

Careers in Industrial Crystallography? (or analytical chemistry in general)

The logo for INEOS, consisting of the word "INEOS" in white, bold, sans-serif capital letters centered within a solid blue rectangular background.

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?

1992	2005
$3 + 2 + 5 + ?$	1.5?

I never expected to have
an industrial crystallography career.

How did I find/manage/create a
crystallographic career?

It only took me 8 years
to find the perfect job!

A detour out of crystallography
is probably useful.

(To be able to put yourself in the
customer's shoes.)

An existing position,
or create a new one?

Analyst

A service to a service ...

Parasite or Predator?

Specialist/Generalist?

The customer needs to admit
that they have a problem.

Developing Credibility

Get to know the
Sample Receiving staff well.
Know your colleagues' capabilities,
and make sure that they know yours.

“Gunk R Us”

Answer the right question!

Communication

- Know thy audience
- Crystallographers speak a foreign language
- Timely/continuous
- 80/20
- Visibility – technical competence may be only a small part of your performance metrics!

Take advantage of opportunities!

You can't do it all in-house,
but need to use national facilities!

Industry is run by accountants.

Cost Savings / Added Value

- Direct
- Indirect
- Keep from wasting
- Expense
- Capital Investment (intellectual)
- Option
- Sometimes can't publicize the best ones!

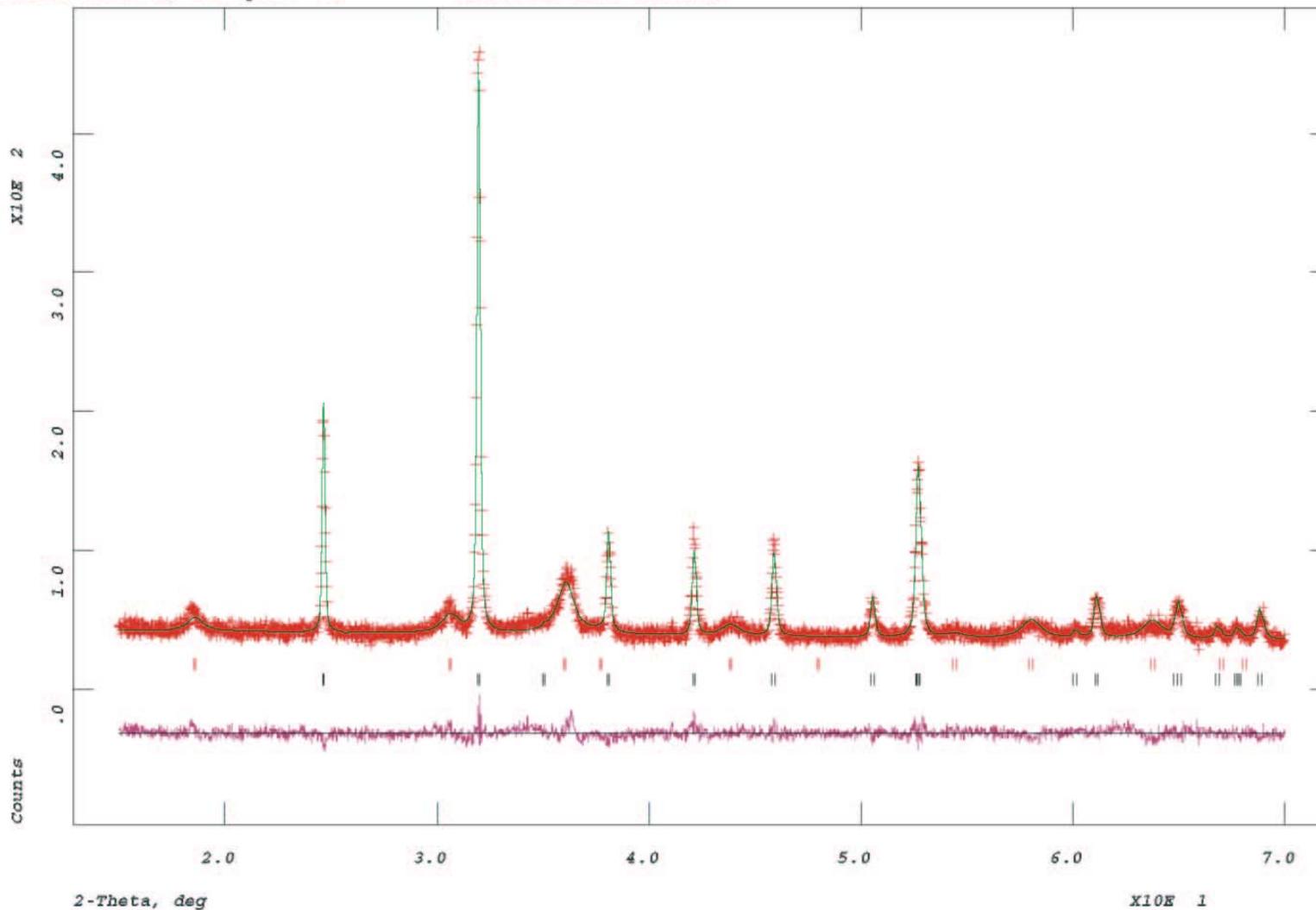
What does it cost to
patent the wrong thing?

