

Clinical Research **FASTTRACK**

Getting Started

A Career in Clinical Research

- Rewarding Careers
- High Demand
- Salaries & Growth
- Is Clinical Research right for me?

THE CLINICAL RESEARCH INDUSTRY

The Clinical Research industry is where leading minds in science and healthcare are pushing the edge of what is possible in medicine. As a rapidly growing, diverse sector of healthcare, the global clinical trials market is estimated to reach a value of over \$77.2 billion by 2026, according to a report by Research and Markets.

In the United States, the number of available careers in this field has been steadily rising over the past 20 years. At the beginning of 2021, there were over 46,000 Clinical Research positions open across the country. By January of 2022, that number had reached 70,000!

What is Clinical Research?

Clinical Research is the sector of healthcare science that determines the safety and efficacy (effectiveness) of medications, devices, procedures, diagnostic products, and treatment regimens intended for human use. Simply put, what distinguishes clinical research from all other forms of research, is that this field conducts research on therapies in humans.



What are Clinical Trials?

Clinical trials are investigational studies performed to ensure that pharmaceutical drugs, medical devices, and other new treatments are safe and effective for human use. Before a drug can be prescribed to the public by a healthcare provider, it must be deemed beneficial and safe by the FDA (Food and Drug Administration.) These trials are conducted at a variety of organizations, such as hospitals, doctors' offices, or stand-alone research sites, both in the U.S. and globally.

“Today’s clinical research is tomorrow’s medical practice.”

—Nancy Lizzul,

Associate Director Clinical Operations at PCM TRIALS & Clinical Research Fastrack Instructor



COMMON ROLES IN CLINICAL RESEARCH

What is a Clinical Research Coordinator?

A Clinical Research Coordinator (CRC) works closely with doctors, study participants, and clinical staff, and plays a vital role in the testing of new drugs, devices, and other treatments. CRCs are responsible for ensuring that a trial is conducted using internationally accepted good clinical practice (GCP) guidelines and that the protocol of the study is precisely followed. Clinical Research Coordinators also work to ensure that every trial is performed in an ethical manner, the rights and safety of each patient are protected, and credible data is collected throughout the trial. Coordinators work under “principal investigators” (PIs - the physicians in charge) to screen patients, enroll them in the study, serve as an advocate for the patients’ care, and collaborate with the healthcare team at the site. By the end of a trial, the CRC will help submit findings to the sponsoring organization for review.

“I've hired multiple Clinical Research Fastrack graduates and each one has been highly motivated, well-trained, and thoroughly prepared for success in this field.”

—Kenyetta Sims
Clinical Research Director

What is a Clinical Research Associate?

Clinical Research Associates (CRAs) are employed by Contract Research Organizations (CROs), or the Sponsor of a clinical trial (pharmaceutical companies, biotech companies, medical device companies, etc.) CRAs are responsible for supporting the delivery of a clinical trial by ensuring quality.

Professionals in this role typically travel from site to site in order to monitor the quality and progress of a study and ensure that all data is being collected correctly, according to international guidelines, FDA regulations, and the protocol of the trial. CNN Money Magazine has rated the role of CRA as one of the top 20 jobs in the U.S. multiple times over the past 20 years.



COMMON ROLES IN CLINICAL RESEARCH

What is a Project Manager?

Project Managers oversee CRAs and other teams to ensure the successful execution of a clinical trial. Their job is to make sure the cross-functional teams are collecting and monitoring the data appropriately across multiple research sites. Project managers must be able to work well with a variety of stakeholders, work in a timely manner to uphold deadlines, and have strong leadership skills.

What is Data Management?

Data management is a subset of the clinical research industry focused on cleaning the data that has been collected. These individuals work in major databases and must have a keen eye for detail. Database managers love working in applications like Excel where they can parse information in more useful components. The ability to analyze and understand data and deliver sets of information in meaningful ways is a critical tool for those working in this sector of clinical research.

What is a Regulatory Specialist?

Clinical trials are strictly regulated under the FDA's Code of Federal Regulations and IRB oversight. A regulatory specialist supports the research team by organizing, collecting and maintaining the essential documents required to conduct the clinical investigation.

GROWTH IN THE INDUSTRY

No matter where you start, there is room to grow in this field. Often, CRCs become CRAs or go into regulatory or data management positions. Some go on to other leadership positions within sites or advance into positions at CROs or Sponsors.

“Today is an opportunity to build the future you want.”



