

List of Non-Clinical Careers for Holders of MD Degree
Adapted from Notes by Joseph Kim, MD, MPH and edited with the
incorporation of additional careers

1. Clinical Research
2. Clinical Trials: Design and maintain records for clinical trials of new drugs, many of which trials are conducted by overseas contractors
3. Medical Officers: Serve as medical officers for corporations, insurance companies, and pharmaceutical companies.
4. Laboratory manager or research associate.
5. Grants writer: Prepare proposals to the federal government for obtaining research funds.
6. Surgical and medical device representative: a highly rewarding career explaining the benefits of new technology to physicians
7. ObamaCare administrator
8. Healthcare administration – Health Care is a big big business, and there are many positions in Health Care Management and Development.
9. Wall Street Analyst – Analyst for financial firms.
10. Writing and medical communications – Do you enjoy writing? Many physicians and non-physicians have very successful careers as medical writers. The field is open to people who enjoy fiction writing, publications, research, or other types of writing. You can get involved working on journal publications, developing promotional content for marketing campaigns, or developing CME programs. Join the AMWA (American Medical Writers Association) and look for opportunities. You can work from home as a freelance writer and have a very flexible schedule. Or, you can work for a publisher or another type of healthcare communications company.
11. Technology and Informatics – Want to develop or improve an electronic health record (EHR) system? Do you love informatics? Then join the CCHIT

(Certification Commission for Healthcare Information Technology), the AMIA (American Medical Informatics Association), and the AHIMA (American Health Information Management Association). Clinicians use EHRs and patients (or consumers) use PHRs (Personal Health Records). There are many companies attempting to integrate the data between PHRs and EHRs. There is a national initiative to improve and standardize public health informatics, so now is a great time to enter this industry. No clinical experience necessary, but you should be familiar with ICD, CPT, and other billing codes used in this industry.

12. Disease management – Managed care organizations (MCOs) are always looking for better disease management (DM) programs for their plans. Some MCOs develop their own DM plans and others outsource them to external companies. These companies create and deliver various services to managed care organizations, including DM, wellness programs, personal health record (PHR) services, etc. Do you ever get educational pamphlets from your own health plan? Who puts them together? Who designs and develops these wellness and preventive health programs? It's not always WebMD. There are other companies that provide similar services.

13. Pharma/Biotech/Device – If you're a medical specialist, there are many opportunities to do research for these companies. If you don't enjoy research, then you can develop marketing strategies. Direct-to-consumer (DTC) advertisements have become very popular these days. See all those ads in the medical journals? Get ready for that "corporate America" lifestyle if you plan to venture into industry. You may be working even more hours and carrying a Blackberry instead of a pager, but if you climb that "corporate ladder" and play the corporate game, you may qualify for an early retirement.

14. Public health – Join the CDC and travel the world. Develop strategies to improve population health. Some pharmaceutical companies also have public health sections and are very devoted to public health and international health (Pfizer in particular comes to mind). Bridge gaps in healthcare disparities.

15. Consulting – The world is open. Want to work for yourself or for a company? Many healthcare companies are looking for experts to help them develop, refine, and improve their products and services. It may be hard to

get started unless you've already established connections. Once again, networking becomes critical.

16. Research – Academia vs. private vs. industry vs. CRO. You don't have to go into industry to do research. Look for a Contract Research Organization (CRO) in your area. Join the ACRO (Association of Clinical Research Organizations). Start with PPD (no, this is not the TB skin test).

17. Executive recruiting – Physicians can work as an executive recruiter to hire and place other physicians. You can also work your way up and manage other recruiters who do the hiring. Remember, these 'head hunters' get paid a commission based on the salary of the person they place. The \$ earning potential can be tremendous if you're successful.

18. Start a company – Have an innovative idea? Start a company! New companies seem to be sprouting all the time. Stay connected with people and keep your eyes open for new ideas.