

**ALL NEW - June 20/2012**

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## Finding employer and company target names for Smart Search

Changes to *Google* search has meant that some search strings no longer work as printed in the book, (changes in search algorithms and the advent of [semantic search](#)) and/or new tools are available since manuscript submission and offer better or more logical ways of doing searches for employers; for instance, the ability to do detailed searches on a number of parameter settings to get free target company information from *zoominfo* and *jigsaw*. NEW-*Yahoo* search provides great targeted results, as well as the new search capabilities available within *LinkedIn* itself ([LinkedIn.com/companies](http://LinkedIn.com/companies)) make for better search results for your Smart Search.

The biggest frustration in job search is getting targeted information and contact names and to that end I have changed and improved the search strings or removed those that are no longer relevant in Table 5.1 and Table 9.1 and added new search strings and new tools and step-by-step information to make your job search easier. This document is focused on Chapter 5, to get Chapter 9 searches go [here](#). (You must enter the password in Resources to get access)

## Table 5.1- Plug and Search Google and Yahoo Search Strings

To find search that corresponds to the Search number in Table 5.1 from book, click on Search numbers:

[Search 1](#)

[Search 2](#)

[Search 3](#)

[Search 4 and Search 5](#)

## Advanced Search Tools and Tactics to Get Employer Target List

[How to Use LinkedIn/Companies search capabilities](#)

[How to use ZoomInfo to get a targeted list of employers](#)

[How to use jigsaw to get a targeted list of employers](#)

[Finding related companies using Google Related:search](#)

[How to find and Use General Directories](#)

[How to find and use Industry Directories](#)

[How to Find New Companies-Start-Ups](#)

## Smart search - putting target list together

**Search 1 from table 5.1: General list of employers for “Universal Positions” in a particular city**

**Search 1:** Can be replaced by simply going to [LinkedIn/companies search](#) in this document, or [by going to zoominfo.com search in this document](#) or [jigsaw.com search in this document](#)

**Search 2 from table 5.1: Names of companies in a *sub-industry* in a particular city**

**Search 2 from table 5.1:** `site:www.linkedin.com linkedin.com intitle:linkedin "sub industry" "city area"` Ex: to find a list of companies in the medical devices business in the Boston area

Enter into [www.Yahoo.com](http://www.Yahoo.com) search :

`site:www.linkedin.com intitle:linkedin "Medical Devices" "Boston area" -jobs`

**This will give you a list of profiles** but by clicking on the profiles you can get the names of the companies they work at. By clicking on the names of the companies in the profiles you can get information on the companies as well as see what connections are available to you.

Take note of the names to contact at a later date.

**Advantage of using Google instead of searching within LinkedIn:** *no restrictions* on search results, all results even those BEYOND 3<sup>rd</sup> level. These same names may not be available to you if you do a search within LinkedIn because of restrictions to results based on your connections (only up to 3<sup>rd</sup> degree).

**Please note:** Try the search and if you primarily get job postings add the addition of the word *-jobs* this is necessary because of the [semantic search](#) properties of Google search now, otherwise your results will primarily be jobs. (Make sure you use the minus - sign and not a long dash)

The screenshot shows a Yahoo! search results page. The search bar contains the query: `site:www.linkedin.com intitle:linkedin "Medical Devices" "Boston area" -job!`. The search button is labeled "Search". Below the search bar, it indicates "35,800 results". The page is filtered by "WEB". On the left, there is a "FILTER BY TIME" section with options: "Anytime", "Past day", "Past week", and "Past month". The search results list several LinkedIn profiles for individuals in the Greater Boston Area medical devices industry. Each result includes the person's name, their current position, and a link to their LinkedIn profile. The profiles listed are: Donna Burns (Administrative Assistant III at Medtronic), Mary Traynor (Sr. Project Manager at Clinquest, Inc.), Brian Tinkham (Co-Founder Location Greater Boston Area Industry Medical Devices), Kevin Patenaude (Title Plastics Professional), Sarah Leblanc (Senior Financial Analyst at Boston Scientific), and Lisa Labriola (Human Resources Manager at Excelitas Technologies). A small photo of Brian Tinkham is visible next to his profile link.

You can vary the search by trying both of these in Google, sometimes *inurl:linkedin* works great sometimes *site:www.linkedin.com* works better. Try both search variations in Google and Yahoo.

For: example if you wanted to find companies with a job title of “Technical Service” in the sub industry “medical devices” in Boston try both *inurl:* and *site:*

**Search 2 variation:** *inurl:linkedin.com intitle:linkedin "sub industry" -jobs "city area" "job title"*

**Ex: to find a list of companies (profiles) in the medical devices business in the Boston area that have the job title or the function “Technical Service”**Search Google *inurl:linkedin.com*

*inurl:linkedin.com intitle:linkedin "Medical Devices" "Boston area" -jobs "Technical Service"*

## Search Results:

The screenshot shows a Google search interface with the query "inurl:linkedin.com intitle:linkedin \"Medical Devices\" \"Boston area\" -jobs \"T\"". The search results are displayed on the right side of the page, showing several LinkedIn profiles related to the search criteria. The left sidebar contains a list of search filters, including "eb", "nages", "laps", "ideos", "ews", "hopping", "lore", and "how search tools".

