

# Hello Industry!

## Objective

This course will teach you:

- How hiring managers evaluate PhD candidates in practice
- How to present your experience in terms of business-relevant impact
- Which of your skills are most valuable in industry decision-making
- The five key habits that distinguish PhD candidates who succeed in industry roles
- A personalized 5-step strategy for transitioning into industry
- A wide range of industry career paths beyond traditional roles
- Why most online applications fail and how successful candidates stand out
- How to approach interviews in a way that aligns with how employers assess fit and value

## Description

Doctoral researchers are trained to succeed in academic environments but are rarely exposed to how hiring and promotion decisions are made in industry.

As a result, many approach their transition using assumptions that don't align with how companies evaluate candidates. They focus on publications, technical depth, and academic achievements while hiring managers are assessing something very different. This misalignment leads many highly capable researchers to struggle with:

- Positioning their experience in a way that resonates with employers
- Navigating job searches and interviews effectively
- Delivering work that companies actually value

Without clear insight into how industry operates and hiring decisions are made, even strong candidates are often overlooked.

Drawing on experience from evaluating, hiring, and managing dozens of PhD candidates, this interactive workshop provides participants with a clear, practical understanding of how companies assess value, and how to align their skills, experience, and communication with those expectations.

Rather than offering generic career advice, the workshop translates how hiring managers think, what they look for, and how decisions are actually made.

Participants leave with a structured approach to navigating the transition and a clear understanding of how to present themselves in a way that resonates with industry employers.

## Methodology

The workshop includes a mix of short teaching segments with real-world examples, interactive discussions, individual reflection exercises, and small group work and case-based learning.

## Trainer



**David M. Giltner**  
TurningScience, LLC

Dr. David Giltner bridges the academia-industry divide from both sides. Having spent 25 years developing commercial tech products, he understands what companies need from scientific talent.

He has made hiring decisions for dozens of PhDs, giving him clear insight into what differentiates those who succeed.

Through TurningScience, he has worked with universities and organizations worldwide, helping thousands of researchers translate their scientific expertise into industry value.

David holds seven patents and is a published author of three books on building a rewarding career in industry.

## Organizational Information

|                   |                                                                   |
|-------------------|-------------------------------------------------------------------|
| Language / Format | English / On campus                                               |
| Target group      | Advanced Doctoral Candidates and Postdocs (R2) from all faculties |
| Date              | Thursday-Friday, 5-6 November 2026, 9:00 – 17:00                  |
| Registration      | <a href="#">For registration click here</a>                       |