

Resume Packet

NO.	STUDENT	GRAD DATE
1	Agarwal, Animesh	May 2017
2	Almanaseer, Huda	May 2017
3	Aronson, Elise	May 2017
4	AuWerter, Alexander	May 2017
5	Basseyn, Simon	May 2017
6	Belzer, Rachel	May 2017
7	Casey, Christine	May 2017
8	Chio, Unsoi	May 2017
9	Dresner, Jason	May 2017
10	Estrada, Raul	May 2017
11	Gianchandani, Dave	Aug 2017
12	Herman, Nathalie	May 2017
13	Kandimalla, Kunal	May 2017
14	Kapur, Gyan	May 2017
15	Kieffer, Grant	May 2017
16	Kornetzke, Aaron	May 2017
17	Li, Xiangming	May 2017
18	Liu, Anna	May 2017
19	Menon, Divya	May 2017
20	Moss, Paul	May 2017
21	Mulreany, Daniel	May 2017
22	Nambiar, Aseem	May 2017
23	Nikam, Vinayak	May 2017
24	Pai, Norman	May 2017
25	Pecherer, Jordan	May 2017
26	Reddy, Srinidhi	Aug 2017
27	Rosenfeld, Julie	May 2017
28	Roy, Riddhi	May 2017
29	Sillah, Barthalomew	May 2017
30	Stratton, William	May 2017

NO.	STUDENT	GRAD DATE
31	Subramanyan, Vighnesh	May 2017
32	Swarr, Emily	May 2017
33	Wyatt, Amanda	Aug 2017
34	Xiao, Linan	May 2017

ANIMESH AGARWAL

1837A Church St, San Francisco, CA 94131
+1 267-945-3387 | aanimesh@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in healthcare management

2015-2017

- Associate, Wharton Impact Investment Partners; Coordinator, India Global Immersion Program
- Member, Healthcare, Digital Health, PE/VC clubs
- Awarded Kaiser Family Foundation Fellowship

UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

Master of Science; Major in Biomedical Engineering (neuroscience, medical devices & imaging)

2009-2011

- Published 3 peer-reviewed articles in Journal of Chemical Physics, Frontiers in Neuroscience & Physical Review Letters
- Elected Secretary, Indian Student Association with 200+ members

INDIAN INSTITUTE OF TECHNOLOGY MADRAS

Chennai, India

Bachelor of Technology and Master of Technology; Major in biotechnology

2004-2009

- Received GE Foundation Scholarship (chosen from ~50,000 engineering students in India)
- Awarded DAAD (German Academic Exchange Service) Fellowship

EXPERIENCE

MEDTRONIC (Large medical device company with ~\$30b revenues and ~\$120b market cap)

Minneapolis, MN

Summer Associate, Corporate Development

2016

- Negotiated \$40m supply agreement for a JV with India's largest private health system
- Built and owned valuation model for a mid-size acquisition to fill product gap in Medtronic's legacy-Covidien business
- Developed an acquisition-based strategy for Medtronic's entry into renal care services business in emerging markets
 - Participated in high-level management meetings, incl. with CEO, Omar Ishrak, to gain approval to implement this strategy

VENTUREAST VENTURE CAPITAL (Life sciences venture capital firm with ~\$300m AUM)

Hyderabad, India

Investment Analyst

2011-2015

- Developed investment thesis in healthcare diagnostics, waste management, digital health and telemedicine through detailed sector studies, generating ~70 of ~700 deals received each year
- Evaluated ~200 life sciences investment deals; conducted initial due diligence on ~40 deals, detailed due diligence on 10 deals; pitched four deals to investment committee
- Executed exit from biopharma company through sale of listed stock on NASDAQ; developed exit strategy weighing chances of drug failure; supervised summer intern on discovering share price trends for single product pharma companies in the aftermath of Phase III pivotal trial failure
- Executed profitable exit from biotech company through sale of listed stock on the Swiss Stock Exchange
 - Developed exit strategy; appointed and managed investment banker; prepared documentation
- Appointed investment banker to raise \$5m follow-on funding from strategic pharma investor for portfolio company with novel drug delivery mechanism to treat radiation therapy side effects in head and neck cancer patients
- Invested \$4m in world's first non-invasive diabetes diagnostics company
 - Studied diagnostics technology space through interactions with industry specialists
 - Mentored new Analyst in financial modeling and internet research
 - Conducted technical, financial and legal due diligence; negotiated investment terms
 - Recognized potential to enrich the Board with knowledge of local manufacturing processes; provided financial know-how and negotiation support to company to help raise additional \$1m from Indian angel investor
- Analyzed various financial projection scenarios for follow-on investment of \$2m in an enzymes manufacturer
- Devised leveraged expansion strategy for super-specialty clinic chain (portfolio company) to reduce funding requirement from \$30m to \$10m; prepared investment memorandum and financial model to raise \$10m from top healthcare investment fund

ADDITIONAL INFORMATION

- **Interests:** Exotic number series and their application in unsolved mathematical puzzles; Mountain hiking and camping
- Do not require visa sponsorship for work authorization in United States

HUDA ALMANASEER

2101 Chestnut St #723
Philadelphia, PA 19103
847-571-4380
halma@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA
2015-2017

- Awarded Joseph Wharton Fellowship and Healthcare Kaiser Fellowship in recognition of professional and academic achievements
- Member of Middle East & North Africa Club (President), Health Care Club, Wharton Charity Fashion Show, Wharton Women in Business, Digital Health Club, General Management Club
- Global Consulting Practicum: Developed recommendations for improving cancer treatment facilities in Ghana and Senegal
- GMAT: 750 (98th Percentile)

NORTHWESTERN UNIVERSITY

Bachelor of Arts in Psychology, Minor in Business Institutions, Certificate in Integrated Marketing

Evanston, IL
2007-2011

- Study Abroad at Arcadia Center for Hellenic, Mediterranean, and Balkan Studies (Athens, Greece)

EXPERIENCE

MCKINSEY & COMPANY

Summer Senior Implementation Coach

Chicago, IL
May-June 2016

- Developed benchmarking standards for adult and pediatric health quality metrics used in a value-based care program
- Created dashboard templates in Tableau Software used for calculating healthcare cost-savings based on quality improvements

NORTHWESTERN MEMORIAL HOSPITAL

Operations and Performance Analyst

Chicago, IL
2014-2015

- Led development of \$170M FY15 and \$190M FY16 Patient Care budgets and constructed dynamic staffing budget workbooks utilized by front-line managers to make daily nursing staffing decisions for inpatient units
- Managed Nurse and Technician staffing for 39 units / ~1000 FTEs and made hiring recommendations to Associate Chief Nurse based on analysis of volume fluctuations and turnover to ensure units are properly staffed and under budget
- Designed and launched pilot for an innovative RN float pool program that allocates nurses of each unit into a more flexible multi-specialty team

CANCER TREATMENT CENTERS OF AMERICA (CTCA)

Decision Support Analyst, Finance

Schaumburg, IL
2013-2014

- Created interactive departmental performance dashboards in Qlikview business intelligence tool for executive leadership, including a 5-hospital physician revenue dashboard
- Quantified financial impact of recent implementation of a surgery supplies project in conjunction with Revenue Cycle
- Developed utilization models, reimbursement trends, and denial rates for a set of genomic tests implemented to help mold a personalized treatment plan for patients

Management Fellowship Rotational Program

2011-2013

- Selected from 400 candidates for 6-person accelerated leadership development program consisting of rotations in core healthcare business functions across hospitals (Philadelphia, Phoenix, Atlanta, Chicago locations) and departments including CEO, Strategy, Operations, Business Development, Finance, and Talent
- Led executive strategy session to explore and concretize growth opportunities based on 5-year patient volume forecast model I established for the hospital
- Prepared final statements required to close books for physician group; Further built cost accounting system by assigning Relative Value Units (RVU) to new procedures

ADDITIONAL INFORMATION

- **Internships:** Marketing Research Assistant, Kellogg School of Management; AMA Foundation Intern, American Medical Association; Development Intern, Citizens United for Research in Epilepsy (CURE)
- **Languages:** Native speaker of Arabic, Conversational in Spanish
- **Technical Skills:** Qlikview Dashboard Modeling, Kronos Labor Analytics, Cognos Budgeting, Lawson Budgeting, AllScripts EPSi & AMPFM, MedAssets XDM Denial Management & CDM Master, Microsoft Products, SPSS, DonorPerfect
- **Interests:** Yoga and Wellness Club, Ski Club, Boxing Club, Traveling, Piano, Surfing

ELISE ARONSON

1900 Arch Street, Apt 1403 Philadelphia, PA 19103 | 610-348-6737 | earonson@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate, Majors in Organizational Effectiveness & Marketing

Philadelphia, PA
2015-2017

- *Leadership:* Vice President of Strategic Partnerships for Wharton Human Capital Club, Vice President of Operations & Marketing for Wharton General Management Club
- Selected as sole first-year MBA to represent Wharton at the National Academy of Human Resources Annual Event in NYC

COLGATE UNIVERSITY

Bachelor of Arts, Major in Political Science and Minor in Economics

Hamilton, NY
2007-2011

- Graduated Cum Laude with Honors in Political Science, Deans Award for Academic Excellence

EXPERIENCE

CAMPBELL SOUP COMPANY

Human Resources MBA Intern

Camden, NJ
Summer 2016

- Crafted strategic business solutions to address inefficiencies in organizational structure and gaps in talent management strategy
- Presented findings to senior HR leaders supported by external best practices and internal stakeholder analysis
- Proposed five key insights and recommendations to align KPIs to drive high performance and long-term business success
- Recommended three unique learning and development opportunities to engage and retain millennial employees while driving greater cross-functional collaboration
- Conducted change management analysis to gauge effectiveness of proposed solutions

WELL & LIGHTHOUSE – Digital Strategy & Political Consulting Agency

Digital Strategist

Washington, DC
2013-2015

Human Resource Management & Leadership

- Led the hiring process by reviewing resumes, conducting interviews, negotiating salaries, and clarifying job responsibilities
- Managed the professional development and workflow of digital production department consisting of four staffers

Communication & Cross-Functional Teamwork

- Supervised four cross-functional teams to stay on schedule, on budget, and produce deliverables that met client expectations
- Prepared external reports to present to clients with data-driven recommendations in order to strengthen strategies

Strategic Thinking & Analytical Skills

- Managed the campaign digital strategy for three U.S. Senators and high-profile Congresswoman
- Raised millions of dollars through direct marketing, paid persuasion ad campaigns, email list acquisition, campaign website development, and expansion of social network presence

GMMB – Advertising & Political Consulting Agency

Media Assistant

Washington, DC
2012-2013

- Co-managed six-person Congressional media-tracking team in collecting and synthesizing TV and radio campaign expenditures of competitors
- Assisted in media buying process for party committees and Obama for America campaign. Developed and executed media buy in California with a \$200,000 budget.