Search results for "Medical Devices" in the "Greater Boston Area":

- Technical service specialist Greater Boston Area profiles | LinkedIn**  
[www.linkedin.com/title/technical.../in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/technical.../in-us-7-Greater-Boston-Area/)  
Professionals with the job title **Technical service specialist**, based in Greater Boston ... Professional; Demographic info: Greater Boston Area | Medical Devices ...
- Customer service Greater Boston Area profiles | LinkedIn**  
[www.linkedin.com/title/customer.../in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/customer.../in-us-7-Greater-Boston-Area/)  
Title: --; Demographic info: Greater Boston Area | Medical Devices ... Summary: Accomplished **technical service** professional providing customer support and ...
- Service and training manager Greater Boston Area profiles | LinkedIn**  
[www.linkedin.com/title/service+and.../in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/service+and.../in-us-7-Greater-Boston-Area/)  
Title: **Technical Service** Training Manager at Hologic; Demographic info: Greater Boston Area | Medical Devices. Current: **Technical Service** Training Manager at ...
- Thomas Tramontano | LinkedIn**  
[www.linkedin.com/pub/thomas-tramontano/12/315/599](http://www.linkedin.com/pub/thomas-tramontano/12/315/599)  
Greater Boston Area - Technical Support Professional experienced in the Medical Device and Computer Industries  
Location: Greater Boston Area; Industry: **Medical Devices** ... Technical Support Specialist at Aspect Medical Systems; **Technical Service** Manager at Intra-Sonix ...
- Senior medical analyst profiles | LinkedIn**  
[www.linkedin.com/title/senior+medical+analyst/](http://www.linkedin.com/title/senior+medical+analyst/)  
Current: Senior Research Analyst (**Medical Devices**) at MakroCare Clinical ... at US Navy, Field Repair Specialist at Aesculap, **Technical Service** Specialist at Aesculap, ... Technology; Demographic info: Greater Boston Area | Medical Devices ...
- John Marrazzo | LinkedIn**  
[www.linkedin.com/pub/john-marrazzo/5/39b/1a8](http://www.linkedin.com/pub/john-marrazzo/5/39b/1a8)  
Greater Boston Area - Service Director at Mobius Imaging  
Location: Greater Boston Area; Industry: **Medical Devices** ... Service Manager at NxStage Medical; **Technical Service** Manager at MediSpectra; National Service ...
- Thomas Sapienza | LinkedIn**  
[www.linkedin.com/pub/thomas-sapienza/17/264/48b](http://www.linkedin.com/pub/thomas-sapienza/17/264/48b)  
Phoenix, Arizona Area - Technical Service Specialist at Ela Medical  
Thomas Sapienza. **Technical Service** Specialist at Ela Medical. Location: Phoenix, Arizona Area; Industry: **Medical Devices** ... Fitness Club. Greater Boston Area ...



Same search in Google with *site:www.linkedin.com*

*site:www.linkedin.com* intitle:linkedin "Medical Devices" "Boston area" -jobs "Technical Service"

Google

site:www.linkedin.com intitle:linkedin "Medical Devices" "Boston area" -jobs "Technical Service"

Search

About 9,930 results (0.27 seconds)

Web

Images

Maps

Videos

News

Shopping

More

Show search tools

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Susan McNeice | LinkedIn](#)  
[www.linkedin.com/in/susanmcneice](http://www.linkedin.com/in/susanmcneice)  
Greater Boston Area - McNeice Technical Services (self-employed)  
McNeice **Technical Services** (self-employed). Location: **Greater Boston Area**;  
Industry: **Medical Devices** ... Owner at Susan McNeice / **Technical Services**.  
Past ...

[William Yidiaris | LinkedIn](#)  
[www.linkedin.com/pub/william-yidiaris/14/a8/b18](http://www.linkedin.com/pub/william-yidiaris/14/a8/b18)  
Greater Boston Area - Technical Services Manager at SDI Diagnostics Inc.  
William Yidiaris. **Technical Services** Manager at SDI Diagnostics Inc. Location:  
Greater **Boston Area**; Industry: **Medical Devices** ...

[Jim Russo - Greater Boston Area profiles | LinkedIn](#)  
[www.linkedin.com/pub/dir/Jim/Russo/us-7-Greater-Boston-Area](http://www.linkedin.com/pub/dir/Jim/Russo/us-7-Greater-Boston-Area)  
There are 14 professionals named Jim Russo in the Greater **Boston Area**, who ...  
at Total **Technical Services**; Demographic info: Greater **Boston Area** | Staffing  
... Title: GISS at Dako; Demographic info: Greater **Boston Area** | **Medical**  
**Devices** ...

