

*Where Can Your Clinical
Laboratory Scientist Degree
Take You?*

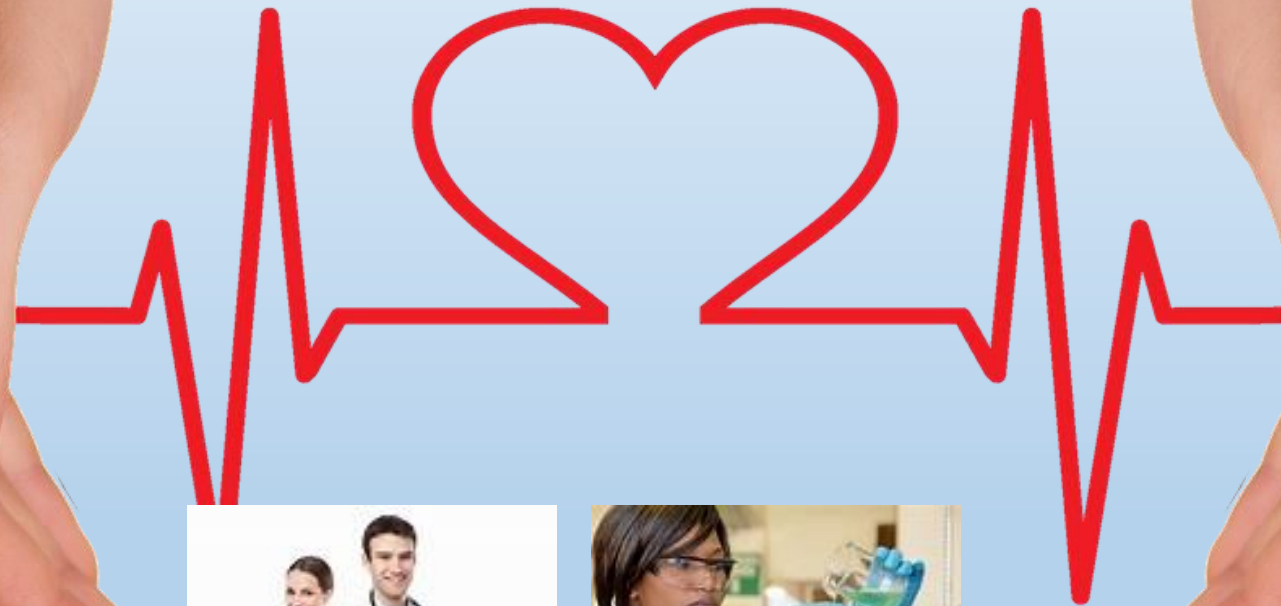
Dr. Dawn McKell, MT(ASCP),
MBA/MHA, EdS, DBA

Speaker Objectives:


- Discuss opportunities for MLS in the clinical laboratory and beyond
- Identify skills obtained in the MLS field and how they apply to the Sales and Corporate world
- Illustrate the role of MLS skills in the research field



Medical Laboratory Scientist



Learning Objectives

- 
1. Identify skills obtained in the Medical Laboratory Science (MLS) field and how they apply to the Sales and the Corporate World
 2. Discuss opportunities for an MLS in the clinical laboratory and beyond
 3. Illustrate the role of MLS skills in the research field

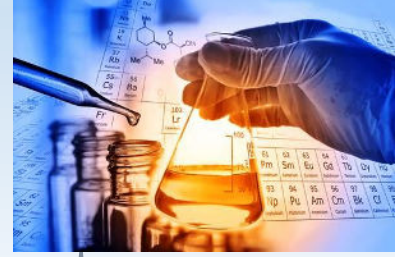
What are you learning in your program?

Technical and Laboratory Skills

1. Laboratory Testing and Instrumentation
2. Specimen Collection & Processing
3. Quality Control & Assurance
4. Microbiology and Molecular Diagnostics
5. Hematology and Blood Banking



What else?



Analytical and Problem-Solving Skills

- **Lab: Data Interpretation** (analyze lab results to detect abnormalities and trends), **Troubleshooting** (Diagnosing equipment malfunction and correcting errors in testing), and **Critical Thinking** (applying scientific knowledge to solve diagnostic challenges and assist healthcare teams).
- **Corporate:** Decision-making, strategic planning, operations, efficiency optimization, financial and business analysis, problem resolution, crisis management, innovation, product development, leadership, management



Analytical and problem-solving skills are highly valuable in the corporate world, helping professionals make data-driven decisions, optimize processes, and resolve challenges effectively.

What else?