THE WHITE HOUSE

Presidential Personnel Intern

Washington, DC
2011

- Identified most qualified candidates for presidential appointments and conducted public record checks
- Reviewed resumes for inclusion on preliminary candidate slates and aided in conducting first round interviews

DEMOCRATIC SENATORIAL CAMPAIGN COMMITTEE, Digital Marketing Intern

COMCAST CORPORATION, Media Intern & Community Investment Intern

Washington, DC 2011
Philadelphia, PA 2008 & 2009

ADDITIONAL INFORMATION

- **Interests:** National Synchronized Skating Champion 2012, U.S. Figure Skating Gold Medalist 2005, Politics, Traveling
- **Technical Skills:** Social media management, basic HTML, Blue State Digital, WordPress, ActBlue, Strata, Tableau, Nexis

ALEXANDER "TOBY" AUWERTER

2027 Arch St. Apt 301 • Philadelphia, PA 19103 • (440) 781-6594 • auwerter@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Healthcare Management and Finance

2015-2017

- Awarded Kaiser Fellowship and H.O West Scholarship for exceptional professional, academic, and personal achievement
- President, Wharton Health Care Club: 200+ membership of healthcare professionals
- President, Penn Biotech Group: PBG is a student run strategic consulting organization serving clients in biotechnology and medical devices with 200+ members across PhD, Masters, and MD programs at UPenn
- Director (2016), Project Leader (2015), PBG: Led team of five PhD candidates to build industry overview of microbiome space and evaluate leading companies as PL; oversaw two projects and managed project leaders as Director
- Active member: PBG, WHCC, Executive Coaching and Feedback Program, Consulting club, Golf club, Brewmaster's Guild
- GMAT: 770 (99th percentile)

DUKE UNIVERSITY, PRATT SCHOOL OF ENGINEERING

Durham, NC

Bachelor of Science in Engineering; Major in Biomedical Engineering, Minor in Economics

2005 - 2009

- Cumulative GPA: 3.61; Dean's List 5 of 8 semesters; Study abroad at University of Queensland, Brisbane, Australia

EXPERIENCE

DELOITTE CONSULTING

Philadelphia, PA

Summer Associate

Summer 2016

- Managed the creation of a new, enterprise-wide R&D organization at a leading global biopharmaceutical company (market cap >\$150B) along with project leadership team; total value created by the project is estimated at over \$400M annually
- Led workstream to define vision for operating model, organization design, and guiding principles for new organization; final deliverable was approved by project Partner and Deloitte Life Sciences industry specialist
- Synthesized industry wide assessment of key capabilities, current strengths/weaknesses, and future trends for multiple functions within biopharma R&D based on interviews with subject matter experts and key project stakeholders; assessment allowed client to identify gaps b/w their R&D practices and industry best practices

JUVENTAS THERAPEUTICS

Cleveland, OH

Manager, Field Clinical Operations (2014-15) & Field Clinical Engineer (2012-14)

2012 - 2015

Juventas is a clinical stage, venture backed biotech company developing novel, non-viral gene therapies for the treatment of Heart Failure (HF), Peripheral Artery Disease (PAD), and Wound Healing

- Led clinical development activities including trial protocol and procedure design efforts for Phase II HF and PAD trials, including patient population selection and endpoint design
- Pioneered analytics system to track and project clinical trial enrollment and persuaded CEO to change enrollment strategy, cutting trial enrollment time by ~45%; system is now the backbone for Juventas' timelines and clinical development strategy
- Developed cost effectiveness model, pricing and evidence generation strategy, and reimbursement framework for JVS-100 gene therapy; CEO adopted each as primary plan for commercializing JVS-100
- Oversaw daily operations for national 20-center Phase II HF trials treating over 160 patients; managed physicians and clinical engineer team on first-in-man procedure delivering gene therapy to the heart
- Created and managed competitive intelligence program after approaching Senior VP of Business Development, leading weekly updates to educate executive team
- Led creation of 100-page core product development strategy document; now primary source for potential investors / partners
- Evaluated and created statistical analysis plans for two trials; provided primary data analysis for three Phase II trials

ST. JUDE MEDICAL

New York, NY

Senior Technical Service Specialist (2011-12), EP-TSS (2010-11), & EP Field Intern (2009-10)

2009 - 2012

- Increased St. Jude volume at NY Presbyterian Cornell from ~25 procedures/year to ~250/year. Boosted sales over 300% at account, making it 3rd largest account in NY. First to be awarded sales commission in training class of 24 hires
- Operated St. Jude's cardiac mapping system to support full range of cardiac ablation procedures daily; completed 18-month training on SJM's entire electrophysiology and cardiac rhythm management product lines in 15 months
- Awarded AMS Team Selling Award (2010), a company-wide, national sales award for exceptional account growth

ADDITIONAL EXPERIENCE

- **Community Involvement:** Founding member of Rainbow Babies and Children's Foundation Associate Board (2014-2015); Recruitment Campaign Co-Chair (2014) and Investment Team Leader (2013) for Social Venture Partners
- **Certifications:** International Board of Heart Rhythm Examiners Cardiac EP (2011) and Cardiac Devices (2011)
- **Interests:** Tennis (#1 singles player for national qualifying USTA 5.0 team, 2011), fitness, podcasts

SIMON BASSEYN

128 South 19th St. Apt. 4, Philadelphia, PA 19103 | 516-263-7686 | sbasseyn@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2015-2017**

- **Honors:** Kissick Scholarship - \$15,000 award to 1 student for likely future contribution to health care management; Kaiser Fellowship - \$10,000 award for exceptional professional, academic, and personal achievement
- **Leadership:** Teaching Assistant for undergraduate course on “Clinical Issues in Health Care Management”
- **GMAT:** 770 (99th percentile)

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Doctor of Medicine Candidate **2011-2017**

- **Honors:** Top of class - Honors in all preclinical courses and clerkships; McGraw-Hill/Lange 1st Year Medical Student Excellence Award - 1 of 2 out of class of 165; Academy Health Alice S. Hersh Scholarship - 1 of 2 graduate students nationwide; David B.P. Goodman Award for Meritorious Patient-Centered Research
- **Leadership:** Student representative to AAMC; Co-chair of Bioethics Club; Admissions Committee Interviewer
- **USMLE Step 1:** 269 (99th percentile); **MCAT:** 39T (99th percentile)

New York University **New York, NY**
Bachelor of Arts in Politics, minor in chemistry **2007-2011**

- Graduated Phi Beta Kappa, *summa cum laude*, and Dean’s List each semester. GPA 3.97/4.0
- EMT, responded to medical and trauma emergencies in New York, Israel, and the Gaza Strip

EXPERIENCE

SR ONE **Cambridge, MA**
Biotech Venture Capital Summer Associate **Summer 2016**

- Led and presented to entire partnership project evaluating company creation and investment opportunities in microglia and central nervous system diseases through primary expert interviews and secondary research
- Conducted competitive intelligence research and led strategic projects for portfolio companies in anti-bacterial and innate immune system-based oncology therapy spaces with combined Series A and B financings of >\$100M
- Screened incoming deal flow of >50 companies and conducted scientific due diligence on investment opportunities

LONGITUDE CAPITAL **Greenwich, CT (remote)**
MBA Consultant **January-May 2016**

- Led and presented to managing directors an overview of whole cell therapies in immuno-oncology (CAR-T, TCR, NK), including scientific, clinical, competitive, and investment landscapes, while sourcing 9 potential investment opportunities

MCKINSEY & COMPANY **Philadelphia, PA**
Summer Associate **Summer 2015**

- Analyzed physician performance on quality metrics and presented recommendations for passing thresholds to head of a public sector client with a \$20B budget for an innovative statewide value-based payment program
- Oversaw client’s progress in meeting federal government reporting requirements associated with a \$3MM innovation grant
- Led client workshop on use of a web-based analytics tool for post-engagement data analysis and decision support

UNIVERSITY OF PENNSYLVANIA, CENTER FOR EMERGENCY CARE POLICY AND RESEARCH **Philadelphia, PA**
Health Services Research Fellow **2014-2015**

- Co-developed methodology, interpreted data, and drafted manuscripts as lead or co-author of studies published in *New England Journal of Medicine*, *Medical Care*, and *Journal of General Internal Medicine*, investigating health policy issues related to Medicaid, access to primary care, patient-centered medical homes, and health care reform
- Coordinated \$25,000 University of Pennsylvania Transitions of Care grant, organized multiple interdisciplinary working groups, and led a conference which resulted in seed funding for 5 innovative solutions to transitions of care challenges

ADDITIONAL INFORMATION

Interests: Russian – fluent; Hebrew – conversational. Traveled to 30+ countries. Ran Bronx marathon. Played guitar x13 years.