[Financial analyst ii Greater Boston Area profiles | LinkedIn](#)  
[www.linkedin.com/title/financial...ii/in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/financial...ii/in-us-7-Greater-Boston-Area/)  
... at Boston Scientific; Demographic info: Greater **Boston Area** | **Medical**  
**Devices**. Past: Logistics Coordinator Team Lead at Raytheon **Technical**  
**Services** ...

[Network analyst Greater Boston Area profiles | LinkedIn](#)  
[www.linkedin.com/title/network.../in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/network.../in-us-7-Greater-Boston-Area/)  
Network analyst in Greater **Boston Area** ... Title: Financial Analyst II - Global  
Sourcing Analytics Team; Demographic info: Greater **Boston Area** | **Medical**  
**Devices**. Past: Logistics Coordinator Team Lead at Raytheon **Technical**  
**Services** ...

[Financial analyst Greater Boston Area profiles | LinkedIn](#)  
[www.linkedin.com/title/financial.../in-us-7-Greater-Boston-Area/](http://www.linkedin.com/title/financial.../in-us-7-Greater-Boston-Area/)  
Financial analyst in Greater **Boston Area** ... Title: Financial Analyst II - Global  
Sourcing Analytics Team; Demographic info: Greater **Boston Area** | **Medical**  
**Devices**. Past: Logistics Coordinator Team Lead at Raytheon **Technical**  
**Services** ...

[Eddie Gill profiles | LinkedIn](#)  
[www.linkedin.com/pub/dir/Eddie/Gill](http://www.linkedin.com/pub/dir/Eddie/Gill)  
Eddie Gill. Title: **Technical Services** Specialist; Demographic info: Greater  
**Boston Area** | **Medical Devices**. Past: **Technical Services** Specialist at ASTRA

As you can see both searches give you different results: **DO BOTH** *inurl:linkedin.com* and *site:www.linkedin.com* in Google and Yahoo.

## Search 3 Table 5.1: Small Employer/Private Company or Sole proprietorship

**Please note:** These employers are often not available within LinkedIn and /or directories and/or in zoominfo or jigsaw.

To find small employers in a particular industry and city using Google:

*Business type testimonials "area code OR area code" –reviews "Owner OR President OR General Manager OR Director OR Proprietor"*

For Example:

To find small landscaping businesses in the Toronto area and *as a bonus get the contact name of decision makers* –run the following search:

## Search 3 Table 5.1:

*Landscaping testimonials "416 OR 647 OR 905 OR 289" –reviews "Owner OR President OR General Manager OR Director OR Proprietor"*

Cut and paste the above into Google and substitute your industry or keyword for the word-*landscaping* and change the *area codes* to represent your city - **you must keep the integrity of the search string**, notice the words *testimonials* which is the key, small employers usually have testimonials on their sites - large employers typically do not. Also notice the word *–reviews* (minus sign and the word reviews) need to avoid Google's semantic guess that you want reviews also.

Results of running the search in Google:

## [Testimonials - Winsome Landscaping Design Group](http://www.winsomelandscaping.com/testimonials.html)

[www.winsomelandscaping.com/testimonials.html](http://www.winsomelandscaping.com/testimonials.html)

**Landscaping Testimonials.** With over 20 years of garden landscaping experience, we have provided landscape services to many clients over our years in ...

## [Contact Columbia Complete| Columbia, MO](http://www.columbiacomplete.com/contact.html)

[www.columbiacomplete.com/contact.html](http://www.columbiacomplete.com/contact.html)

Columbia Complete **Landscape** Maintenance has been meeting Columbia and Central Missouri's lawn care and **landscape** needs since 2005.

## [Testimonials of Clients - Crystal Lawn Care Toronto](http://www.crystallawncares.ca/testimonials.html)

[www.crystallawncares.ca/testimonials.html](http://www.crystallawncares.ca/testimonials.html)

**Testimonials.** Click Here to view the full **Testimonial** ... JC& SERVICE 255 Dundas St-e1 West Toronto, Ontario M5T 2W5 Tel **416**-808-5286 Fa. **416**-808-5202 ...

## [Contact Permagreen Landscaping](http://www.permagreen-landscaping.com/contact.html)

[www.permagreen-landscaping.com/contact.html](http://www.permagreen-landscaping.com/contact.html)

Contact information for Permagreen Lawn & **Landscape**. ... Office Phone - 763-**416**-2183. Pat Hamer - Sales ... Wayne Austin - **General Manager** - 612-685-4104 ...

## [Specialty Trades | St. Catharines](http://www.winmar.ca/stcatharines/our-services/specialty-trades/)

[www.winmar.ca/stcatharines/our-services/specialty-trades/](http://www.winmar.ca/stcatharines/our-services/specialty-trades/)

Telephone (905) 680-0101. Facsimile (905) 680-0102. **Owner/Manager** Doug Hopkins leads the staff of Winmar St. Catharines which provides a full range of ...

