Alumni Spotlight

Jennifer Lazar ’06

Like many college students, Jennifer Lazar ’06 (TAS), was uncertain of what career she wanted to pursue. At Ramapo College, Lazar earned a degree in psychology and a teacher certification. She realized that her true interests were in research after completing her student teaching. Lazar explained, “At Ramapo I took a research methodology class which ended up having a big influence on my career choice.” It was there that she discovered her love for investigating and learning.

Lazar first stepped into the world of research at Prescient Life Sciences as an entry-level research analyst where she was responsible for tracking pharmaceuticals and biotechnology developments across the United States and Europe. She was promoted several times, eventually becoming senior analyst, as well as operations manager, where she oversaw staffing, managed large pharmaceutical research projects and coordinated research projects for teams across the world, including the U.S., China, Europe and India.

“It was a great experience. I was able to present in front of high-level officials in big pharma and biotech companies, informing and advising them on what was going on in the field and the impact this would have on their organization. The first time I presented I was really nervous, but once I got past that hurdle, I knew I could do anything.”

While studying at Ramapo under the guidance of Professor Peter Rutigliano, Lazar had the opportunity to present her class research at a conference in Philadelphia. Her classroom experiences and participation at conferences strengthened her public speaking and presentation skills. “My classes at Ramapo definitely prepared me for the professional world.”

After a few years Lazar knew it was time for another challenge and sought a position that would allow her to grow even more. “I’m always competitive with myself, constantly pushing to move forward.” Lazar joined Frost & Sullivan as industry manager for pharmaceuticals and biotechnology for their North America division. Frost & Sullivan is a global consulting firm with over 40 offices. Lazar was responsible for managing the entire North America team in pharmaceutical and biotechnology market research.

Within one year, Lazar became global program manager of life sciences charged with unifying their teams from around the world. She oversaw the company’s research in pharmaceuticals, biotechnology, in-vitro diagnostics and life sciences research tools. With her direction and the support of her global network, the life sciences sector exceeded their revenue target every quarter in 2012. In 2013, Lazar was promoted to global program director of life sciences.

Lazar credits a large part of her success to her Ramapo experience. “At Ramapo the small class sizes and discussion-based classes prepared me for the business environment. During my senior year, my senior project also helped me strengthen my ability to collaborate with others and work as a team.”

Today, Lazar is invited to contribute articles to various publications and media sources and to present at conferences around the world in front of audiences of hundreds of people as the face of Frost & Sullivan. She is the authority on global trends that are affecting corporations and the industry at large. At a business development meeting in Korea, the CEO of Samsung’s healthcare sector attended specifically to see her presentation.

With hopes of helping Ramapo students find professional success, Lazar is working with the Cahill Career Services Center to offer internship opportunities at Frost & Sullivan. She advises students and graduates to, “Follow your gut, don’t let other people influence your decision on what you want to do for the rest of your life. To stay motivated, you have to love what you do. It’s important to wake up in the morning and want to go to work.”