RACHEL BELZER

858-922-2983 | Rachel.Belzer.wg17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- **Honors:** Awarded the Diane and Robert Levy Fellowship for outstanding academic and professional accomplishments; First year honors (top 20% of class)
- **Leadership:** Omnicom Fellow, Admissions Fellow, VP of Startup Weekend Health Philadelphia 2016 for Digital Health Club, VP of Communications for Wharton FC, P3 Facilitator
- **Active member:** Digital Health Club, Health Care Club, Tech Club, Wharton Football Club (FC), Wildmen Hockey, Wharton Latin American Student Association (WHALASA)

DUKE UNIVERSITY

Durham, NC

Bachelor of Science in Engineering; Major in Biomedical Engineering, Minor in Mathematics

2007-2011

- **Senior Design Project:** Designed and developed an assistive device to allow a client with Cerebral Palsy to play the guitar
- **Techtronics Booster Club, After-School Teacher:** Taught 16 middle school students engineering concepts through hands-on experiences (e.g., creating a circuit to amplify music from an iPod)
- **Sydney University, Semester Abroad Fall 2009:** Designed a prosthetic hip implant and business plan to bring to market
- Duke University Field Hockey (Vice President and Co-Captain) & Pi Beta Phi (Vice President of Fraternity Development)

EXPERIENCE

SEATTLE GENETICS

Seattle, WA

MBA Intern, Market Planning & Analytics

Summer 2016

- Developed and prioritized a lifecycle plan for a pipeline antibody drug conjugate (ADC) to capture over 100,000 new patients based on a quantitative analysis of commercial attractiveness and ease of development for 17 potential opportunities
- Presented recommendations to entire commercial organization including the EVP of Commercial and the VP of Marketing
- Built an automated P&L template to evaluate potential products to be developed internally or acquired externally

DELOITTE CONSULTING

Seattle, WA

Business Technology Analyst, Technology Practice

2011-2013

Consultant, Technology Practice

2013-2015

- Promoted from Business Technology Analyst (BTA) in 2013 with highest possible rating at year-end evaluation

Select Project Experience

Digital Strategy Consultant for a Consortium of three Credit Unions

- Coordinated and facilitated two-day ideation session with all three credit unions, producing over 150 new ideas for business and technology initiatives for mobile, web, and social channels
- Crafted three-year roadmap of digital initiatives, providing steps to implement and sequenced timelines

Digital Messaging Product Manager for a Pharmacy Client

- Constructed business case for moving customer communications from mailed letters to email, text, and IVR, decreasing mailing costs by \$1.2 million annually and improving customer experience
- Led project to create consistent order status messaging across web and email for mail order pharmacy, increasing customer awareness and decreasing calls to call center by over 7,000 calls per year

Intake Process Design Consultant for a Healthcare Provider Client

- Redesigned processes for intake of projects in the healthcare analytics group to efficiently manage project pipeline
- Created automated capacity reports that reduced weekly effort for capacity planning by 75%

Customer Master Data Analyst for a Life Sciences Client

- Developed customer data model, allowing client to master customer data for improved sales and marketing
- Delivered detailed implementation roadmap, including technical implementation strategy, data governance roll out plan, and overall key dates and milestones for the customer data management program

ADDITIONAL INFORMATION

- **Interests:** Playing Soccer (member of Deloitte USA Women's Soccer Team, gold medal at 2014 Deloitte Prague Cup), International Travel (33 countries and counting!), Seattle Seahawks Football (attended both 2015 playoff games in Seattle), California Burritos (especially from Roberto's in San Diego), Digital Health, Biotech
- **Languages:** Fluent in Spanish and Hebrew
- **Programming Languages:** MATLAB, R, and basic SQL and Javascript

CHRISTINE CASEY

1700 Walnut St Apt 9C Philadelphia, PA 19103
240-401-6281; chcasey@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Health Care Management Program

Philadelphia, PA
2015-2017

- Kaiser Fellowship and West Scholarship recipient
- 2015-2016 VP of Leadership Development, 2016-2017 Co-President, Wharton Women in Business
- 2016-2017 Venture Fellow, leading an outdoor expedition of peers to summit El Plomo, Andes Mountains

DUKE UNIVERSITY

Bachelor of Arts in Spanish and Latin American Studies, Certificate in Health Policy

Durham, NC
2006-2010

- Cumulative GPA: 3.6; Major GPA: 3.9, Dean's List: 2008 & 2009; ACC Honor Roll 2007-2009
- Duke Women's Lacrosse, 3 year varsity letter-winner and athletic scholarship recipient

EXPERIENCE

MCKINSEY & COMPANY

Summer Associate

Palo Alto, CA
Summer 2016

- Advised medical device manufacturer on integration strategy for new business unit.
- Evaluated market opportunity for hospital inventory management products.

KAISER PERMANENTE OF THE MID-ATLANTIC

Pre-MBA Intern, Strategy and Communications

Rockville, MD
Summer 2015

- Analyzed clinical and operational data to refine strategies to increase physician adoption of new telemedicine platform.
- Collaborated with community advisory board to develop strategy to recruit diverse patient participants for national bio bank.

AVALERE HEALTH

Senior Associate, Health Care Reform Practice

Washington, DC
2013-2015

- Tracked implementation of the Affordable Care Act and assessed impact on business strategy for pharmaceutical manufacturers, health plans, and provider clients. Leveraged research and data analysis to inform client advocacy strategy.
- Conducted risk and opportunity assessments to evaluate coverage and reimbursement of existing and new-to-market drugs.
- Built cost-calculator model and generated patient profiles to illustrate health care spending for patients in California health insurance exchange plans; report published by California Health Care Foundation.
- Selected as lead analyst to create content, including graphics and data analysis, for biweekly press releases featured in the New York Times, Wall Street Journal, Bloomberg, and health policy trade publications.
- Designed and led successful proposal to triple advisory services relationship with key life sciences client to \$300K.

THE ADVISORY BOARD COMPANY

Health Care Consultant, Performance Technologies

Senior Analyst, Research and Insights

Washington, DC
2010-2013

- Led 12 hospital and health system engagements worth \$1.5MM with Crimson Market Advantage. Scoped client strategy and refined priorities for physician outreach by identifying opportunities in key business segments.
- Secured \$350K of new revenue in one quarter as lead consultant on proof of concept contracts. Won executive support by identifying client needs and implementing pilot projects through intensive engagements.
- Retained \$175K in contract value by orchestrating prescriptive project plans to re-engage two at-risk clients. Identified and presented compelling opportunities to executive sponsors. Secured resources and support to continue contract and execute project plan to capture high-priority and profitable referrals.
- Leveraged physician productivity and referral data to develop primary care strategy for leading academic medical center to increase market footprint in three high-priority counties.
- Conducted 1 to 6 month research studies to surface opportunities in hospital payment and delivery reform. Worked in teams to distill research findings into educational, strategy-focused presentations for healthcare C-suite audiences.
- Led in-depth interviews with 40 hospital executives, including CEOs and physician leaders, to gather intelligence from diverse set of health systems and develop best-practice case studies.
- Promoted in role to Senior Research Analyst six months ahead of standard promotion cycle.

ADDITIONAL INFORMATION

- **Interests:** Hiking and trekking, teaching indoor cycling, and listening to and discovering new podcasts

UNSOI CHIO

2414A Filtler's Walk Philadelphia, PA 19103 • 646-286-6888 • uchio@wharton.upenn.edu

EDUCATION

THE LAW SCHOOL & THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Juris Doctor and Master of Business Administration Candidate; Major in Finance and Management

2014-2017

- GMAT: 750; Wharton First Year Honors; Wharton Director's List; Institute for Law & Economics Scholar
- **Leadership:** Nonprofit Board Fellow; Penn Law Entrepreneurship and Innovation Club - President; Wharton Community Consultants - Director of Client Development & Project Management; Wharton Asian American Association of MBAs - External Affairs Director; Wharton Small Business Development Center - Consultant; Venture Capital and the Finance of Innovation TA
- **Pro Bono Projects:** Penn Housing Rights Project (Co-Director); Custody and Support Assistance Clinic
- **Additional Involvement:** PE/VC Club; Penn Intellectual Property Group; Penn JD/MBA Student Association; Wildmen Hockey
- **Externships:** MoloLamken LLP (Spring 2016); Entrepreneurship Legal Clinic (Fall 2016)

CORNELL UNIVERSITY, COLLEGE OF ARTS AND SCIENCES

Ithaca, NY

Bachelor of Arts; Majors in Economics and East Asian Studies, Minor in Law and Society

2007-2011

- GPA: 3.81; Dean's List all semesters; Freeman Travel Award; Omicron Delta Epsilon
- Columbia Business Chinese Program at Shanghai JiaoTong University, Shanghai, China (Summer 2009)
- Intro to Computer Programming Teaching Assistant; Member of premier Cornell Ultimate Frisbee team

WORK EXPERIENCE

A.T. KEARNEY

New York, NY

Summer Associate

Summer 2016

- Developed a playbook for a \$1B consumer goods client to use as a guide for the integration of future acquisitions
- Designed the optimal operating model for consumer goods client to integrate its \$300M+ automotive goods acquisition
- Performed due diligence assessment of a target's current operations for a \$1.5B healthcare company

ZS ASSOCIATES

Princeton, NJ

Business Associate Consultant

2014

Business Associate

2011-2013

- Led five-associate teams in India and the United States through market research analytics to help \$35B global pharmaceutical company improve sales force effectiveness for oncology product and increase product revenue by 5%
- Managed FDA compliance study and ensured timely and accurate delivery of results while manager was on-leave
- Optimized sales force deployment and created millions in cost-savings for a \$3B pharmaceutical company through revenue analysis, demand forecasting, and the creation of a dynamic analysis tool
- Revamped the direct-to-consumer marketing messages for a \$2B revenue anticoagulant drug and improved drug awareness by 20% within six months
- Created internal data processing flowchart to reduce data processing time and costs by as much as \$50k per project
- Managed vendors across multiple therapeutic areas to streamline processes and generate quicker findings for the client
- Handpicked by managers to lead and coordinate market research training to increase market analytics capabilities of associates

THE NIELSEN COMPANY

New York, NY

Professional Services Intern

Summer 2010

- Identified revenue improvement opportunities for a \$112B financial services client through analysis of its credit card offerings

SHANGHAI QIANGSHENG CO. LTD (HOLDING COMPANY)

Shanghai, China

Intern Consultant

Summer 2009

- Created report on key performance indicators used by management to shape taxi business strategy during the 2010 World Expo

ADDITIONAL INFORMATION

LEADERSHIP & COMMUNITY

- *Trinity Wall Street (NYC church that provides community programming):* Tutored NYC high school students in math and reading
- *Princeton Community Park Elementary School:* Led afterschool math program
- *4Girls GLocal Leadership (nonprofit focused on empowering girls through leadership programs):* Created proposals for potential partnerships with the Nike Foundation and the Walmart Foundation
- *The Open Classroom (Hong Kong-based leadership development program):* Guided students through leadership simulations
- *Cornell Alumni Admissions Ambassador Network:* Interviewed and recommended prospective undergraduate students

LANGUAGES & SKILLS

- Proficient in Mandarin and Cantonese; Proficient in Microsoft Excel, Microsoft Access, and Java

INTERESTS

- Ultimate Frisbee (captain of NYC co-ed team, 2008-2010), basketball, fantasy sports, collecting video games, traveling

JASON DRESNER

1700 Chestnut Street • Philadelphia, PA 19103 • 631-334-1980 • dresnerj@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Entrepreneurship and Marketing & Operations

2015-2017

- Consultant for Small Business Development Center: Advised ice cream producer on wholesale distribution expansion strategy
- Leadership Fellow: Selected to provide leadership training and mentoring to incoming Wharton MBA Class of 2018
- Wharton Graduate Association: Organize experiential programs and lectures to develop classmates' leadership capabilities
- Co-President of Dealmakers Club; active member of Public Speaking, Food, and Hockey clubs; Patagonia Leadership Venture