## [Testimonials - Wedigboston.net](http://www.wedigboston.net/id6.html)

[www.wedigboston.net/id6.html](http://www.wedigboston.net/id6.html)

TOBIN **LANDSCAPING** AND **EXCAVATION**. **Testimonials** ... Contact: Mark Glazer, **General Manager** Scope of ... Contact: Patrick Bowen **617**-825-9591. Scope of ...



## Search 4 and Search 5 Table 5.1: FREE online tools to find and target employers

You can search based on all the parameters I talk about in the book, small, mid-size and large employers, revenue, number of employees, location, public or private, Fortune 100, 500 etc... by simply choosing the parameters using filters and these free online tools:

[www.linkedin.com/companies](http://www.linkedin.com/companies), [www.zoominfo.com](http://www.zoominfo.com), [www.jigsaw.com](http://www.jigsaw.com)

### LinkedIn Companies Search

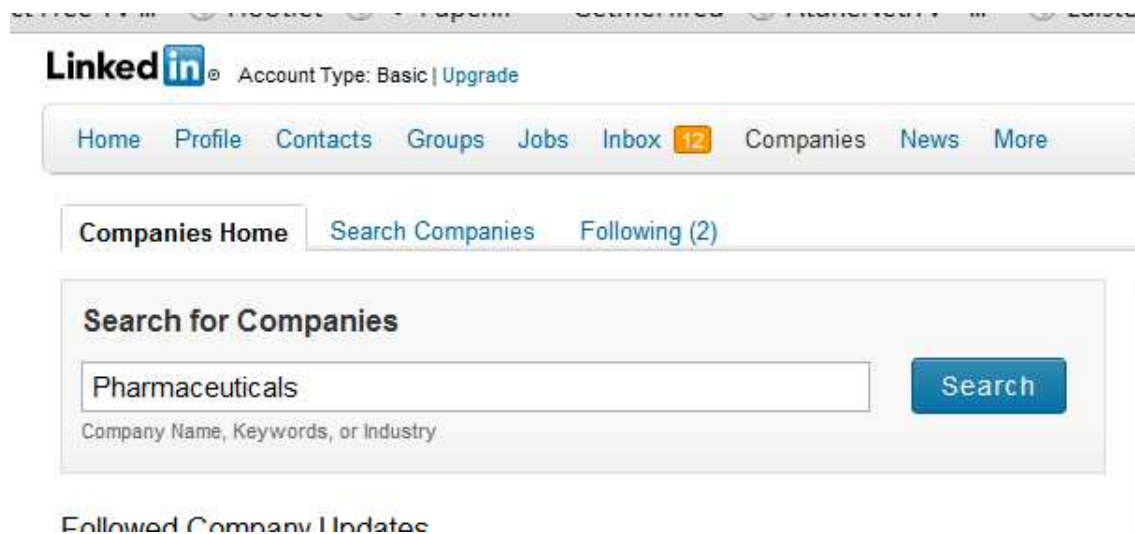
LinkedIn: <http://www.linkedin.com/companies>

#### Advantages of using LinkedIn for company searches:

One of the advantages of using LinkedIn is that it is a self-updating database so in theory should have the “freshest information” of all the databases. One of the most helpful features of the LinkedIn company pages: they list your LinkedIn contacts (known on the service as "Connections") who work at a particular company. This list will include your first degree connections (your immediate contacts on LinkedIn), as well as second degree (friends of friends), and third-degree (friends of friends of friends) connections.

To start search of companies just enter a keyword into the search bar at <http://www.linkedin.com/companies>

For example for the keyword Pharmaceutical:



The screenshot shows the LinkedIn 'Search for Companies' interface. At the top, the LinkedIn logo and account type 'Basic | Upgrade' are visible. Below the navigation bar (Home, Profile, Contacts, Groups, Jobs, Inbox with 12 notifications, Companies, News, More), there are tabs for 'Companies Home', 'Search Companies', and 'Following (2)'. The 'Search for Companies' section features a search bar with the text 'Pharmaceuticals' and a blue 'Search' button. Below the search bar, a placeholder text reads 'Company Name, Keywords, or Industry'. At the bottom of the search section, the text 'Followed Company Updates' is partially visible.

For example doing a search for companies on LinkedIn, in the Pharmaceutical industry, in USA, Boston area, Company size of 51-200 employees – results in 258 results.

The screenshot shows a LinkedIn search results page for 'Pharmaceutical' companies. The left sidebar contains filters for Location, Job Opportunities, Industry, Relationship, Company Size, Number of Followers, and Fortune. The main results list companies like PuraCap, Irvine, Masters, Legacy, CURE, Meta, Tompkins, Wellspring, Azopharma, and Osmotica, each with employee counts and follower counts. Some results show profile pictures and names of people in the network.

If you want to get your second level connections, just click on the relationships tab: the same search with 2<sup>nd</sup> level connections results in 192.

Refine By

Reset

Location

☐ Headquarters Only

☐ All Locations

☒ United States (192)

☐ United Kingdom (39)

☐ Greater New York City Area (37)

☐ India (29)

☐ Greater Philadelphia Area (25)

Show more...