VARIETY OF ROLES, RESPONSIBILITIES, AND EMPLOYERS

Clinical trials are performed to find treatments and therapies for a wide variety of conditions, ranging from the flu to Alzheimer's disease, to heart disease, and cancer. Some clinical researchers focus on specific therapeutic areas such as ophthalmology, while others work in settings where they may work on a wide range of disease treatments. Others focus primarily on medical device research.

What are other common roles in the clinical research industry?

Clinical Research roles come in a huge variety! Some positions involve working with patients, others revolve predominantly around data and analytics. Professionals in this field can work in regulatory positions, compliance, operations, management, business, or tech, as alternatives to facilitation roles. Some examples of common titles include: Study Start-Up Associate, Regulatory Specialist, Clinical Research Nurse, Remote Site Monitor, Data Manager, Safety Project Lead, Clinical Pharmacist, Recruitment Specialist, Pharmacovigilance Specialist, Data Entry Specialist, Proposal Analyst, Medical Operations Specialist ... and more.

For passionate, dedicated professionals, the research sites and (CROs) that conduct clinical trials offer a wide range of possibilities. After a professional is trained and qualified to enter the industry, the opportunities for growth and advancement are endless.

Where does a Clinical Research professional work?

Clinical Research professionals work for a wide range of employers, including sites (hospitals or clinics) where trials are conducted, Contract Research Organizations (organizations that run trials on behalf of sponsors), sponsors (including pharmaceutical companies, biotech companies, medical device companies), or vendors that provide Clinical Research support, technology, and other resources. Each of these types of research institutions must be well-equipped with qualified professionals in order for trials to proceed successfully.

HOW TO BREAK INTO CLINICAL RESEARCH

To get started, new research professionals need specialized training in the core competencies of clinical trial facilitation (ICH GCP, FDA Regulations, Informed Consent, GDP, data management, and more.) Because of the highly regulated nature of this field, it's difficult to break into Clinical Research roles without industry connections, networking assistance, and career support.

The Clinical Research Fastrack Bootcamp Training course offers highly-specialized, hands-on training, along with industry-focused career coaching and access to a wide network of Clinical Research connections and institutions to help new Clinical Research professionals get hired and begin rewarding careers in this field.

HOW TO BREAK INTO CLINICAL RESEARCH

Each course is led by clinical research experts from this industry who are actively working at top research institutions like the Mayo Clinic, PPD, Syneos Health, IQVIA, Merck, Novartis, and dozens of other global medical innovators. Following the course, trainees are moving into lucrative careers as CRAs, Data Managers, Clinical Research Coordinators, Regulatory Specialists, and more. Many go from low-income jobs or high-burnout careers with exhausting hours and no room to grow, to rewarding careers and high salaries in the field of clinical research – all within a matter of weeks or a few months.

What educational background do I need to work in Clinical Research?

While no specific degree is required to work in Clinical Research, this industry highly values education, curiosity and passion for science. To become a research professional, it's recommended that a candidate have an interest in learning, a passion to work in healthcare, and at least an associate's degree, with a bachelor's degree preferred, but not required. While this industry allows for both lateral and vertical growth for motivated and hardworking individuals, many senior positions like that of a CRA or a Project Manager prefer to hire those with an advanced degree. To find out if you qualify for training, speak with a member of our admissions team at (602) 883-7944.

Why are there so many lucrative jobs in clinical research?

Clinical Research is a growing and thriving industry—yet relatively few people know about this career opportunity. Young people (and even mid-career professionals looking to transition into a new sector of healthcare) are applying to nursing programs and other healthcare disciplines. While industries such as software development and engineering remain popular, very few people are aware of the diverse career options in clinical research. As a result, the demand for qualified Clinical Research professionals is high, and the supply is low. At the beginning of 2022, the average salary for a CRC was listed around \$65,560* per year, according to salary.com.

With additional experience, a coordinator can apply to work at a CRO, pharmaceutical company, or medical device manufacturer to serve as a CRA and potentially earn up to \$90,000+ annually. As a professional develops more competency in the industry, they can also receive opportunities to become managers at research centers and sponsoring agencies, where salaries frequently reach six figures.



CAREER BENEFITS

Why become a clinical researcher now?

Due to the growth and size of the industry, innovation and opportunities created in the wake of COVID-19, and an ever-increasing number of trials, the demand for qualified and trained clinical researchers has never been greater. The biotech industry is showing great promise, and as a result, the clinical research industry is projected to continue expanding in the years to come. At no time in our history has this type of investment in Clinical Research taken place, and now is an optimal time to take advantage of the existing demand.

What are the qualities that make a strong clinical researcher?