Knowledge of Medical Sciences

- **Lab: Pathophysiology** (understanding disease mechanisms to relate lab findings to clinical conditions), **Immunology** (studying immune responses for disease detection and vaccine efficacy), and **Clinical Chemistry** (measuring chemical substances in body fluids for diagnosis).
- **Corporate:** Healthcare management and administration, pharmaceutical and biotechnology industry, medical technology and device industry, health insurance, risk management, consulting, market research, corporate wellness, occupational health, science communication, education.



Knowledge of Medical Sciences is very valuable in business, particularly in industries like healthcare, pharmaceuticals, biotechnology, medical technology, insurance, and consulting.

What else?

Attention to Detail and Precision

- **Lab:** **Accuracy in Testing** (ensuring precise measurements and following exact procedures) and **Meticulous Record-Keeping** (maintaining detailed logs for compliance with medical regulations).
- **Corporate:** Finance, accounting, operations, project management, Quality Assurance and compliance, marketing, branding, human resources, recruitment, IT and cybersecurity, legal and risk management, customer service, client relations.





Attention to Detail and Precision are essential in organizations to ensure accuracy, efficiency, and professionalism across various industries.

What else?



Communication and Collaboration

- **Lab:** **Interdisciplinary Teamwork** (coordinating with doctors, nurses, and other healthcare professionals), **Patient Interaction** (explaining procedures and ensuring patient comfort during sample collection), and **Report Writing** (documenting lab results and communicating findings clearly).
- **Corporate:** Leadership, management, teamwork, cross-departmental collaboration, client and customer relations, sales, marketing, workplace efficiency, productivity, adaptability, remote work



Communication and collaboration skills are essential in the corporate environment because they enhance teamwork, productivity, and decision-making.

What else?



Ethical and Regulatory Compliance

- **Lab:** **Adherence to Laboratory Standards** (following CLIA, CAP, and OSHA regulations), **Confidentiality** (protecting patient information under HIPAA), and **Ethical Decision-Making** (Upholding professional integrity in medical testing).
- **Corporate:** Risk management, legal compliance, corporate governance, ethical leadership, human resources, workplace ethics, financial integrity, accountability, sales, marketing, consumer protection, supply chain, corporate social responsibility (CSR), crisis management, reputation protection



Ethics and regulatory compliance skills are crucial in the corporate environment to maintain legal integrity, protect the company's reputation, and ensure fair business practices.

What else?



Adaptability and Continuous Learning

- **Lab: Keeping Up with Medical Advances** (Staying updated on new laboratory techniques and technologies) and **Handling High-Stress Environments** (Managing workload in fast-paced medical settings, such as hospitals or research labs).
- **Corporate:** Navigating industry changes and technological advancements, problem-solving in fast paced environment, enhancing leadership and career growth, thriving in a diverse and global workforce, boosting innovation and creativity, enhance productivity, employee engagement, staying competitive



Adaptability and continuous learning drive success for individuals, teams, and businesses by fostering resilience, innovation, and long-term competitiveness.

Where can you work as a Medical Laboratory Scientist?

Location	%
General medical and surgical hospitals; private	36
Medical and diagnostic laboratories	21
Offices of physicians	9
Educational services; state, local and private	5
Other ambulatory health care services	4

