:** I graduated in 2013 and, whilst I didn't fancy a career in research or product development (often the path for engineering graduates), I knew I wanted to work in the HealthTech industry. I secured a role as an Associate Analyst in the Health Economics and Commissioning (HEC) Team at Medtronic which, admittedly, I knew very little about! However, I quickly realised I had in fact stepped into a stimulating career that was both patient-focussed and technically challenging, and soon embarked on a Postgraduate qualification in Health Economics, as well as advanced short-courses in Cost Effectiveness Analysis and Decision Analytic Modelling.

Five years in, I am now a Health Economics and Commissioning Manager and thoroughly enjoy working closely with a wide range of internal colleagues from across the company and external stakeholders, like the NHS and surgeons, across many different therapy areas, to create the environment to enable commissioning and therefore patient access to HealthTech.



## Laura Swinburn

**Job title:** Account Manager, Baxter

**Education:** BSc Psychology (4 years, including 1 year in industry), Aston University

**Career Journey:** I first joined Baxter on their 12-month Placement Scheme in July 2014. Although daunting at first, I soon became comfortable working for a large organisation. It is the fantastic people that work for Baxter, and the huge differences our products and services make to patients' lives, that make working here so great. In addition, the company offers fantastic career progression opportunities. In 2016, having finished University, I was offered a place on the Baxter Graduate Programme, which consists of placements in commercial and support functions. Upon completion, I was promoted into my current role as an Account Manager in one of the Sales teams: one of five graduates to take this route. But I don't intend to stop there! There are plenty of opportunities to get involved in projects outside of your day-to-day role, enabling you to develop both personally and professionally. If you are looking for a career where colleagues are genuinely passionate about what they do, whilst making a real difference to people's lives, then HealthTech is for you.



## Nate Tipton

**Job Title:** Director, Government Affairs, Stryker UK

**Education:** Bachelors in Government and Public Policy

**Career Journey:** I began my career in Washington, D.C., spending several years on Capitol Hill holding various positions on the legislative staff in the offices of Members of the House of Representatives, until ultimately becoming Legislative Director and handling healthcare policy for a senior member of the Energy and Commerce Committee.

I joined Stryker in my current position in 2013 and began focusing my work in Europe in 2017 and temporarily relocated to Amsterdam in 2018. In government affairs, I help tell our company's story to policymakers as they make decisions impacting healthcare and patient access to innovative technology and cures. I love working for Stryker and in the HealthTech sector, because every day we are making healthcare better and have an immense positive impact on the lives of patients and caregivers.



## Andrea Caradonna

**Job Title:** Field Clinical Specialist, Neuromodulation, Boston Scientific

**Education:** MSci Neuroscience at University College London (UCL)

**Career Journey:** When I completed my studies in 2015, I knew I wanted to work in the HealthTech industry, but I was not aware of what options I had beyond of research. I joined the healthcare team of an executive search company, which lead me to discover the broad range of companies and roles that exist within this industry. This is how I learnt about Boston Scientific and their innovation. In 2018 I joined as Field Clinical Specialist. This position is extremely rewarding; every day I partner with and support numerous healthcare teams across the country. I love my role as I get to see first-hand the impact that our technology and services have on patients' and their families' quality of life.

Diversity is key to innovation, therefore top companies in HealthTech celebrate the diversity of their employees and external partners, creating an extremely stimulating environment that can truly bring social change.



## Dan Hagen

**Job Title:** Regional Business Head of Service Contracts & Field Support Services, Olympus Medical

**Education:** Leeds University, Biochemistry (Hons)

**Career Journey:** Having graduated, I Joined as a Territory Sales Manager and have held numerous roles within the last 13 years. I have progressed to my current role as Regional Business Head of our Medical Service Business Unit. Every day I have the opportunity to work with an excellent team and impact real change which has a positive impact on both the medical industry and more importantly patient safety. I pride myself on constantly looking forward to find new and innovative ways to develop our service offering to our customers. This can range from determining the strategic direction of the business to finding new ways to support the ever changing demands placed on our customers. Ultimately the most rewarding thing about the role is the chance to work in partnership with our customers to improve patient care and that is why I love my role.



## Victoria Turnbull

**Job title:** Senior Marketing Executive, Johnson & Johnson Medical Devices Companies

**Education:** BA Hons, Business and Marketing, Sheffield Hallam University

**Career Journey:** Knowing I wanted to pursue a career in marketing, I successfully secured a placement year at J&J as part of my sandwich degree. Once my final year of studies was complete, I was delighted to be offered a full-time position with J&J, moving to Leeds in the process. After a stint in the marketing team, I moved across to a newly created role as Congress and Events Executive. I did this for a year, successfully integrating four different companies' processes, suppliers and calendars into one, as part of a broader J&J reorganisation. With this experience under my belt, I moved back across to the Marketing function, where I know manage a team of three. I chose to work in the medical industry as I know that the products I am marketing make a real difference to improving patients' lives – not many industries have such a measurable positive impact... I now can't imagine working in any other sector!



## Latifah Brown

**Job title:** Enabling Functions Graduate, Philips UKI

**Education:** BA Hons International Business and MSc Human Resource Management

**Career Journey:** I joined Philips as part of their graduate scheme, giving me the opportunity to work within the Business Transformation Team and now Human Resources. Both departments focus on empowering our people to be able to perform at their best. What I like most about my time at Philips is how varied it is. One day I could be problem solving with a number of stakeholders and another day I could be coaching and delivering training to staff from all areas of our business. I have learnt a great deal during my time at the company and having the opportunity to utilise my skills in a variety of areas is just one of the elements that makes working for Philips so rewarding. I love being a part of this sector - it is amazing to see how the products and services we offer transform and save lives of people all around the world.

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