TULANE UNIVERSITY

New Orleans, LA

Bachelor of Science in Management, summa cum laude, 3.85 GPA, Major in Finance

2004-2008

- Dean's List all semesters; awarded Tulane University Distinguished Scholar merit scholarship (2004-08); Beta Gamma Sigma business honor society; Omicron Delta Kappa ("ODK") national leadership honor society
- Referenced in *U.S. News & World Report* article about work as Equity Research Analyst at Burkenroad Reports
- Student Advisory Board member at Hillel, campus tour guide, and university representative at accepted student seminars

EXPERIENCE

COMCAST CORPORATION

Philadelphia, PA

Product Management MBA Intern – Xfinity Home

Summer 2016

- Evaluated expansion opportunity into a new \$1.5 billion industry vertical growing at 4.5% per year; constructed financial model and pitched opportunity to management; Company is moving forward with B2B pilot as test for further development
- Wrote Product team's section of a new product launch "playbook" and crafted related customer communication strategy; new product launch expected to increase system operational efficiency and improve customer usage and satisfaction

GRYPHON INVESTORS

San Francisco, CA

Private equity firm with over \$2 billion of managed capital focused on middle-market investments

Senior Associate

2013-2015

Associate

2011-2013

- Identified high-potential sector of interest and recommended that team proactively pursue investments in this area; team signed new platform investment in this sector (the industry group's first in three years) within six months of this endorsement
- Managed team's marketing and deal tracking and sourced opportunities through intermediary partner relationships
- Closed investment in Envision EMI, a student leadership conference provider
 - Performed due diligence on Company's operating and financial metrics and conducted expert calls to refine thesis
 - Guided management through strategy development process, including working with functional leaders and teams to identify strategic issues and create plans to improve performance; presented findings and implementation plans to board
- Co-led add-on acquisition efforts for Delta Career Education, a post-secondary, for-profit career school
 - Assessed add-on opportunities with Company management, drafted letters of intent, and planned diligence processes
 - Advised deal team to avoid unsatisfactory multi-million-dollar acquisition based on diligence and financial analysis
- Served as interim financial manager in Germany, beside EMEA CFO of SynteractHCR, a global contract research org.
 - Implemented monthly backlog reporting system and presented European cash management analysis to Company CFO

GOLDMAN, SACHS & CO.

San Francisco, CA

Investment Banking Analyst in West Coast Coverage Group

2010-2011

- Advised clients in consumer, healthcare, and energy industries on corporate finance strategy, M&A, and capital raising
- Taught valuation analysis training session for 20 new summer bankers and mentored interns throughout 10-week program
- Conducted merger analysis to determine expected financial and stock price impact of Align Technology's \$190 million acquisition of Cadent Holdings and presented recommendation to board of directors
- Prepared committee memoranda to seek underwriting approval for \$2.1 billion of bond offerings from Allergan and Amgen

PIPER JAFFRAY & CO.

San Francisco, CA

Investment Banking Analyst in Consumer Products and Retail Group

2008-2010

- Quantified operational and financial impact of improved service times at quick-serve chain Captain D's Seafood Kitchen to improve attractiveness in sale process, ultimately becoming part of acquirer Sun Capital Partners' investment thesis
- Built integrated financial model and drafted securities offering memorandum for an early stage consumer products company

ADDITIONAL INFORMATION

- **Languages:** Conversational French, beginner German (worked in Munich for one month)
- **Community Service:** Junior Achievement mentor (former); Goldman Sachs Community TeamWorks Volunteer (former)
- **Interests:** Music - amateur concert band performances at SF Symphony; cooking – new recipe every week; skiing, trivia

RAUL ESTRADA

42 South 15th St., Apt. 1305, Philadelphia, PA, 19102
Mobile: +1 (425) 442 2382 | Email: Raul.Estrada.WG17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate, Major in Health Care Management **2015-2017**

- First Year Honors, recipient of Kaiser Family Foundation Scholarship for professional and academic accomplishments
- Admissions Fellow, member of the Health Care Club, and board member of Wharton's Latin American Students Association
- Advisor for San Diego-based diagnostics start-up and winner of the JHU-Pfizer 2015 Case Competition

INSTITUTO TECNOLOGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY **Monterrey, MEX**
Bachelor of Science in Biotechnology Engineering, Major in Molecular Biology **2007-2011**

- G.P.A. 95/100, *summa cum laude*, Certificate in Research and Innovation (2011)
- Exchange program with the Faculty of Arts and Science at the University of Toronto (Aug-Dec 09)

EXPERIENCE

PALADINA HEALTH (subsidiary of DaVita Healthcare Partners) **Denver, CO**
Summer Associate, Redwoods Leadership Development Program **2016**

- Developed a predictive model to identify key drivers of enrollment across demographics, infrastructure, client engagement, and outreach strategy variables. Analyzed information for 97% of covered lives and develop recommendations to improve.
- Interviewed clients, patients, and top executives from four companies across the enterprise to identify needs and areas for improvement in enrollment process. Identified and prioritized 22 initiatives that became the team's strategic scorecard.
- Designed strategy and pilot for the launch of a recommendation program for the corporate and retail clients.

BAIN & COMPANY **Mexico City, MEX**
Senior Associate Consultant **2012-2015**

- Performed commercial due diligence on a leading Mexican biosimilars manufacturer, identifying potential current and pipeline product risks in the context of regulatory changes and competitive pressures in the industry. Developed financial model to estimate IRR from R&D spend under different cost scenarios.
- Developed integrated financial model to determine drivers of under-performance and impact of changing Bancassurance client's \$600M portfolio of life insurance policies. Benchmarked telemarketing operations and campaign design process, increasing sales effectiveness in this channel by 25%, and recommended new insurance product with multi-year coverage, resulting in ~US\$50M incremental revenue for the company.
- Performed financial due diligence and competitive analysis for US\$10B insurance client's acquisition of a US\$150M Latam assistance services company; identified NPV ~US\$50M in additional value for the acquisition.
- Developed organizational restructuring models and calculated HR costs in a post-merger integration of a US\$8B Mexican consumer goods company with a US\$40B global client. Used dynamic model to test personnel combinations vs costs and identify US\$150M in savings from the redesign.
- Identified 10+ operations performance improvement initiatives to reduce costs in a US\$400M Central American cement company. Conducted external benchmarking to identify and quantify the opportunities, and coordinated supply chain and operations teams from the client to implement these initiatives, which resulted in a 7% decrease in the company's total cost.

BILL & MELINDA GATES FOUNDATION **Seattle, WA**
Integrated Development Associate, Diagnostics, Global Health Initiative (Externship) **2014-2015**

- Led team of two program officers to conduct primary and secondary research to assess viability of funding a US\$500M project for multi-disease, point-of-care diagnostic tool for community health centers in sub-Saharan Africa.
- Interviewed infectious disease experts to pinpoint support needs and synergies, and prioritize investment areas for the Foundation's Diagnostics portfolio of investments. Identified top 8 diagnostic priorities, refocused \$15M of investments to develop products to serve these priorities.
- Created tool for the Foundation's Ebola emergency response team to assess capabilities of 30+ in-vitro diagnostic companies to respond to the Ebola crisis; selected 4 companies for funding of US\$6M to develop fast, accurate and cheap diagnostic tools to triage patients in the current Ebola epidemic in West Africa.

ADDITIONAL INFORMATION

- Native Spanish speaker, proficient in French
- Enthusiastic traveler with visits to 25 countries in 4 continents
- Passionate about new technologies, healthcare, social impact, soccer and boxing

BOBBY GIANCHANDANI

646-737-2022 | daveg@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Entrepreneurial Management 2015-2017
Master of International Studies Candidate; Focus in Latin America

TUFTS UNIVERSITY Medford, MA
Bachelor of Arts in Economics, cum laude 2004-2008

- Bachelor of Arts in Economics, cum laude
- Major (Economics) GPA: 3.6, Cumulative GPA: 3.5, Dean's List 6 semesters

EXPERIENCE

GENENTECH, INC. San Francisco, CA
MBA Intern, Perjeta Market Planning 2016

- Led project focused on understanding inefficiencies in physician referral dynamics for Perjeta in early breast cancer by managing vendor, conducting primary market research, and collaborating with internal stakeholders
- Presented findings to brand team, to assist in developing tactics to drive share of Perjeta, sales force strategy, and promotional materials

IMS CONSULTING GROUP New York, NY
Senior Consultant 2014-2015
Consultant 2011-2014
Analyst 2009-2011

Leadership and Teamwork

- Managed a total of 15 projects representing over \$3MM in revenue with teams of 2-8 internationally located consultants; presented findings and recommendations to clients, including director-level to CEO and Chairman
- Mentored and guided teams of 1-3 analysts, associate consultants and/or consultants per project; developed skills to position them favorably for promotion
- Headed internal "Community Service Initiative" through which I brought \$40,000 in funding to NYCares for donations and charity events, \$9,000 in donations to American Cancer Society, and multiple children's plays through Only Make Believe
- Directed IMSCG executives to deliver the IMSCG 2015 Market Access Conference, our most prominent thought-leadership effort consisting of 15 presentations; conference presentations immediately spurred new project opportunities
- Hired new administrative employee; strength of his work led to an unprecedented transfer to consulting staff

Select Project Work

- *US-based Biotech*: developed US pricing and access strategy for dual indication orphan drug. Worked directly with VP, CEO, and Chairman to optimize strategy before implementation
- *Multinational Pharma*: managed a team of 3 senior IMS experts to deliver a due diligence presentation informing the client on acquisition of mid-sized biotech; the clients decided not to acquire the biotech based on our analysis
- *Multinational Pharma*: created framework to define early access price for new oncology launches across key Western European countries; methodology has been adopted by client as a best-practice for defining early access prices
- *Multinational Pharma*: led project to define Latin American pricing and market access strategy for orphan oncology drug in Argentina, Brazil, Costa Rica, Dominican Republic, Guatemala, Mexico, and Panama; conducted and analyzed interviews across markets with payers and oncologists
- *Mexican Pharma Affiliate*: worked directly with Mexico General Manager to interview executives at major multinational pharma companies in Mexico to increase access to innovative medicines in public sector insurers. Project was presented to the Mexican Ministry of Health and was published in Milenio Diario, a national Mexican newspaper

Business Development

- Collaborated to develop 9 project-winning proposals, representing \$3MM in revenue, with geographic scope encompassing US, Canada, EU5, and Latin America
- Pioneered new primary market research model in Latin America, saving IMSCG >\$10K per project
- Spearheaded development of a \$200K LatAm proposal; \$210K of additional follow-on work was sold based on my relationship with the client and strength of first project
- Advanced Pricing and Market Access business and competency in Mexico City IMS office; worked with Analysts to Principals to teach new methodologies

NATHALIE HERMAN

201 S. 18th Street
Philadelphia, PA 19103
415-350-3341
naherman@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- Active member of Women in Business, Health Care, Digital Health, Consulting, Golf, and Ski Clubs
- Board Member, Health Care Club Social Media & Communications; Board Member, Consulting Club Member Education
- Awarded Kaiser Fellowship for exceptional professional, academic, and personal accomplishments

WELLESLEY COLLEGE

Wellesley, MA

Bachelor of Arts, Major in Economics and French

2007-2011

EXPERIENCE

LEK CONSULTING

Los Angeles, CA

Summer Consultant

Summer 2016

- Collaborated with blood-based cancer diagnostic company to develop short and long-term U.S. biopharmaceutical partnership strategy; identified and prioritized top biopharmaceuticals for \$100M+ collaboration; outlined diagnostic company value proposition and created pitch deck for discussion
- Performed due diligence on regulatory lab testing company with \$30M revenue; conducted 15-20 key opinion leader and customer interviews; identified and quantified five revenue and three cost-based synergies yielding an additional ~75% in revenue and ~10% in cost savings; developed purchase recommendation to support acquisition

THE AMUNDSEN GROUP, AN IMS HEALTH COMPANY

San Francisco, CA/Boston, MA

Formerly The Amundsen Group, Inc.