Enter location name

Job Opportunities

☐ Hiring on LinkedIn (33)

Industry

☐ All Industries

☒ Pharmaceuticals (192)

☐ Biotechnology (61)

☐ Information Technology and Services (46)

☐ Computer Software (32)

☐ Marketing and Advertising (31)

Show more...

Enter industry name

Relationship

☐ All LinkedIn Members

☐ 1st Connections (5)

☒ 2nd Connections (192)

☐ 3rd + Everyone Else (66)

Company Size

☐ All Companies

☐ 1-10 (130)

☐ 11-50 (210)

☒ 51-200 (192)

☐ 201-500 (87)

☐ 501-1000 (41)

Show more...

Number of Followers

Fortune

Sort By: Relevance

192 Results

**PuraCap Pharmaceutical, LLC**  
 Pharmaceuticals  
 Greater New York City Area | 51-200 employees | 98 followers  
 1 person in your network

**Irvine Pharmaceutical Services**  
 Pharmaceuticals  
 Orange County, California Area | 51-200 employees | 848 followers  
 13 people in your network

**Masters Pharmaceutical Inc**  
 Pharmaceuticals  
 51-200 employees | 414 followers  
 2 people in your network

**Legacy Pharmaceutical Packaging**  
 Pharmaceuticals  
 Greater St. Louis Area | 51-200 employees | 81 followers  
 1 person in your network

**CURE Pharmaceutical, LLC**  
 Pharmaceuticals  
 Greater Los Angeles Area | 51-200 employees | 51 followers  
 2 people in your network

**Meta Pharmaceutical Services**  
 Pharmaceuticals  
 Greater Philadelphia Area | 51-200 employees | 137 followers  
 2 people in your network

**Tompkins Pharmaceutical Rubber**  
 Pharmaceuticals  
 Greater New York City Area | 51-200 employees | 13 followers  
 1 person in your network

**Wellspring Pharmaceutical**  
 Pharmaceuticals  
 Sarasota, Florida Area | 51-200 employees | 225 followers  
 6 people in your network

**Azopharma Contract Pharmaceutical Services**  
 Pharmaceuticals  
 Miami/Fort Lauderdale Area | 51-200 employees | 85 followers  
 11 people in your network

**Shri Thanedar, Ph.D.**  
 CEO and Chief Scientist  
 1st

**John McCarty**  
 VP Formulations & Drug Delivery  
 2nd

**Jeff Millard**  
 Director, Pharmaceutical Development at Oncotryreon Inc.  
 2nd

View all 11 people

## ZoomInfo

[www.Zoominfo.com](http://www.Zoominfo.com) is a great source for doing your company/employer research... much free intelligence available.

For instance to find biopharmaceutical employers in the Toronto area:

Go to [zoominfo.com](http://zoominfo.com) and click on the *Companies* tab



Refine your search using the parameters on the left side. For example enter industry:

*biopharmaceutical City: Toronto Location: Canada*



Run the search and here are the results:

The screenshot shows the ZoomInfo Directory search results for companies in the biopharmaceutical industry in Toronto. The search filters on the left include: Full Name (All name matches), Job Title, Company Name / URL / Ticker, Industry Keywords / SIC Codes (biopharmaceutical), City / State / ZIP (toronto), Person, Company (Type: Private), and Location (Metro Region / State / Country: Canadian Metro Regions). The results list 98 companies, with the first 25 displayed. The results include:

- Lorus Therapeutics Inc. (TSE: LOR)**: www.lorusthera.com, Toronto, Ontario, Canada, \$1 mil. - \$5 mil. Revenue, 20 - 50 Employees. Description: Lorus Therapeutics Inc. is a biopharmaceutical company specializing in the research and development of pharmaceutical products and technologies for the management of cancer. It focuses on the discovery, research and development of anticancer therapies....
- Generex Biotechnology Corporation (NASDAQ: GMBT)**: www.generex.com, Toronto, Ontario, Canada, \$1 mil. - \$5 mil. Revenue, 20 - 50 Employees. Description: Generex Biotechnology Corporation is engaged in the research, development and commercialization of drug delivery systems and technologies. The Company focuses on its technology for the administration of formulations of large molecule drugs to the oral...
- Transition Therapeutics Inc. (NASDAQ: TTHI)**: www.transitiontherapeutics.com, Toronto, Ontario, Canada, \$5 mil. - \$10 mil. Revenue, 20 - 50 Employees. Description: Transition Therapeutics Inc. is a product-focused biopharmaceutical company developing therapeutics for disease indications with large markets. The Company operates in one business segment being the research and development of therapeutic agents. The...
- GlycoDesign Inc. (TSX: GD)**: www.glycodesign.com, Toronto, Ontario, Canada, \$5 mil. - \$10 mil. Revenue, 50 - 100 Employees. Description: GlycoDesign is a drug discovery and development company focused on developing proprietary drugs for the treatment or prevention of cardiovascular and chronic inflammatory diseases, as well as cancer. The Company's resources are focused on two lead...
- ARIUS Research Inc.**: www.ariusresearch.com, Toronto, Ontario, Canada, \$1 mil. - \$5 mil. Revenue, 20 - 50 Employees. Description: ARIUS is a biotechnology company discovering and developing the next wave of antibody therapeutics.
- MDS Proteomics Inc.**: www.mdsproteomics.com, Toronto, Ontario, Canada. Description: MDS Proteomics is a drug discovery and development company transforming the detection and treatment of disease through proteomics. MDS Proteomics is working with Cephalon to apply proteomics to drug discovery and

You can use the advanced company features to select companies by size.

