

A.G.  
Harel Group

My experience during this internship was an excellent insight into the world of the biopharma commercialization process. The leaders in this company are incredibly experienced professionals with a strong desire and willingness to mentor and help interns by passing on their experience. The best part of the internship was to get to interact and see how they look at companies and how they identify and solve problems.

I learned about what business development is and the process by which it is done. Furthermore, I learned how consulting is done and the role it plays in the biopharma world. I became versed in CRM software and learned how it is applied to BD and consulting in general. I learned what metrics to use to analyze if a company is a good fit for a consulting group and if it should expand to other markets.

Going to the Piper Jaffray Conference was a unique experience where I got to watch countless CEO's of biopharma companies explain their companies to investors and watch how they network with those investors. I even got to interact with many of them to talk about Harel Consulting. Another experience was to be involved in the board meeting where the leadership of the firm discussed and strategized directions for the company. This was unique in that rarely does a young intern get to be at these kinds of meetings.

Finally, Flora and Jacob were excellent and kind mentors throughout the experience. Since I came from a science background, they gave me a great start into the biopharma world and I have a much deeper understanding of the biopharma business than before the internship.