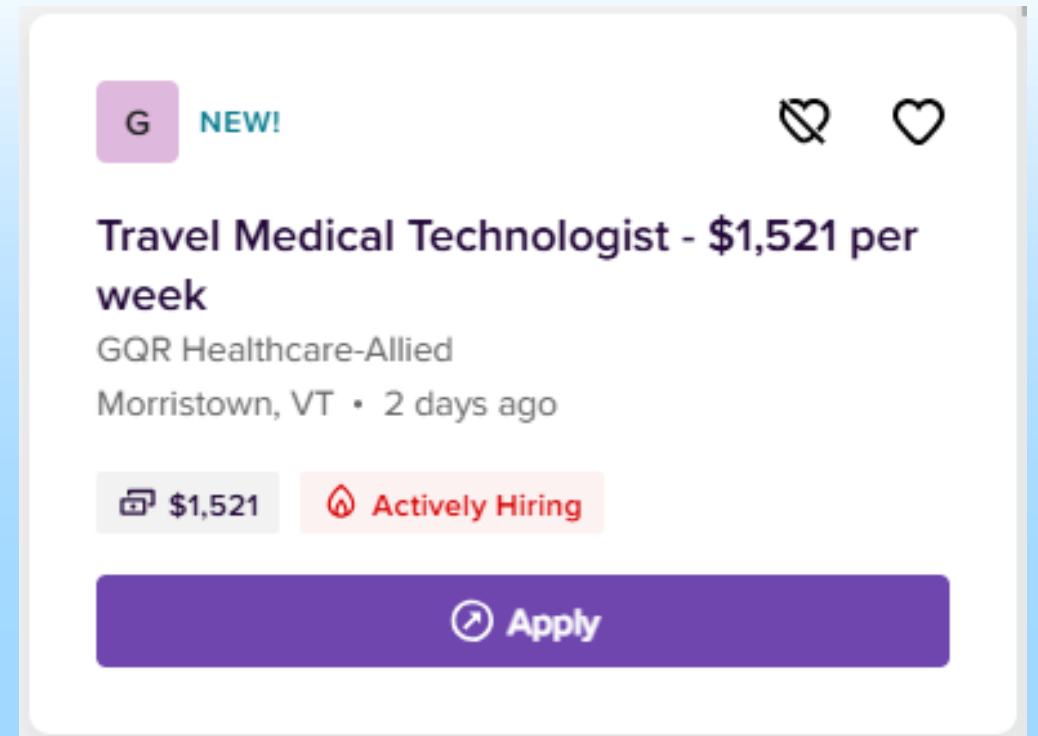
75%



Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Clinical Laboratory Technologists and Technicians, at <https://www.bls.gov/ooh/healthcare/clinical-laboratory-technologists-and-technicians.htm> (visited March 21, 2025).

Where else can you work?

- Mental health organizations
- Rehabilitation centers
- Companies that develop, manufacture and market healthcare supplies and equipment
- Pharmaceutical organizations
- Biotechnology companies
- Educational organizations



A screenshot of a job listing from Monster.com. The listing is for a "Travel Medical Technologist" position. It features a purple "G" logo, a "NEW!" badge, and icons for a heart and a heart with a slash. The salary is listed as "\$1,521 per week". The employer is "GQR Healthcare-Allied" and the location is "Morristown, VT". The listing was posted "2 days ago". There is a red "Actively Hiring" badge and a purple "Apply" button.

G NEW!

Travel Medical Technologist - \$1,521 per week

GQR Healthcare-Allied
Morristown, VT • 2 days ago

\$1,521 **Actively Hiring**

Apply

Source: Monster.com

\$79,092 per year: March 21, 2025

Quick Facts

Quick Facts: Clinical Laboratory Technologists and Technicians

2023 Median Pay	\$60,780 per year \$29.22 per hour
Typical Entry-Level Education	Bachelor's degree
Work Experience in a Related Occupation	None
On-the-job Training	None
Job Outlook, 2023-33	5% (As fast as average)
Employment Change, 2023-33	18,200



Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Clinical Laboratory Technologists and Technicians, at <https://www.bls.gov/ooh/healthcare/clinical-laboratory-technologists-and-technicians.htm> (visited March 21, 2025).

Career Path One

Quick Facts: Medical and Health Services Managers

2023 Median Pay	\$110,680 per year \$53.21 per hour
Typical Entry-Level Education	Bachelor's degree
Work Experience in a Related Occupation	Less than 5 years
On-the-job Training	None
Job Outlook, 2023-33	29% (Much faster than average)
Employment Change, 2023-33	160,600



Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Medical and Health Services Managers,
at <https://www.bls.gov/ooh/management/medical-and-health-services-managers.htm> (visited March 21, 2025).

Employment



Industries with the highest levels of employment in Medical and Health Services Managers:

Industry	Employment (1)	% of industry employment	Hourly mean wage (2)
General Medical and Surgical Hospitals	147,250	2.58	\$ 69.90
Offices of Physicians	68,370	2.41	\$ 64.58
Outpatient Care Centers	38,150	3.59	\$ 62.26
Nursing Care Facilities (Skilled Nursing Facilities)	28,100	2.04	\$ 51.21
Home Health Care Services	25,750	1.61	\$ 52.55

Bureau of Labor Statistics, U.S. Department of Labor, Occupational Employment and Wages, May 2023 at <https://www.bls.gov/oes/2023/may/oes119111.htm> (visited March 31, 2025)

Employment



Industries with the highest concentration of employment in Medical and Health Services Managers:

Industry	Employment (1)	% of industry employment	Hourly mean wage	Annual mean wage (2)
Outpatient Care Centers	38,150	3.59	\$ 62.26	\$ 129,500
Specialty (except Psychiatric and Substance Abuse) Hospitals	9,150	3.20	\$ 68.66	\$ 142,820
Medical and Diagnostic Laboratories	8,390	2.61	\$ 65.30	\$ 135,830
General Medical and Surgical Hospitals	147,250	2.58	\$ 69.90	\$ 145,390
Other Ambulatory Health Care Services	8,860	2.57	\$ 52.33	\$ 108,840

Bureau of Labor Statistics, U.S. Department of Labor, Occupational Employment and Wages, May 2023 at <https://www.bls.gov/oes/2023/may/oes119111.htm> (visited March 31, 2025)

What do they do?