You can select companies by industry, type, public or private, size- Fortune 500 etc...

This is a very powerful tool.



For example if you want to find companies in the *pharmaceutical industry* in the *Boston area*, with *revenue from 0-\$50M* and *1-100 employees*:

Run the search and these are the results:

24 Companies matching your criteria

Relevance Include All Companies

**Results 1-24**

**AdipoGenix, Inc.**  
www.adipogenix.com  
Boston, Massachusetts  
\$10 mil. - \$25 mil. Revenue 50 - 100 Employees  
AdipoGenix is a Boston-based biopharmaceutical company developing pharmaceuticals that target human fat tissue to treat obesity and its co-morbidities, including diabetes and cardiovascular disease. Through its proprietary human fat cell-based...

**Paratek Pharmaceuticals, Inc.**  
www.paratekpharm.com  
Boston, Massachusetts  
\$5 mil. - \$10 mil. Revenue 50 - 100 Employees  
Paratek Pharmaceuticals, Inc. is a privately held biopharmaceutical company headquartered in Boston, MA, which is engaged in the discovery and commercialization of new therapeutics that treat life threatening infectious and other serious diseases....

**Expand your access to Zoominfo - FOR FREE!**  
Join the Zoominfo Community to access our database of 50M business contacts. [Get Started](#)

**GlycoGenesys, Inc.**  
www.glycogenesys.com  
Boston, Massachusetts  
\$1 mil. - \$5 mil. Revenue 10 - 20 Employees  
GlycoGenesys, Inc. is a biotechnology company focused on carbohydrate-based drug development. The Company's lead drug candidate is GCS-100. The Company has also developed agricultural products, some of which are also based upon carbohydrate chemistries....

**NEN Life Science Products, Inc. (Acquired by: PerkinElmer, Inc.)**  
www.nenlifesci.com  
Boston, Massachusetts  
\$10 mil. - \$25 mil. Revenue 50 - 100 Employees  
NEN Life Science Products is a provider of fluorescent, chemiluminescent and radioactive labeling and detection products for life science research, drug discovery, and genomics applications. For further information, contact: NEN Life Science...

**Cellicon Biotechnologies Inc.**  
www.cellicon.com  
Boston, Massachusetts  
\$500,000 - \$1 mil. Revenue 5 - 10 Employees

**Consensus Pharmaceuticals Inc**  
www.consensus-pharm.com  
Boston, Massachusetts  
Under \$500,000 Revenue 1 - 5 Employees

**Solace Pharmaceuticals LTD**  
www.solacepharma.com  
Boston, Massachusetts  
\$500,000 - \$1 mil. Revenue 5 - 10 Employees  
Solace Pharmaceuticals is barely a few months old but it has an enormous goal: to develop new classes of treatments for chronic pain, a need largely unmet. Investor Kevin Bitterman believes the company's core technology offers the promise to meet that...

**Replikins, Ltd.**  
www.replikins.com  
Boston, Massachusetts  
\$10 mil. - \$25 mil. Revenue 50 - 100 Employees  
Replikins, Ltd. develops and markets novel forecasting tools and synthetic vaccines to fight virulent rapidly replicating diseases including bird flu, malaria, and HIV. The company's predictive products and vaccines in development are based upon the...

## JigSaw

Go to [www.jigsaw.com](http://www.jigsaw.com) and register and create your free account (it takes time to get your validating email – about 15 minutes be patient... well worth it).

Enter as follows into jigsaw:

Click on the *company* tab

Do a search for example: Employers in the United States, Philadelphia, Healthcare: Pharmaceuticals, sub industry: Biotech with 250-1000 employees

The screenshot displays the Jigsaw search interface with the following filters applied:

- Country:** United States
- State:** Pennsylvania
- Metro Area:** Philadelphia
- Area Code:** (empty)
- Zip Code:** (empty)
- Industry:** Healthcare, Pharmaceuticals, & Biotech
- Sub-Industry:** (empty)
- Employees:** 250-1000 (checked)
- Revenue:** \$10-50 Million (checked)
- Ownership:** Private (checked)

Run the search and get following results:

