



## Amit Karpe

MSc Biotechnology, 2008

Internal Sales Engineer, 3M

### Working for 3M

After graduating with distinction in his MSc in Biotechnology, Amit Karpe initially began his professional career as a Production Technician with Bio Products Laboratory Ltd. (BPL) a manufacturer of plasma products based locally in Elstree, Hertfordshire.

After working with BPL for almost five years, Amit then moved into a sales and marketing role as Internal Sales Engineer with multinational conglomerate 3M. Even though it seems like a significant change of direction, Amit sees a clear progression in his move.

*'I have been fortunate to gain experience in scientific processes at a research scale, laboratory level and in a manufacturing site. I wanted to challenge myself and thought of moving from operations into the service side of the industry, hence the change in career.'*

### The science in marketing

In his current role, Amit's day to day activities vary significantly. As well as supporting activities relating to marketing, he also has three other key areas of responsibility in his role: price analysis of 3M's 26 product families, generating quotes for the sales team and solving a range of customer queries.

Having studied science and worked in a scientific environment, Amit believes that moving into sales and marketing is certainly a very possible, and exciting, career route. However, he stresses the importance of gaining relevant workplace experience and making the most of all opportunities, as it can sometimes take a while to get the role you want.

*'I had to wait two years before I got a break into sales and marketing; it was difficult but not impossible. Being passionate about the subject and having a 'can do' attitude goes a long way. If you like challenges and a dynamic environment, then this is the sector to work in!'*

### Future plans

Amit hasn't stopped learning since he completed his MSc, seeing training as vital to both his professional and personal development. *'I love to learn new things and being a student allows me to gain more knowledge. I am currently studying for an MSc Management through distance learning, after which I would like to see myself in a management position.'*

Amit's continuing thirst for knowledge is useful both for his current role and his longer term plans, which include moving back to India, his home country, to play an active role in his family's business.



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