Consultant

2013-2015

Associate Consultant

2011-2013

- Collaborated with top 10 large pharmaceutical companies to develop and implement revenue maximizing strategies by quantifying patient and/or payer behavior at a wide range of price points in specific disease areas
- Designed physician and payer market research surveys and interview guides to understand physician prescribing and payer coverage for pre-launch high cost specialty drugs; conducted physician and payer interviews; synthesized and extracted insights from research data; developed optimal launch strategies based on healthcare market landscape
- Led client team with yearly revenue of \$1M through data transition during the IMS Health acquisition, contributing to key internal Amundsen data analytics IP
- Collaborated with project teams of two to six people to build Excel models forecasting net revenue and market share for clients to understand the driving factors of brand growth
- Delivered client site presentations outlining optimal launch strategies, contracting recommendations between the drug manufacturer and payers, and patent loss trajectories
- Managed one to three analysts and led project work streams; mentored and developed junior associates' analytical skill sets by developing a standard training module for on-boarding new hires detailing to use of internal and external data sources

ADDITIONAL INFORMATION

Languages: Fluent in Czech and French

Positions: Wellesley College Alumni Interviewer, Wellesley College Club of Northern California

Software: SQL, Tableau, VBA, SAS, Tactician

Interests: Coding, tennis, yoga, food and wine documentaries, Nora Ephron movies

KUNAL KANDIMALLA

225 South 18th Street #705, Philadelphia, PA 19103 | (817) 845-3965 | KunalK@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management, Finance & Management

2015-2017

- Received Herman O. West and Wharton Fellowships for leadership, professional achievement and academic excellence
- GMAT: 750 (98th percentile)
- Second place in Janssen Pharmaceuticals Case Competition; teaching assistant for Health Services Systems course
- Active in the Healthcare Club, Digital Health Club, Private Equity & Venture Capital Club and Wharton Ice Hockey
- Served on a six-student team advising Docent Health, a venture-backed company offering a technology and services solution to increase hospital patient satisfaction, on defining and modeling patient lifetime value

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Arts in Economics; Minor in Health Care Management & Biological Basis of Behavior

2006-2010

- Graduated with both departmental Honors in Economics and Latin Honors
- Leadership roles in multiple organizations focused on education and mentorship

EXPERIENCE

NOVARTIS PHARMACEUTICALS

Basel, Switzerland

Intern, Corporate Strategy, a four-person team reporting to CEO of \$200Bn global pharmaceutical company

Summer 2016

- Drove analyses and presentation creation for company-wide 5-year strategic planning process for Executive Team offsite
- Helped with operational framework for novel managed care business that uses digital health technologies to manage enrollees
- Conducted competitor benchmarking and drafted a memo for CEO on competitor digital health strategies to support investment

AGIOS PHARMACEUTICALS, a public pharmaceutical company focused on oncology and rare diseases

Cambridge, MA

Manager, Business Development & Operations

2014-2015

Analyst, Business Development & Operations

2014

- Led sourcing and evaluation for product acquisition and collaboration opportunities; prioritized and presented assessments to R&D leadership; efforts led to multiple deal discussions with potential partners
- Conducted financial, commercial and scientific due diligence to support existing development programs and propose new drug targets; presented assessments that led to internal investment in 2 new rare disease programs
- Drove broad business analyses for several corporate development initiatives as requested by Executive Team and BOD

Selected Projects:

- Performed financial and comparable analyses during deal negotiations with Celgene to support contract terms for \$1Bn drug
- Assisted in drafting buy-side business development strategy for BOD and facilitated consensus among company leadership
- Worked with senior leadership to create co-promotion models and partnering scenarios for pipeline oncology franchise
- Provided project management and analytical support in evaluating partnering options for ex-US launch of rare disease drug

PUTNAM ASSOCIATES, a healthcare strategy consulting firm serving global top 10 pharmaceutical clients

Boston, MA

Consultant

2014

Analyst, Associate & Senior Associate Consultant

2010-2013

- Completed over 25 projects, including revenue forecasting, market and opportunity analysis, brand positioning and growth strategy, pricing and market access strategy, product development, patent loss brand retention and sales force optimization
- Led teams of 2-3, oversaw day-to-day project management, managed client requests and presented deliverables

Selected Projects:

- Led strategic forecasting efforts as client contact for blockbuster cardiovascular product across US, EU and Asia-Pacific markets
- Led team in conducting longitudinal quantitative physician research for \$5Bn oncology franchise across US and EU5
- Devised novel brand positioning and health insurance strategy to increase patients by 30% for \$1Bn arthritis franchise
- Established robust framework to generate and screen 14 multiple sclerosis clinical trial designs, 2 of which client pursued
- Developed patient flow revenue models of lung and prostate cancer markets to inform go/no-go clinical trial decisions

ADDITIONAL INFORMATION

- **Community:** Member of Board of Directors of English at Large (2014-2015), a nonprofit that provides free English lessons to immigrants and refugees in 21 Boston area communities; Volunteer Nonprofit Consultant at Pivot Consulting (2014-2015); mentor to underprivileged young adults through Year Up (2014-2015)
- **Languages:** Native speaker of English; conversational Telugu; basic Spanish
- **Interests:** International cuisine; amateur photography; travel

GYAN KAPUR

30 Elm Road, Princeton, NJ 08540
609-933-8193; gkapur@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Finance and Entrepreneurial Management

2015-2017

- Coursework: Venture Capital, Economics of Healthcare Services Delivery, E-Health, Healthcare Entrepreneurship.
- In-semester intern at DreamIt Health; Startup Bootcamp Digital Health Venture Fellow.
- Spring 2016 directors list (top 10%); first year honors (top 20%); Semester in San Francisco.

New York, NY

COLUMBIA UNIVERSITY

2005-2009

Bachelor of Arts; Major in Mathematics and Economics

- GPA 3.75. Double major in Economics and Mathematics, with a focus on abstract mathematics.
- Took graduate-level coursework in abstract mathematics. Sole undergraduate to take PHD coursework in the finance department (Econometrics, Time Series Econometrics, Finance Theory.).

EXPERIENCE

MILESTONE VENTURE PARTNERS

New York, NY

Associate Intern, Healthcare IT/Services Venture

Summer 2016

- Intern for \$125mm venture firm, investing out of recently raised \$25mm fund dedicated to healthcare IT and services.
- Responsible for due diligence on a chronic care management opportunity and a post acute care solutions company.
- Sourced potential investment opportunities, including post acute care solutions and connectivity provider, company focusing on precision dosing for narrow therapeutic window drugs, and major broker for exchange that is expanding lines of business.
- Significantly involved in oversight and relationship management of a managed cloud service provider portfolio company.
- Access to all aspects of investment process, including diligence, board discussions, follow-on funding decisions, portfolio oversight, deal sourcing, and deal selection.

GATHER HEALTH

Beijing, China

Senior Business Analyst and Member, Management Team

2014-2015

- Healthcare-technology startup with platform for doctor-patient interaction and adherence monitoring for chronic disease.
- Lead development process of Gather platform. Manage the interaction between product and development teams, including the progress of individual developers, and work to prioritize features in context of business needs.
- Own financial analysis of business case for Gather based on projected staffing, customer acquisition, and customer pricing in each center. With rest of management team, decide on appropriate staffing, customer acquisition, and service models given cost limitations, customer acquisition targets, and revenue targets based on business unit, retention, revenue, and cost models.
- After Gather had issues setting up legal entities in India and Hong Kong, took responsibility for operational concerns. Set up legal entities, bank accounts, HR, and interacted with operations in Hong Kong, India, and the United States.

CITIGROUP

New York, NY

FX Options Trader

2009-2013

- New York dealer for 30+ million revenue commodity currency vanilla and exotic trading book. After one year, promoted to co-book runner globally. Market made large option requests (500 mm+) and managed analysts and overall risk position. Implemented procedures for sanity checking prices on at the money options on crosses and relative value assessment.
- New York dealer and second most senior member of 50+ million revenue structured products (tarns, monte carlo python structured products) simultaneous to commodity currency work. Priced and executed without supervision multiple 1mm USD profit deals with Corporate clients, worth roughly 10mm USD/year as well as managing risk positions during NY hours.
- Previously managed electronic options market making business. After addition to business took the electronic market making business from consistently losing 1.2mm USD to making > 1mm USD.
- Initially New York dealer for multi-currency exotics. Instrumental in re-evaluating hedging for leveraged products and taking business from -30mm in revenue to flat to 4mm in revenue.
- Consistently profitable segregated relative value book exploiting relative value opportunities in the options market.

ADDITIONAL INFORMATION

- **Interests:** Enjoy mountaineering. Spent 3 months climbing mountains between time at Citigroup and Gather.
- **Programming:** Proficient in Perl and VBA. Working knowledge of Python and C++.
- **Languages:** Ability to understand and communicate Spanish.
- **Angel Investing:** Optimus Outcomes (autism), Vizi Health Solutions (post-acute), Massive Bio (precision oncology).