19628-14-C, black (USTA23)

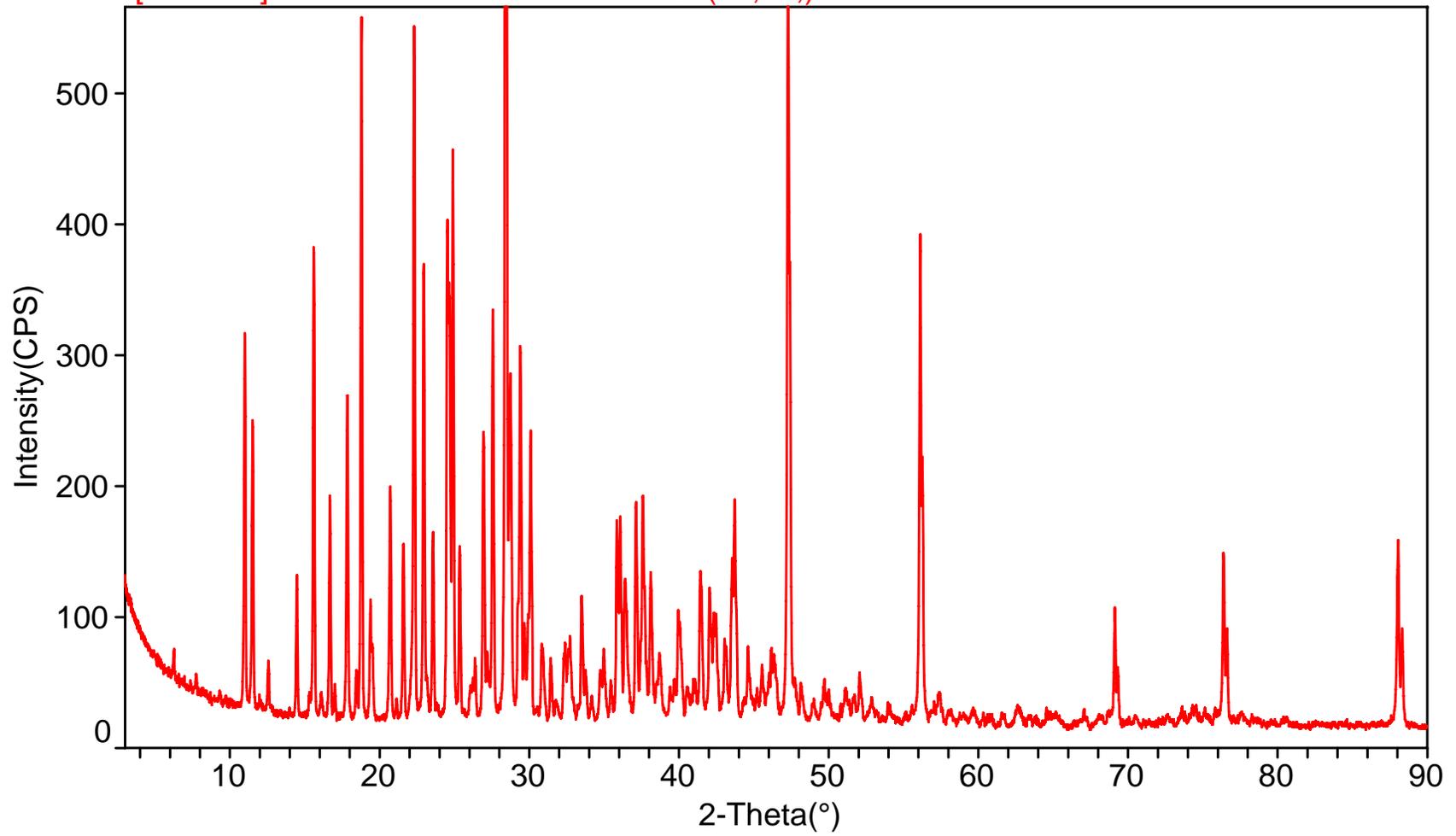
Hist 1

Lambda 1.5406 A, L-S cycle 49

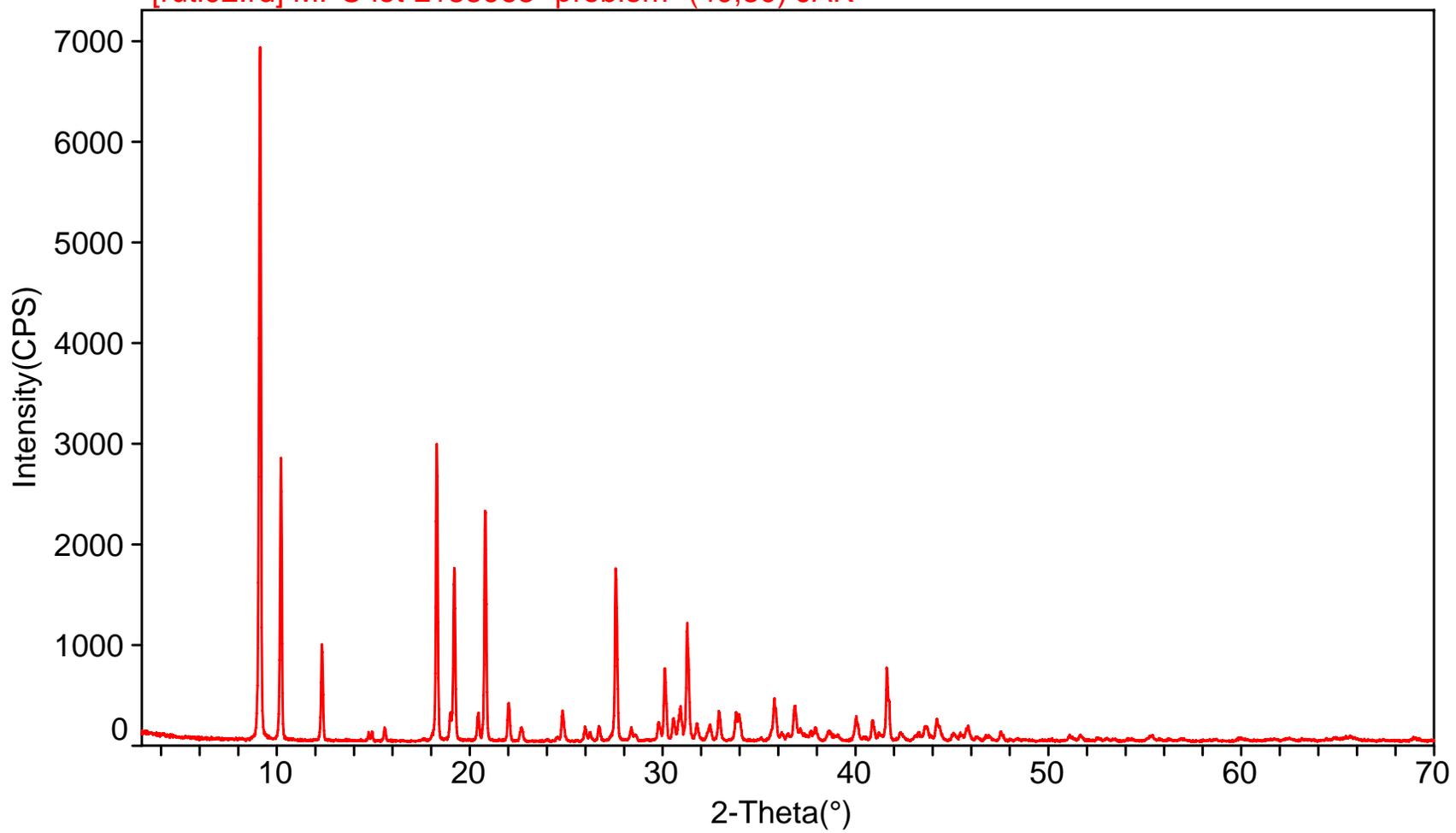
Obsd. and Diff. Profiles



[rutl07.rd] MPC lot 817206 w/ 16.29% Si (40,30,) JAK



[rutl02.rd] MPC lot L135963 "problem" (40,30) JAK



\$11,000,000

Industrial crystallography can be an ideal career; you actually get to do science for a living!