The best clinical research professionals are bright, motivated individuals who enjoy working with people, caring for patients, and/or managing information. They must be conscientious and ensure that patients are treated properly. They must also have great attention to detail to ensure that all study protocols are followed correctly. Clinical researchers are able to communicate well with others and be open to collaborating with a large team. People who are organized and extraverted tend to thrive in the patient-facing side of the industry, while introverted and analytical personalities enjoy success working within data, operations, and business management.

How do Clinical Research salaries compare to other healthcare careers?

CRCs are earning better salaries than a high number of other healthcare careers that require similar levels of education. The average salary for a CRC in the United States is \$65,560, around \$15,000 more than a typical Licensed Vocational Nurse, \$28,000 more than a medical assistant, and around \$29,000 more than the average pay of a phlebotomist.* After one or two years on the job, CRAs are often making over \$90,000 per year.

“If we study what is merely average, we will remain merely average.”

—Shawn Achor

SALARY COMPARISONS

Roles available in Clinical Research.

Role	Average Annual Salary	Training Required
CRC	\$65,560	Postsecondary non-degree award recommended. Programs range from 6 weeks to 2 years in length.
CRA	\$73,828	Bachelor's degree in science or equivalent, 2 or more years' experience in the field OR equivalent training + experience (CRF)
Clinical Research Nurse	\$89,515	RN, BSN, or equivalent, and training + experience (CRF)
Clinical Data Manager	\$114,629	Bachelor's degree in science or equivalent, and 2 year's experience in the field OR equivalent training + experience (CRF)
Clinical Research Director	\$149,500	Bachelor's degree, with multiple years' experience in the field

*This information represents a median based on national data. The particular salary of an individual may be more or less depending on the training and experience of the candidate, the location of the position and the pay scale of the specific employer.

GROWTH & ADVANCEMENT

Can I move up in Clinical Research?

If you're looking for a career that empowers you with advancement opportunities, higher-earnings potential, and room to learn and grow, Clinical Research organizations are hiring in record numbers at every level. Moreover, professionals who undergo training at Clinical Research Fastrack are able to both start and advance in their careers significantly faster than those who bypass training and attempt to get started on their own.

In the graphic below, you can see examples of just a few career trajectories from past Clinical Research Fastrack trainees.



Advancement Statistics

85% of Clinical Research Fastrack students who were trained and hired in 2019 have already been promoted or advanced to a higher level role at another organization.

WHY TRAIN WITH CLINICAL RESEARCH FASTRACK?

Clinical Research is a heavily regulated and monitored field. By definition, Clinical Research Professionals must have a thorough understanding of the regulations and best practices necessary to facilitate clinical trials, therefore, it's often incredibly difficult to break into this field without first gaining the proper education.

The Clinical Research Fastrack accelerated training program is designed to help you bypass the obstacles, and get into the Clinical Research industry—fast. Unlike broader university programs, Clinical Research Fastrack's training courses are highly specialized in the niche field of Clinical Research and taught by active professionals from leading organizations in the field. This is how we provide the most current, comprehensive, and career-tailored education for our trainees so that they can transition into a career, instead of spending years in school. We also offer life-long career mentorship, industry connections, interview prep, and other added benefits that you can't find at other Clinical Research training programs.

Accelerated, 8-Day Class Structure

Engaging, immersive curriculum taught by instructors who are expert professionals currently working in the Clinical Research field.

Blended Online Learning

We integrate online training into the course to allow our students to learn material from anywhere.

Comprehensive Curriculum

The course covers the critical research concepts and skills needed to be considered for a position in clinical research.

Individualized Career Mentoring, Strategies, and Assistance

All students meet with 12- 14 industry professionals, and executives in the industry to network with key decision-makers to help them launch their careers. Every trainee is also paired with a career mentor to assist with interview prep, resumes, additional networking, and professional coaching.

Scholarships & Financing

Clinical Research Fastrack provides financing and scholarships to qualified students. To find out if you qualify, connect with our Admissions Team.

What are my next steps?

The best way to find out if this career path is right for you, is to discuss the opportunity with a member of our Admissions Team. Connect with our team to learn more about your qualifications, different roles and opportunities and which position will be the best fit for you.

CLINICAL RESEARCH IS BUILDING A BETTER FUTURE

Career opportunities abound in this field and clinical research is changing the world for the better. We are testing better treatments for cancer, heart disease, diabetes, stroke, Alzheimer's, and other illnesses that impact patients all over the world.

JOIN US!

Clinical Research Fastrack

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