GRANT KIEFFER

2101 Chestnut St. Unit 215, Philadelphia, PA 19103 ▪ (610) 721-3284 ▪ gkieffer@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Finance and Strategic Management

2015-2017

- First Year Honors (Top 20%), Dean's List Spring 2016 (Top 10%), GMAT: 750
- Non-Profit Board Executive Committee Fellow, Ethics Committee Member, Wharton Undergraduate Mentor (GUIDE), Executive Coaching Program participant, Patagonia Leadership Venture participant

QUESTROM SCHOOL OF BUSINESS, BOSTON UNIVERSITY

Boston, MA

Bachelor of Science in Business Administration; Majors in Marketing and Operations Management

2007-2011

- Graduated cum laude, Minors in Economics and Advertising
- Served 2009-2011 as Men's Club Lacrosse Secretary, Club Sports Council

EXPERIENCE

COMCAST CORPORATION

Philadelphia, PA

Xfinity Internet Strategy Analyst

Summer 2016

- Conducted in-depth analysis and modeling of new wireless internet business models to evaluate threats and opportunities to the high speed data service offerings leading to substantial firm research investment
- Examined extensive secondary research of millimeter wave transmission and associated technologies to inform key modeling assumptions for fixed wireless, mobile, and Internet of Things (IoT) deployments
- Developed comprehensive use and business cases for more cost efficient delivery of last mile internet services and into multi-dwelling unit buildings resulting in pilot study

ACCENTURE

Boston, MA

Management Consultant

2011-2015

Strategic Thinking and Analytical Skills

- Built return on investment business case for rationalization of company, educator, and government investment in strategic talent pipelines for implementation in pilot projects
- Constructed how-to guides and toolkits for 6 talent pipeline implementation strategies to assist client pilot implementations
- Standardized divergent budgeting practices across capital spending agencies through formalization of new capital budgeting proposal, review, and management processes cutting down required financial staff hours by 40%
- Created detailed opportunities, recommendations, and roadmaps to move region towards a high performing STEM environment customized for a variety of stakeholders including K-12 systems, post-secondary educators, businesses and workforce development agencies

Research and Insights

- Identified and researched talent pipeline systems in practice, led interviews to develop and subsequently write case studies for feature in client white papers
- Led targeted interviews with dozens of stakeholders across sectors to develop deep understanding of region's STEM talent issues leading to comprehensive report
- Steered Joint Application Design (JAD) sessions with stakeholders across the enterprise to gather data requirements, establish process definitions, and define reporting capabilities for Oracle Hyperion enterprise capital budgeting system
- Reviewed broad workforce development academic research for leverage in client engagements, market entry, and proposals

Leadership and Teamwork

- Directed team in complex public budget analysis to link performance measures with funding and Administration priorities
- Coordinated analyst review of client stakeholder feedback for insight identification from series of national roundtables
- Managed shift to program budgeting through multiple communication channels, staff training, and pilot design
- Co-authored responses to multiple client opportunities including requests for proposal, information, and quotes

ADDITIONAL INFORMATION

KIEFFER'S APPLIANCES (Lansdale, PA)

- Steered creation and execution of numerous advertising and marketing campaigns to drive store visits and web traffic for 4th generation family retail business selling luxury appliances direct to consumers and businesses
- Designed core business processes and IT applications for operations and sales organizational functions
- Facilitated annual strategic planning meetings across sales, marketing, operations, and finance functions
- **Certification:** Six Sigma Greenbelt
- **Interests:** Pasta making, Hiking with my dog, Drumming to funk music, Playing lacrosse/squash

AARON KORNETZKE

2101 Market St, Unit 1203
Philadelphia, PA 19103
608-669-3556
kora@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management and Marketing

2015-2017

- Commercialization Acceleration Program – Consultant: Consultant for early stage (pre-seed) life science companies
- Authors@Wharton – Student Committee: Plan and manage speaker events featuring world-class authors; 100's of attendees
- Wharton Digital Health Club – VP of Finance: Manage all financial related matters for the club
- Wharton Health Care Business Conference – Marketing Committee: Developed and led the conference's digital strategy
- GUIDE Mentorship Program – Mentor: Mentor for Wharton undergraduate student during the fall and spring semesters

UNIVERSITY OF WISCONSIN – MADISON

Madison, WI

Bachelor of Business Administration, Major in Finance

2007-2011

- Class Rank: 9/585, GPA: 3.9/4.0
- Society of Personal Investments – President: Led the University's largest personal finance student org (~80 members)
- Wisconsin School of Business Quiz Team – Captain: 2nd Place, 2008 Fisher College of Business Biz Quiz Competition

EXPERIENCE

DOXIMITY

San Francisco, CA

MBA Intern – Business Development

2016

- Sourced 3 high-value partnership targets that are now in advanced stage talks. Recommended pursuit of 12 additional targets.
- Developed and recommended a user growth strategy that was well received by senior management and will influence the company's growth strategy. Also developed a framework through which future user growth opportunities can be evaluated.
- Led the strategic assessment of Doximity's API partnership opportunities, resulting in 6 new API partnerships
- Assessed the company's top business development opportunities via market landscaping/sizing as well as competitive analysis which helped senior management to set the strategic priorities for the upcoming quarters

PROCTER & GAMBLE

Cincinnati, OH

Financial Analyst – Corporate Strategy

2013-2015

- Influenced P&G's strategic direction by creating over 25 actionable analyses for senior management, including the CEO, CFO, CMO, Board of Directors and business unit Presidents
- Led P&G's central competitive intelligence operations in close collaboration with 16 business units and 5 regions
- Conducted industry analyses that aided senior management in their decisions to hold or divest each of P&G's businesses
- Created 5 new analytical capabilities including a detailed benchmarking analysis of competitor restructuring programs that helped the CFO improve P&G's own \$10B restructuring plan
- Drove significant productivity gains by centralizing and scaling key pieces of work within the Corporate Strategy team, enabling headcount to be reduced by ~15%

Financial Analyst – Global Business Services

2011-2013

- Led financial analysis and strategy for a cross-functional team in negotiations with 3 IT partners, resulting in the establishment of a new IT infrastructure and service partnership for P&G, valued at \$75M+ over 5 years
- Designed and implemented all financial models and work processes necessary to execute a new application development partnership with Infosys, valued at \$10M+ per year
- Performed financial analysis in support of contract negotiations with IBM, P&G's largest HR services provider with \$200M+ spend over 5 years, leading to a contract renewal worth \$40M+ in savings over 5 years

ADDITIONAL INFORMATION

- **Positions:** President – Wisconsin Alumni Association, Cincinnati Chapter, 2012-2015: Led Cincinnati's University of Wisconsin alumni group of ~1,300 (130 active members). Redesigned Board of Directors structure, generating higher engagement and project ownership. Developed a chapter mission and strategy. Instituted the first volunteering initiative.
- **Community Involvement:** Junior Achievement, Leukemia & Lymphoma Society, American Cancer Society
- **Interests:** Wakeboarding, Surfing, Snowboarding, High Stakes Poker, Soccer, Running, Reading, Guitar

CINDY X. LI

2021 Chestnut Street, Apt 204
Philadelphia, PA 19103
916-612-1414
lixiangm@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Finance

2015-2017

- Awarded Joseph Wharton Fellowship (\$32,000) for academic years 2015-2017
- Conference Director of the Wharton Technology Conference, Member of Wharton's Technology Club, General Management Club, Wine Club Board Member, Fight Night Committee Finance Director

UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

Bachelor of Arts in Economics and Chinese Language, Cumulative GPA: 3.8

2008-2012

- President of Beta Alpha Psi Professional Business Fraternity (2011); Research assistant for the APEC Study Center and Business & Politics Journal (2011-2012); Member of Case Competition Team (2011)

EXPERIENCE

ALCOA

New York, NY

Corporate Development Intern

Summer 2016

- Developed new terms proposal and financial model for negotiation of a strategic partnership for refinery and hydro assets
- Evaluated 3D printing industry trends, value chain and potential targets and presented investment thesis to Alcoa Ventures
- Collaborated with business units to create new aerospace inorganic growth strategy for value-added business post separation

MORGAN STANLEY

Hong Kong, SAR

Investment Banking Analyst (Industrials, China Coverage)

2012-2015

Summer Analyst (M&A)

Summer 2011

Strategic and Financial Analysis

- Participated in Jintian Pharma US\$185MM IPO, CAR US\$538MM IPO, China XLX Fertiliser RMB250MM bond issuance
- Performed valuation analysis, including discounted cash flow, leveraged buyout and comparable company analysis
- Developed full financial model based on operating metrics, cost breakdown analysis, debt schedule and capex projections
- Participated in drafting key prospectus sections including Strengths & Strategies, Company Overview and Industry Overview based on financial analysis and ongoing discussion with the client, legal, accounting and industry consultant teams
- Performed benchmarking analysis of firm strategy, profit margins and growth rates and cost breakdown to address key investor concerns regarding growth sustainability and outlook for Analyst Presentation and investor meeting materials
- Prepared briefing materials for client board of directors on transaction rationale and key terms for a potential M&A
- Assisted Morgan Stanley APAC CEO and investment banking heads on strategy review and business planning, including identifying market trends, analyzing China investment banking client segmentation, and competitive benchmarking

Cross-Functional Teamwork and Leadership

- Executed 5 completed deals, totaling US\$5.46 billion and numerous potential equity, debt and M&A transactions
- Lead coordinator on 60 member transaction teams, comprised of client, bankers, lawyers, consultants and accountants

Marketing and Client Relationship Management

- Initiated relationship and acted as key contact for two potential clients considering offshore debt and M&A opportunities
- Engaged in regular dialogue with Chief Executive Officers and Chief Financial Officers of clients throughout deal execution
- Collaborated with company finance and operations teams to best present business in investor presentation materials
- Coordinated investor due diligence process by organizing and answering questions on client's operations and industry

ADDITIONAL INFORMATION

- **Interests:** Skiing (14+ years), boxing (4 years, won amateur fight), horseback riding
- **Positions:** Morgan Stanley Analyst Council Community Service Chair and CSR Strategy Consulting Team Director (2015); Internships at International Mining Machinery (Beijing, 2010) and China Investment Corporation (Beijing, 2011)
- **Languages:** Mandarin Chinese (native)
- **Technical Skills:** Financial analysis tools, basic SQL

