

# BIOTECHNOLOGY

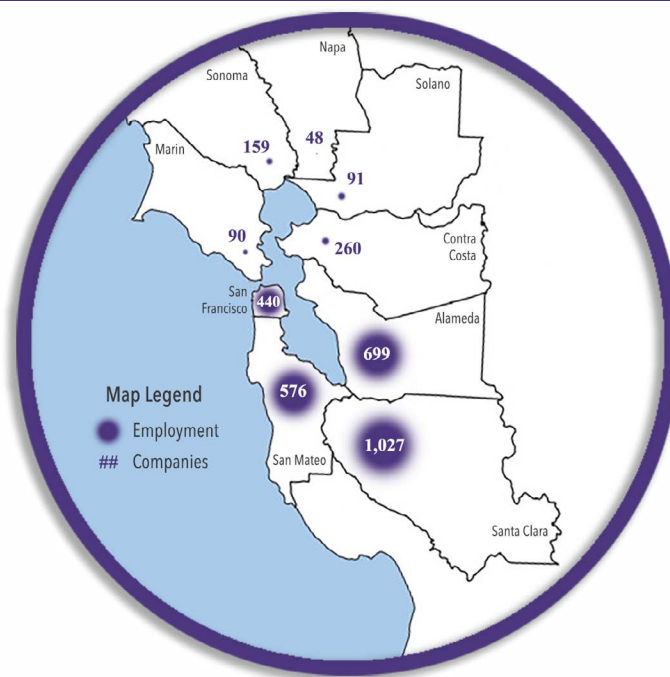
Biotechnology is the branch of applied science that uses living organisms and their derivatives to produce products and processes. These products and processes feature in healthcare, medicine, biofuels, and environmental safety.



“ [Within the 9-county Bay Area], the life sciences industry generates \$139 billion in economic output and employs over 145,000 people. ”

– California Biotechnology Foundation (2019)

## Biotechnology Concentration – San Francisco Bay Area



## Representative Industry Occupations



### Lab-Based R&D

Lab Technician	\$ 40,000–60,000	AS
Biomedical Engineer (entry)	\$ 51,000–93,000	BS
Project Manager	\$ 76,000–168,000	BS
Chemist/Biochemist	\$ 85,000–100,000	PhD



### Regulatory Affairs

Regulatory Affairs Specialist	\$ 53,000–100,000	BS + Cert
Regulatory Affairs Manager	\$ 112,000–155,000	BS/MS + Cert



### Clinical Trials

Clinical Research Associate	\$ 54,000–96,000	BS
Clinical Trials Administrator	\$ 50,000–96,000	BS



### Production

Process Technician	\$ 35,000–59,000	HS
Manufacturing Technician	\$ 32,000–71,000	HS
Manufacturing Engineer	\$ 62,000–133,000	AS/BS
Process Engineer	\$ 83,000–133,000	BS
Quality Control	\$ 45,000–120,000	BS
Validation Engineer	\$ 56,000–96,000	BS



### Sales

Sales Representative	\$ 60,000–96,000 + commission	BS
----------------------	----------------------------------	----

## Career Advisor Corner

Bioscience backgrounds are highly favored. You should demonstrate your knowledge of life sciences if your educational background is unrelated.

Networking is key, as is willingness to consider lower levels when entering from other industries.

# BIOTECHNOLOGY IN THE SAN FRANCISCO BAY AREA

## Top Regional Companies

### by Employee Count (2022)

Company	Location	Employees
Agilent Technologies	Santa Clara	8,833
Microgenics Corp.	Fremont	5,846
Genentech USA	South San Francisco	4,745
Chiron Corp.	Emeryville	4,245
Eurofins Food Chemistry Testing	Livermore	4,167
Penumbra	Alameda	3,066
Genentech	South San Francisco	2,000
Varian Medical Systems	Palo Alto	1,710
Cepheid	Sunnyvale	1,638
Abbott Vascular	Santa Clara	1,553

### by Annual Sales (2022)

Company	Location	Sales (\$)
Jazz Pharmaceuticals	Palo Alto	1,618,693,000
Cohent	Santa Clara	1,228,999,000
Exelixis	Alameda	987,538,000
Medivation	San Francisco	943,258,000
Abbott Vascular	Santa Clara	701,614,568
Genentech	South San Francisco	689,152,015
Penumbra	Alameda	560,412,000
Dionex Corp.	Sunnyvale	543,008,345
Cepheid	Sunnyvale	538,576,000
Thermo Finnigan	San Jose	496,254,278

## Top Recruiters

Vaco

[www.vaco.com](http://www.vaco.com)

Aeroteck

[www.aeroteck.com](http://www.aeroteck.com)

Premier Talent Partners

[www.premiertalentpartners.com/job-seekers](http://www.premiertalentpartners.com/job-seekers)

## Top Job Boards

Life Sciences Jobs

[www.califesciences.org](http://www.califesciences.org)

Fierce Bioetech

[jobs.fiercebiotech.com](http://jobs.fiercebiotech.com)

BioSpace

[www.biospace.com/jobs](http://www.biospace.com/jobs)

## Professional Associations

California Life Science Association (CLSA)

[califesciences.org/bio](http://califesciences.org/bio)

Clinical & Laboratory Standards Institute (CLSI)

[clsi.org](http://clsi.org)

BioCom.com

[www.biocominstitute.org](http://www.biocominstitute.org)

## Networking Groups

Bio2Device

[bio2devicegroup.org](http://bio2devicegroup.org)

Women in Bio (WIB)

[www.womeninbio.org/page/SF](http://www.womeninbio.org/page/SF)

## Events/Conferences

California Life Science Association (CLSA)

<https://www.califesciences.org/event-list-page/>

Biotech Showcase

<https://informaconnect.com/biotech-showcase/>

## Certificates / Training Opportunities

Biotechnology	Regulatory Affairs & Compliance
Bioinformatics	Multiple modules & certificates
Medical Device	Medical Device
Regulatory Affairs	Drug & Biologics
Medical Device	