<input type="checkbox"/> Name	Contacts	City	State	Country	Updated
<input type="checkbox"/> CHRISTIANA CARE HEALTH SERVICES	1,159	Wilmington	DE	United States	06/12/12
<input type="checkbox"/> Theorem Clinical Research	383	King Of Prussia	PA	United States	05/16/12
<input type="checkbox"/> Montgomery Hospital	158	Norristown	PA	United States	04/20/12
<input type="checkbox"/> ViroPharma Incorporated	134	Exton	PA	United States	06/12/12
<input type="checkbox"/> Auxilium Pharmaceuticals, Inc.	124	Malvern	PA	United States	06/05/12
<input type="checkbox"/> St. Christopher's Hospital For Children	120	Philadelphia	PA	United States	05/14/12
<input type="checkbox"/> Kensey Nash Corporation	98	Exton	PA	United States	06/13/12
<input type="checkbox"/> NutriSystem, Inc.	89	Fort Washington	PA	United States	06/01/12
<input type="checkbox"/> Octagon Research Solutions, Inc.	72	Wayne	PA	United States	05/21/12
<input type="checkbox"/> Health Partners, Inc.	68	Philadelphia	PA	United States	06/04/12
<input type="checkbox"/> Health Advocate, Inc.	63	Plymouth Meeting	PA	United States	04/30/12
<input type="checkbox"/> BioClinica, Inc.	61	Newtown	PA	United States	05/10/12
<input type="checkbox"/> Ameritox Ltd	60	Baltimore	MD	United States	06/12/12
<input type="checkbox"/> Diakon Lutheran Social Ministries	52	Allentown	PA	United States	05/07/12
<input type="checkbox"/> Worldwide Clinical Trials, Inc.	52	King Of Prussia	PA	United States	04/30/12
<input type="checkbox"/> AmeriHealth Administrators Inc.	52	Horsham	PA	United States	01/30/12
<input type="checkbox"/> North Philadelphia Health System	43	Philadelphia	PA	United States	03/07/12
<input type="checkbox"/> Hospital Central Services	43	Allentown	PA	United States	06/15/12
<input type="checkbox"/> Martech Medical, Inc.	42	Harleysville	PA	United States	01/28/11
<input type="checkbox"/> General Healthcare Resources, Inc	38	Plymouth Meeting	PA	United States	02/12/12
<input type="checkbox"/> Lansdale Hospital	38	Lansdale	PA	United States	06/07/12
<input type="checkbox"/> Acurian, Inc	37	Horsham	PA	United States	03/05/12
<input type="checkbox"/> EUSA Pharma	36	Langhorne	PA	United States	05/30/12
<input type="checkbox"/> BETTY BACHARACH REHAB CENTER	29	Pomona	NJ	United States	03/21/12
<input type="checkbox"/> Vetter Pharma-Turm	24	Yardley	PA	United States	02/16/12
<input type="checkbox"/> Quinnox Pharmaceuticals	22	Newtown	PA	United States	02/09/11

You can of course drill down by zip code, type, and revenue - both [www.zoominfo.com](http://www.zoominfo.com) and [www.jigsaw.com](http://www.jigsaw.com) are powerful tools for putting together your target list. I believe with jigsaw you are allowed up to 50,000 company results for free.

## Related Search Function in Google

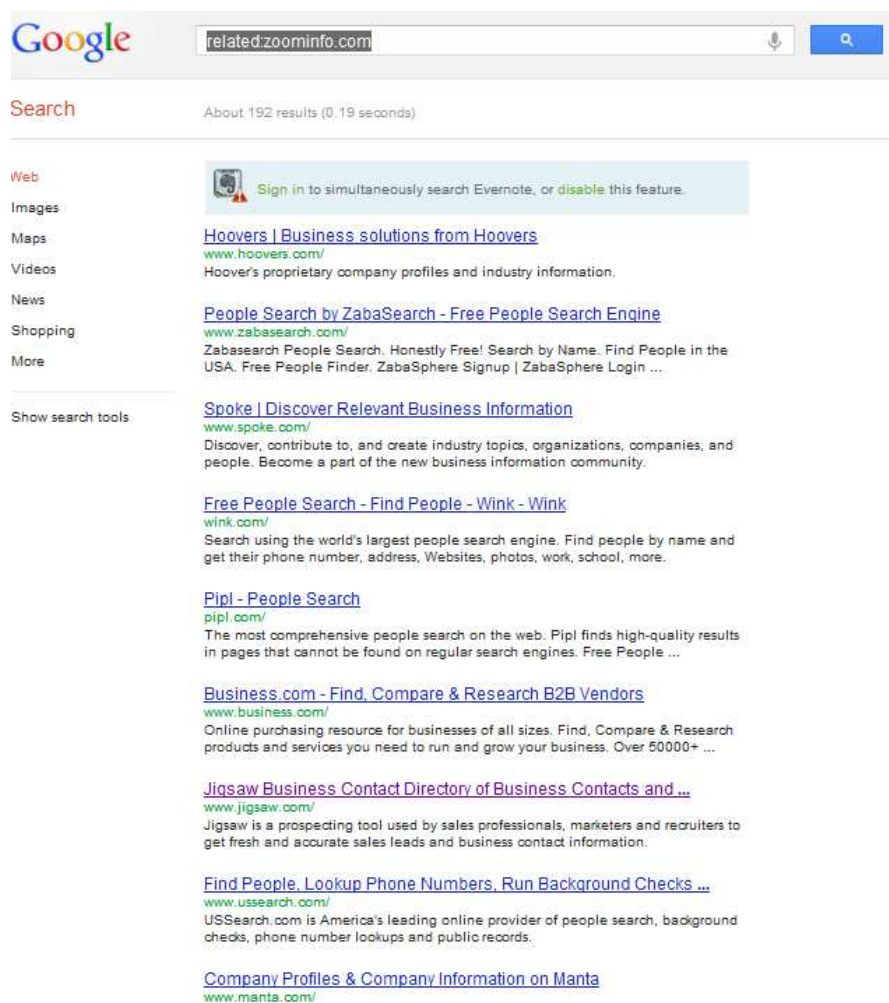
Also once you have nailed down an ideal company, you can also do a *related search* in Google.