ANNA LIU

2040 Market St., Apt. 321, Philadelphia, PA 19103 | anna.liu.wg17@wharton.upenn.edu | (609) 577-9913

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Entrepreneurial Management

2015 – 2017

- *GMAT*: 760 (99th percentile)
- *Leadership*: Entrepreneurship Club (Co-Director, 2015-16; VP, 2016-17); Wharton International Volunteer Program (Co-Director, 2015-16; Project Team Member, May 2016); Nonprofit Board Fellow at Kimmel Center (2016-17); Teaching Assistant for MGMT766: Family Enterprise Management (Fall 2016)
- *Research*: Research assistant for Prof. Stephen Sammut on “Neat, plausible, and wrong: why the focus on intellectual property fails to address the complexities of medicinal access in India” (released June 2016)
- *Other*: Wharton Writing Challenge finalist (2015-16)

PRINCETON UNIVERSITY

Princeton, NJ

Bachelor of Arts, Economics; Certificate in Finance; Certificate in Materials Science and Engineering

2007 – 2011

- Co-Founder and Editor-in-Chief of *Princeton Asia Review* (magazine on economic, political, and cultural issues in Asia)
- Healthy Minds Peer Adviser: Publicized health center resources and discussed mental health issues with students

EXPERIENCE

PATH

Seattle, WA

Summer Intern, Nutrition Innovation

Summer 2016

- Researched emerging technologies such as 3-D printing, autonomous agents, gene editing, and Internet of Things, explored applications to nutrition and global health, and presented to leadership and general employee audience
- Created proposal for livestock vaccine funding mechanism to address micronutrient deficiencies
- Interviewed stakeholders in strategy and commercialization to formulate recommendations on optimal organizational structure and practices to nurture innovative ideas

ACCENTURE

New York, NY

Consultant

2014 – 2015

Analyst

2011 – 2014

- Received highest category rating in peer group for 2013 and 2014 (rating of 2014 was as new consultant among senior peers)

Sales compensation operations and enhancement – global top 5 pharmaceutical company

- Managed six business units with unique bonus calculation rules, proactively planned integration of business units from an acquisition, and designed templates in Excel resulting in 90% decrease in time spent calculating bonus payments
- Collaborated with developers to create reports indicating sales performance by territory, led client meetings to understand changes in plan structure, and managed offshore team member to shorten report timelines
- Investigated data issues using SQL, reducing potential for errors in thousands of field sales bonus payments

Marketing forecasting/budgeting – leading financial services and payments company

- Rebuilt and continually enhanced primary reporting and analytics dashboard in Excel and VBA for use by hundreds of credit card marketing employees to monitor relevant indicators and inform marketing campaign decisions
- Managed team member to build five templates using VBA macros to automate report generation, saving time in completing weekly and monthly deliverables going to SVP- and President-level client leadership
- Monitored workflow and managed daily client communications to ensure project met key deadlines

Select internal projects

- Participated in nonprofit consulting assignments, such as exploring mobile solution to product distribution in rural areas
- Coordinated learning sessions and community service events for Accenture employees on client accounts and in local office

INFINOVA

Monmouth Junction, NJ, and Shenzhen, China

Intern

Summers 2007 – 2011, 2015

- Rotated among functional departments; assembled surveillance cameras, researched M&A target companies and presented assessments to business development team, and served as point of contact for external consultants evaluating global strategy

ADDITIONAL INFORMATION

Community: *Leadership Committee*, All Stars Project (2013 – 2015); *Service Corps Team Member and Mentor*, Net Impact (2014 – 2015); *Alumni Interviewer*, Princeton University (2011 – present)

Interests: Rock climbing (belay certified), running, journaling, piano (20 years), acting (cast member in Wharton’s annual play)

Languages: Chinese (proficient), Spanish (basic)

Skills: VBA (proficient), SQL (basic), Java (basic), Stata (basic)

DIVYA VIJAY MENON

2116 Chestnut Street, Apt 1203, Philadelphia, PA 19103
divmenon@wharton.upenn.edu, +12679801018

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate

Expected Graduation: 2017

- *GMAT*: 760/800 (99 percentile)
- *Scholarships/Academic Honors*: Awarded merit-based Wharton Fellowship; Ranked on Fall 2015 Directors List (top 10% of class)
- *Activities*: Non Profit Board Fellow (2016 - 2017); Co-chair, Wharton India Economic Forum (2016 - 2017); Omnicom Fellow (2016 - 2017); Board Member, Family Business Club (2015 - present); Social Lead, Cluster Council (2015 - present); Sponsorship Team Member, Wharton India Economic Forum (2015 - 2016); Participant, Tall Ships Leadership Venture, New Zealand (Winter 2015)

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Biotechnology

2009 – 2011

- *GPA*: 3.62/4.0
- *Work experience*: Research Assistant – Environmental and translational medicine; Consultant, Penn Biotech Group
- *Activities*: Vice Chair International Affairs, Graduate and Professional Student Assembly (2010 - 2011), Member, International Student Advisory Board (2010 - 2011)

INSTITUTE OF CHEMICAL TECHNOLOGY (Formerly UDCT)

Mumbai, India

Bachelors of Technology in Pharmaceutical Chemistry and Technology

2005 – 2009

- *Academics*: 75.45% (First Class with Distinction)
- *Awards and Honors*: Golden Jubilee Best Student Award (2009), Best Student from the penultimate year (2008), Sir Ratan Tata Trust Scholarship (2007), Departmental Merit Prize (2006), Ranked 15th among ~100K students on 12th grade divisional merit list (2005)
- *Activities*: First lady General Secretary, Student Council (2007 - 2008); Member, badminton team (2005 - 2009)

EXPERIENCE

SEALINK CAPITAL PARTNERS (*\$150M fund set up by ex-KKR India Private Equity Head. Fund signed first deal in Aug, 2016*)

Mumbai, India

Sumer Intern, Private Equity

Summer 2016

- Developed an investment thesis on the Engineering Services space including traditional and high-tech verticals through developing a network of experts across different sub-sectors and in-depth profiling of companies in the sector
- Sourced three \$20M+ deals in Engineering R&D space through networking and conferences; one deal in advanced discussions
- Assisted the team in evaluating six potential investments across automotive, healthcare and CPG sectors. My role included:
 - Assessing attractiveness by initial screening based on growth expectation and comparable analysis
 - Conducting diligence through interaction with C-level executives and site visits

CREDIT SUISSE

Mumbai, India

Intern, Equity Research

Summer 2015

- Worked with the automotive and pharmaceutical sector teams on independent research projects to analyze mergers & acquisitions

MENON AND MENON LTD

Kolhapur, India

India's first QS 9000 certified manufacturer of grey iron automotive engine components. Family enterprise with 1300 employees, established in 1954. Firm identified as a future business leader by Economic Times. Listed among Inc 500's fastest growing Indian companies

Assistant Manager, People Practices

2014 - 2015

- Led a team of nine department heads in developing the company's five-year strategy for 3x growth, aligned departmental business plans with organizational goals
- Spearheaded development of robust skills-based succession plan including retirements and cross-functional training for 235 workmen
- Led expansion of the workmen family development initiative across 400 workmen families; initiative received award from regional healthcare council for workmen de-addiction

Trainee Engineer

2013 - 2014

- Served as the first woman to work on the foundry and machine shop floor; completed functional rotations through all departments
- Member of 5-person team that set-up a \$20M greenfield foundry; deemed fastest global installation and Indian benchmark lean foundry
- Managed a 28-person foundry continuous improvement initiative to improve contribution; achieved contribution improvement of 4% by systematically reducing system inefficiencies and improving processes
- Initiated and led a workmen family development pilot consisting of workmen de-addiction, family health and children's confidence-building programs; initiative contributed to Aon Hewitt ranking company first among Mahindra's regional suppliers for people practices

NAVIGANT CONSULTING

Princeton, NJ

Consultant, Life Sciences

2011 - 2013

- Provided project management support for the pharmacovigilance reform initiative of a global pharmaceutical company –tracked global work stream activities and converged 11 disparate regional systems into one global system for tracking clinical trials; original 3-month assignment was extended 3x at client's request
- Developed a rare disease commercialization model which formed the base for organization's further work in rare diseases; trained four junior resources to expand use of model
- Conducted opportunity and market assessments, marketing workshops, strategic roadmaps for pharmaceutical clients
- Created business development material which became the basis for preferred vendor proposals and marketing material

ADDITIONAL INFORMATION

- **Interests**: Traveled to over 20 countries; Enjoy trying different cuisines and baking; Experiencing new adventure sports
- **Activities**: Penn alumni interviewer for undergraduate admissions (term: 2013 - present); Executive council member of UDCT Alumni Association regional chapter (term: 2014-2016); Pro-bono consulting for a charitable hospital

PAUL MOSS

301 S. 19th St.
Philadelphia, PA 19103
206-369-2345
paulmoss@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Finance 2015-2017
Master of International Studies Candidate; Focus in East Asian Studies

- Merit-based fellowship recipient
- General Management Club, Investment Management Club, Comedy Club, Basketball Club, Flag Football (2x Captain)
- Relevant Coursework: Corporate Finance, Managerial Economics, Macroeconomics, Teamwork & Leadership
- Participated in summer language training in Japan; conducted numerous informational interviews with Japanese executives

BRIGHAM YOUNG UNIVERSITY Provo, UT
Bachelor of Science; Major in Psychology, Minor in Business Strategy 2009-2012

- Graduate with Honors, *cum laude*
- Consulting Club President, Japanese Club Vice President, 4x intramural sports Captain, full tuition scholarship recipient
- Selected for Marriott School's competitive Strategy Program, engaged in 4-month strategy consulting externship

EXPERIENCE

SAMSUNG ELECTRONICS Seoul, Korea
Associate, Global Strategy Group 2016

- Assessed growth opportunities for \$15B US TV market and prioritized strategic levers for upper level management
- Built financial model to assess size and trajectory of US TV market by channel; uncovered opportunity to recover \$800M in anticipated revenue loss by 2020 and presented findings to senior management
- Awarded exceptional performance reviews from management; received offer to return full time

DELOITTE CONSULTING Seattle, WA
Consultant, Strategy & Operations 2012-2015

- Former Business Analyst promoted in 2014; consistently given top-performance ratings for client work
- Selected for international deployment, lived in Tokyo for 4 months and traveled to Japan multiple times in 2013 and 2014
- Built financial model to analyze client's payment structure with suppliers realizing \$400K in annual working capital benefit; received praise from CFO for identifying tangible increase in shareholder value
- Directed finance process documentation effort across US, Europe, and Asia offices for global technology client in preparation for shared services outsourcing; received highest possible performance rating from Deloitte leadership
- Led global team of 6 resources, working closely with clients from Italy, China, Japan, Russia, and India to deploy global drug safety tracking solution for \$50B pharmaceutical client, resulting in streamlined FDA compliance efforts
- Pioneered complete redesign of client's supplier contract management process; socialized proposed changes to client senior leadership in Japanese as part of broader procurement centralization strategy projected to save ¥3,000M (~25M USD)
- Delivered monthly call with 40+ members of firm's M&A practice, presenting latest research on various topics within technology, media, and entertainment industries

