



## Dr. Logan MacIntyre

Written by Mathieu Laprise, M.Sc. Trainee

Logan MacIntyre obtained his Bachelor's degree in chemistry from Dalhousie University in 2015 where he completed his honours thesis as a part of Dr. David Jakeman's group. Logan then went on to the University of Prince Edward Island, where he obtained a Doctorate in biomedical sciences with a focus on natural product discovery. In his research at UPEI, Logan thoroughly enjoyed his time searching for new molecules and elucidating structures from mass spectrometry and NMR. But he was not done there. Logan also completed a Postdoctoral fellowship at Rockefeller University, furthering his knowledge in the field of natural products chemistry.

Logan had been interested in a career in academia, but as his fellowship progressed several factors ultimately prompted him to switch directions – i.e., his decision to settle in his home province of Nova Scotia and the resulting small geographic net he would have to cast while applying for academic positions, and a desire to move into a scientific role away from the bench. He shifted his focus to the business side of the industry, where he found himself at VWR as a sales representative.

This position has provided him with the ability to move back to Nova Scotia, while also giving him the capabilities to grow and advance in his position. His title as sales representative could also be deemed account manager, due to the numerous labs and accounts that he oversees. Logan likes to think of his position at VWR as more of a consultant, a person of contact that can provide his clients with the best information possible. He is the first point of contact for all labs in Nova Scotia for purchases as well as any issues that may occur with his accounts. His position allows for a flexible schedule and benefits from a variety of knowledge in different fields. Logan spends his days meeting with



clients and suppliers providing quotes, managing new lab start-ups, providing instrument demonstrations and consultations, much of which can be done from home but in a lot of cases sales representatives are required to travel. The workplace as a sales rep. at VWR is very collaborative, where managers and supervisors are very easy to reach, but employees do their best to solve any issues that arise on their own. Some of these issues could be customer service or when a client requests a specific product, Logan can refer them quickly to a product specialist in the company. Looking to the future, Logan hopes to continue to climb in the industry. His time at VWR has been a joy and he looks forward to the possibility of moving into a role as a product specialist based on his diverse chemistry background or possibly in a management position. Though he is also looking into an MBA to further diversify his background to better suit him for the business side of the industry.

Thinking back to his time as a student, Logan recommends considering a wide range of careers while doing research to not limit the number of opportunities that may be out there, while also having realistic expectations for a career in your desired locale.

Additionally, while conducting research, focus on the transferable skills, sometimes it can be hard to find a career path that will have skills that transfer well. He says learning to work with a team and developing critical thinking skills are useful in a multitude of applications. A good skill that no doubt helped Logan in his transition to sales representative was his ability to present well to an audience and communicate with others. These kinds of communication skills helped him when it comes to talking to clients in the field.

In his spare time, Logan also enjoys playing golf, notably close to his hometown at his favourite course Cabot Cliffs. As well, the high tides of Nova Scotia provide a great resource for surfing, which he and his partner both enjoy during the summer months, but in the winter, they like to hit the slopes and ski.