***related:xxx.com***

For example if you want to find similar companies on [www.zoominfo.com](http://www.zoominfo.com)

**Enter into Google the following: *related:zoominfo.com***

Note: if it does not work for one company substitute another similar company and it will usually work to generate a list of related results. Run the search for ***related:zoominfo.com*** and get results:



**There is no perfect way to get ALL the companies, use different methods until you get what you find. One way is to use directories - general and industry directories.**

## Using Directories:

### General Directories:

General directories - such as [www.manta.com](http://www.manta.com) or use your online public library to access databases such as the [Thomas Registry in the US](#) and the [Scott's Directory in Canada](#).

### Industry Specific Directories:

Industry directory search in Google such as:

*Directory Optics Canada*

Run the search and you can select from a number of different directories in your [search results](#)— the keyword you want first to enter into Google is *Directory*. Simply adjust your Google search for any industry or association to get the corresponding directory that will contain company names.



Directory Optics Canada

About 2,360,000 results (0.27 seconds)

Sign in to simultaneously search Evernote, or [disable](#) this feature.

[Optics and Photonics Education Directory](#)  
[www.opticseducation.org/](http://www.opticseducation.org/)  
**Optics** education programs can be found all over the world. This site provides a **directory** and search engine of schools that offer advanced studies in **optics** and ...

[Photonics and Optical - Canadian Company Capabilities - Industry ...](#)  
[www.ic.gc.ca/app/ccc/sld/cmpny.do?tag=025029&profileId...](http://www.ic.gc.ca/app/ccc/sld/cmpny.do?tag=025029&profileId...)  
Symbol of the Government of **Canada** ... Each link takes you to a **directory** of specialized companies for each type of assistive devices ... Brighten **Optics** Ltd.

[Optical Instruments Directory from the Canadian Trade Index](#)  
[www.ctidirectory.com/search/product\\_company\\_list.cfm?prod...](http://www.ctidirectory.com/search/product_company_list.cfm?prod...)  
Source and find **Canadian Optical** Instruments manufacturers and distributors listed in the only **Canadian** industrial **directory** designed to provide deep company ...

[Cool-view Optics Inc Directory - list business canada Calgary ...](#)  
[www.wikiglow.com/...directory-canada...optics.../public,entity,entity...](http://www.wikiglow.com/...directory-canada...optics.../public,entity,entity...)  
Cool-view **Optics** Inc Businesses listing of CanadaDirectory - list business **canada** Calgary Alberta **Canada** Write.

[Fibre optics Suppliers Directory | page 1 | FRASERS - Canada's ...](#)  
[www.frasers.com/product-services/Fibre+Optics/p1/searchResults.jsf](http://www.frasers.com/product-services/Fibre+Optics/p1/searchResults.jsf)  
**Canadian** Fibre **Optics** suppliers and distributors. ... We found 63 Company Listings matching "Fibre **Optics**" We found 6 Articles ... View **Directory** Listing ...

[Laser optics Suppliers Directory | page 1 | FRASERS - Canada's ...](#)  
[www.frasers.com/product-services/Laser+Optics/p1/searchResults.jsf](http://www.frasers.com/product-services/Laser+Optics/p1/searchResults.jsf)  
**Canadian** Laser **Optics** suppliers and distributors. ... We found 96 Company Listings matching "Laser **Optics**" We found 18 Articles ... View **Directory** Listing ...



## Finding Brand New Companies | Start-Ups | Incubators

These usually do not show up yet in directories or zoominfo or LinkedIn and are usually hard to find unless you [search the news](#). One tactic is to search for start-ups, incubators, and Venture Capital firms. These links can be a rich source of available jobs.

To find these get a directory of VCs - [in Canada](#) in the US: [VCAonline](#), [VC Wiki US](#) and [Worldwide](#). To get more ideas on incubators read this [article](#) learn from the article and form your own keywords to come up with incubators in your area. .