

## **When Science Means Business**

- how you can participate in bridging the divide between discoveries and marketable technologies –

Often times when discoveries are made in the lab they tend to stay in the lab. In the US, it is estimated that less than 10 percent of university-owned patents are licensed and still fewer cover technologies that have made it to the market. One of the factors contributing to the inefficiency of the technology development process is a lack of business training for scientists. In my seminar, I will explore the options scientists have to develop savvy business acumen, from careers in finance to jobs in technology transfer. Turning discoveries into innovation takes more than a *Nature* paper, and sometimes you need to leave the bench to make the most impact.

**Eric Vieira, PhD** is the Assistant Director of Marketing and Business Development for Mount Sinai School of Medicine's Office of Technology and Business Development, where he is building innovative programs to foster entrepreneurship and technology commercialization. Prior to joining Mount Sinai, Eric was the Senior Biotech & Pharma Analyst at Majestic Research, an independent equity research firm focused on leveraging fundamental industry data to make informed investment decisions. Eric entered the financial community first as an Associate Biotech Analyst with Rodman & Renshaw, then later moved to Lazard Capital Markets as a Specialty Biotech Analyst. He has PhD in Developmental Genetics from NYU and did his thesis with Dr. Ruth Lehmann at the NYU School of Medicine.

While Eric considered his time on 'Wall Street' as memorable and rewarding, he finds comfort being closer to the science and the scientific community. Prior to joining the financial community, Eric was the Director of the Science Alliance, a professional development program of the New York Academy of Sciences. It was at the Academy where Eric introduced New York City's scientific community to David Anthony's From Idea to IPO course. This course continues to be part of the foundation of New York City's bio-entrepreneurial ecosystem. Eric lectures frequently on non-traditional science careers and can be found often in coffee shops and restaurants providing one-on-one career advice to New York City's vast scientific community of graduate students and post-doctoral fellows.

He lives in Park Slope, Brooklyn with his son, loves to cook and hopes someday to open an Italian restaurant in Tokyo.