



Name: Eammon MacNeil, MS

Position: Product Manager

Affiliation: Scintica Instrumentation

Location: London, ON, Canada

Pronouns: He/Him

Please briefly describe your current role in your position

Manage the relationships with manufacturers, sales strategies, and direct sales of biomedical research instruments, as well as provide applications and experimental support post-sale.

What is your terminal and/or current position in academia?

Masters.

How did you hear about your current position? Was it a career option that you were aware about during your educational process?

I heard about the position through a recruiter. This career path really only became apparent to me in the last semester of my MSc.

How did you end up working at your current affiliation?

After some preliminary interviews with a recruiter, I submitted a formal application and cover letter for the position - after interviewing with multiple levels of management I was awarded the position.

How long have you been working at your current affiliation?

2+ years

What type of position is your current job?

Hybrid.

Is your role more a managerial or individual contributor role?

Individual Contributor.

What are the defined roles of your position?

To manage the relationships between our company (the distribution partner) and the manufacturers; this includes regular reporting, product development, and providing scientific content for marketing. Additionally, I operate in a sales function in which I generate leads, hold meetings and demonstrations of instrumentation, provide training, applications, and service support. A primary role in the sales function is to help researchers determine the best instrumentations for their lab, based on their needs and research goals.



What are your day to day tasks that you perform in your position?

Day to day varies widely. Days in the office can consist of finding prospective customers, customer outreach & replying to inbound product inquiries, holding informational meetings & seminars, and assisting users remotely with applications or service needs.

Days on the road (~50% of my time I'm travelling) I will be primarily performing demonstrations, installing new systems, or training new users on our systems.

What do you like best about your job?

I love having the opportunity to interact with a really wide variety of scientists, and learn about their work in detail, as well as being able to help provide the tools needed to further their research.

Companies like Scintica sit right at the intersection of science and business, which allows me to nurture my interest in the business world while still putting my education and passion for science to good use.

What do you dislike about your job?

I have no major dislikes of the job. Somewhat of a double edged sword is that there is always something more to do, which means it never quite feels like the job is done - this is a similar feeling I had in academia as well.

If your job is outside of academia, what is similar and what is different about your current job and your terminal position in academia?

It's similar in that I'm still immersed in academia everyday! A major difference is that I'm not the one performing the research anymore, but I do get to contribute in a different way.

How did your microbial ecology education prepare you for your current position?

The biggest takeaway from my education that prepared me for my current role is time management, and the ability to juggle many projects at once.

Of course, the technical training and general knowledge from academia is integral in my role now as well.

What skills do you wish you learned during your educational process that would better prepare you for your current role (e.g. machine learning, management skills, etc.)?

There are some skills which I did learn during my education, in practice, like project management and presentation skills (to a variety of audiences) but I wish these things had been taught formally.

I also wish there were more platforms available, such as this, to make students aware of the huge variety of careers that can stem from a research career in academia.

Do you have any recommendation and/or tips for early career microbial ecologists looking for jobs similar to yours?

Network! In an industry that relies on your ability to reach out and connect with strangers, the best way to prove your ability is to reach out to companies and/or employees of companies you're interested in and ask to chat! It's a great way to get your foot in the door and can provide great insights into a company to better your application.