“Medical and health services managers, also called **healthcare executives or **healthcare** administrators, plan, direct, and coordinate **medical and health services**.**

They might manage an entire facility, a specific clinical area or department, or a **medical** practice for a group of physicians.”

Source: *U.S. Bureau of Labor Statistics, March 2025

Wom

Women compose **74%**

of medical
and health
services
managers

[Bureau of Labor Statistics, 2024](#)



Job Title Opportunities

- 
- Chief Executive Officer
 - Chief Operations Officer
 - Clinic Manager
 - Department or Division Director
 - Department or Division Manager/supervisor
 - Program Manager
 - Health Care Consultant\Health Services Manager
 - Hospital Administrator
 - Medical Records Manager
 - Operations Manager

Source: Mhadegree.org

Career Path Two

Quick Facts: Wholesale and Manufacturing Sales Representatives, technical and scientific

2023 Median Pay	\$99,710 per year \$47.94 per hour
Typical Entry-Level Education	Bachelor's degree
Work Experience in a Related Occupation	5+ years*
On-the-job Training	Moderate-term on-the-job training
Number of jobs	1,681,400 (roll over 149,900/yr)
Job Outlook, 2023-33	1% (Slower than average)
Employment Change, 2023-33	20,000

*Siemens
job posting

Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook*, Wholesale and Manufacturing Sales Representatives, at <https://www.bls.gov/ooh/sales/wholesale-and-manufacturing-sales-representatives.htm> (visited *March 21, 2025*).

What do they do?



“The Business Development Sales Executive is a field-based sales position responsible for selling capital equipment at named accounts. Focus will be on equipment closes for Siemens core lab product lines inclusive of chemistry, immunoassay, automation and information technology.” - Siemens Medical Solutions USA, Inc

Source: Monster.com (visited March 21, 2025)

Career Path Three: Research



1. Academic Research

- **University Professor** – Conducts research, publishes work, and teaches students.
- **Postdoctoral Researcher** – Works on funded research projects after earning a Ph.D.
- **Research Scientist** – Focuses on academic research in various disciplines.
- **Lab Manager** – Oversees research labs and manages experiments.
- **Research Fellow** – Independent research or part of a funded research group.

Career Path Three: Research



2. Corporate & Industry Research

- **R&D Scientist/Engineer** – Conducts research in fields like pharmaceuticals, tech, or engineering.
- **Clinical Researcher** – Designs and conducts clinical trials for new drugs or treatments.

3. Government & Policy Research

- **Policy Analyst** – Conducts research to inform government decisions.
- **Public Health Researcher** – Studies health trends and policies.
- **Environmental Scientist** – Researches sustainability and environmental impact.

Which path would you choose?



I ask because you can do it all!

My personal journey

Medical Technician



Bachelor of Science, Medical Technology



Providence Memorial Hospital Clinical Laboratory



NCA (CLS)

MT (ASCP)

William Beaumont Army Medical Center



Sales



Further Education



MBA/MHA



DBA

Research




As a Medical Technician: Basic research and grant writing

As a Medical Technologist: research design and execution

In Professional Sales: Problem solving, creating solutions

In Education: What are you interested in?


How do you use Chat GPT?



Activity: Write it on a piece of paper crumple it and toss it in the middle of the table.

Prompt: Where can you work with a Medical Laboratory Scientist Degree?

How do you use ChatGPT?



Great! To give you the best career suggestions, let me know:

1. Do you prefer working in a hospital/clinical setting, research, or industry (pharmaceuticals, biotech, etc.)?
2. Are you interested in specialized fields like forensics, genetics, microbiology, or blood banking?
3. Do you enjoy hands-on lab work, or would you prefer roles in management, education, or regulatory affairs?
4. Would you consider working in non-traditional MLS roles, such as sales of lab equipment, consulting, or public health policy?

One Final Thought



No move forward will be comfortable or you are not growing.

Prepare yourself for the move as best you can and then take the leap.

Your preparation will have you landing on a soft pillow.

The image features two hands, one on the left and one on the right, holding a red ECG (heart rate) line. The line starts from the left hand, goes up and down, then forms a heart shape in the center, and continues to the right hand. The background is a light blue gradient.

Questions?

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