GRANADA ADVISORS Salt Lake City, UT
Associate 2010-2011

- Named Lead Analyst 3 times in 4 months, leading teams of 7+ people; promoted to Associate ahead of class
- Selected from class of Associates to accompany Granada CEO in presenting reports to client's management team
- Worked directly with client as project manager to create business plan for series A funding

ADDITIONAL INFORMATION

- **Interests:** *Investing:* 15+ years of investing experience; *Running:* Finisher of 4 marathons, 6 half marathons, 2 triathlons and one 50 mile ultra-marathon; *Teaching:* Former Junior Achievement volunteer and elementary school substitute teacher; *Mentoring:* Led Boy Scout conference in Tokyo with 200+ participants; *Movies:* Avid documentary watcher
- **Positions:** *Junior Achievement Leader:* Organized 40 volunteers to teach 900+ students basic life skills in the classroom; *Kiva.org Team Lead:* Started Boeing's first Kiva.org team (active with 177 loans to 39 different countries); *BYU Strategy Alumni Chapter Lead:* Organized alumni events and coordinated communications; *Eagle Scout*
- **Languages:** Business Fluency in Japanese, awarded "Advanced" distinction through ACTFL Oral Proficiency Interview

DAN MULREANY

2023 Walnut Street, 3F | Philadelphia, PA 19103
703-989-0841 | dmulr@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Masters of Business Administration Candidate; Major in Healthcare Management, Finance **2015-2017**

- Co-President, Wharton Health Care Club
- Director, Penn Biotech Group. Managed 4 consulting engagements advising industry clients in commercializing biotechnology
- GMAT: 770 (99th percentile)

JOHNS HOPKINS UNIVERSITY **Baltimore, MD**
Masters of Science in Engineering; Major in Biomedical Engineering **2008-2010**

- Received full tuition + support funding through academic scholarship and research/teaching fellowship
- Authored thesis on ocular tissue engineering, resulting in 2 peer-reviewed publications and U.S. Patent No. 9,211,256
- Co-founder and president, JHU Graduate Tennis Club; Co-captain, JHU Volleyball

JOHNS HOPKINS UNIVERSITY **Baltimore, MD**
Bachelor of Science; Majors in Biomedical Engineering, Electrical Engineering **2002-2005**

EXPERIENCE

AMGEN **Thousand Oaks, CA**
Business Development Intern **2016**

- Developed new evaluation methodology for device and digital health technologies in support of CEO strategic initiative to improve Amgen competitiveness and patient experience through ‘beyond the molecule’ opportunities

CORPORATE EXECUTIVE BOARD **Arlington, VA**
Corporate Strategy & Development Senior Analyst **2014-2015**
Senior Research Analyst **2013-2014**

- Designed and implemented a firm-wide strategic planning process, achieving coordination for the first time across 9 business units and over 150 senior leaders following a major acquisition
- Evolved global partnership strategy, advancing CEB’s presence in global markets on 6 continents and greatly expanding scope of existing strategic alliances to open up new markets
- Built the business case for program expansion into Europe and led the formulation of launch strategy. Expansion delivered \$1.5M in first-year revenue with expected ramp to \$5M annually

HUMAN GENOME SCIENCES (Now GlaxoSmithKline) **Rockville, MD**
Immunology and Oncology Research Departments Image Analyst **2011-2012**

- Led implementation of a \$500,000 investment in pre-clinical imaging technology, accelerating development of new drug candidates by as much as 6 months
- Supported development of 12+ drug candidates: produced integral data for two Investigational New Drug applications
- Won company-wide competition out of 50 entries, judged by the Board of Directors, for project visualizing drug efficacy

JOHNS HOPKINS UNIVERSITY **Baltimore, MD**
Research Biomedical Engineer **2005-2008**

- Utilized novel biomedical imaging techniques to improve the diagnosis / evaluation of lung disease
- Authored 6 publications in high-impact journals, advancing the understanding and treatment of lung disease
- Designed a new ventilator control system, enabling experiments that verified a key hypothesis in lung disease management

ADDITIONAL INFORMATION

- Won \$5,000 pharmaceutical marketing case competition sponsored by Janssen Pharmaceutical Companies of J&J (2015)
- Community Involvement: Volunteer and Treasurer, DC Chapter of The Sierra Club Inspiring Connections Outdoors Program (2012-2015); Pro-bono Consultant, Ashoka (2013); Pro-bono Consultant, National Economic Council (2015)
- Internship, Technology Transfer Office at George Washington University (2013). Advanced commercial potential for 12 life science inventions through valuation, patent protection, and marketing. Initiated negotiations with major medical device firm
- Product Tester, Nike (2009-present): Playtest, evaluate, and provide feedback on tennis shoe prototypes

ASEEM NAMBIAR

2400 Chestnut Street, Apt. 3303 | Philadelphia, PA 19103 | +1 617-309-9722 | anambiar@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA

2015-2017

- Selected to serve as a Leadership Fellow; responsible for facilitating Wharton's leadership development program and acting as mentor and coach for first year students
- Member of Wharton's Health Care Club, Private Equity and Venture Capital Club, Wharton FC Soccer Club
- GMAT score of 750

TUFTS UNIVERSITY

Bachelor of Science in Quantitative Economics; Minors in Mathematics and Chinese

Medford, MA

2006-2010

- GPA of 3.9 with summa cum laude honors and dean's list in every semester
- President of the Tufts Economics Society and President of the Singaporean Students' Association

EXPERIENCE

DAVITA HEALTHCARE PARTNERS – Fortune 200 Operator of Dialysis Clinics and Medical Groups

Denver, CO

Redwoods Summer Associate

2016

- Led independent project to develop strategy for DaVita's international expansion of its medical groups business; presented recommendations to cross-functional team of senior leaders
- Prepared international strategy materials used by DaVita's CEO to present to the Board of Directors
- Part of DaVita's Redwoods Leadership Development Program; received full-time offer to return as a Redwoods Resident

WAUD CAPITAL PARTNERS – Private Equity Growth Investor

Chicago, IL

Associate

2013-2015

- Evaluated and executed control-oriented growth equity investments, primarily in healthcare services
- Partnered with management teams of portfolio companies to develop growth strategies, assess performance, evaluate and structure strategic acquisitions, access financing sources and improve corporate governance
- Contributed to development of proprietary investment theses and entry into new sectors by writing industry white papers and mapping target markets, including molecular/genetic testing labs and healthcare IT

Selected Portfolio Company Experience:

Cordant Health Solutions – Provider of Controlled Substance Lab Testing and Pharmacy Services

- Responsible for hands on financial and operational monitoring; utilized rolling weekly cashflow forecast to manage cashflow alongside CFO during a period of constrained liquidity and improve billing and collection processes, resulting in 20% increase in weekly cash collections
- Evaluated financial and strategic rationale for Cordant's organic growth initiatives (e.g. development of a proprietary testing technology) and acquisitions (e.g. expansion into the pharmacy business)
- Observer to the Board of Directors; responsible for corporate governance procedures and facilitating Board meetings

UBS INVESTMENT BANK

New York, NY

Analyst, Financial Institutions Group

2010-2013

Summer Analyst, Financial Institutions Group

2008

- Top ranked Analyst each year; one of seven Analysts across the Americas selected to form UBS's first Analyst Committee
- Developed expertise in cross-border M&A advisory; received offer for direct promotion to Associate

Selected Transaction Experience:

Advised Baring Asset Management on its acquisition of SEI Asset Korea, the largest independent asset manager in Korea

- Took on a senior Associate role, managing a 1st year Analyst and was responsible for day-to-day deal execution
- Managed due diligence and valuation workstreams while coordinating several teams spread across multiple geographies

HEINEKEN ASIA PACIFIC (F/K/A ASIA PACIFIC BREWERIES)

Singapore

Business Development Summer Analyst

2009

- Performed annual profit pool analysis for management and Board of Directors to assess need for strategic M&A
- Benchmarked APB's operating and financial performance against regional competitors and internal targets

ADDITIONAL INFORMATION

- **Interests:** Music (guitarist and drummer), darkroom photography, Liverpool Football Club, recreational tennis
- **International Experience:** US (9 years), China (1 year), Singapore (12 years), Russia (2 years), India (4 years)

VINAYAK NIKAM

2311 South Street, Apt 302 | Philadelphia, PA 19146 | 734-709-3317 | vnikam@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

2015-2017

- **Honors:** Kaiser Fellowship recipient - awarded for professional, academic and personal accomplishments
- **Leadership:** Teaching Assistant for LSMP 421 – the Vagelos Life Sciences & Management Program capstone course in developing and commercializing novel medical therapies; executive board member of Health Care Club
- **Active Member:** Private Equity/Venture Capital Club, Boxing Club; selected for Wharton Welcome Committee

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2012-2017

- MCAT: 41Q
- **Honors:** Full-tuition, merit-based Gamble Scholarship (1 of 14 in class of 170)
- **Leadership:** VP of Curriculum, Penn HealthX, the school's student-led healthcare innovation fund; Full member, Committee on Admissions (1 of 2 students selected from second-year class); Committee co-chair, Medical Student Government; Executive board member, Medical Education Club; President, House Council

DUKE UNIVERSITY

Durham, NC

Bachelor of Science, double major in Biology and History

2008-2012

- Graduated *magna cum laude* with Distinction in Biology, member of Phi Beta Kappa, GPA: 3.83
- **Honors:** Class of 2012 Leading at Duke Leadership and Service Award, Collegiate Water Polo Association First-Team All-Conference selection (recognized as 1 of top 6 players in 11-team conference)
- **Leadership:** Undergraduate Conduct Board (led panels of students and faculty in adjudicating serious policy violations), Dukes and Duchesses (student ambassador program for Office of the President), First-year Advisory Counselor Program
- **Thesis:** Surfactant-Protein A attenuates the innate immune response to *Mycoplasma pneumoniae* membrane in mice (Dept. of Cell Biology, data published in Journal of Immunology)

EXPERIENCE

REGENERON PHARMACEUTICALS INC.

Tarrytown, NY

MBA Intern, Business Development

Summer 2016

- Investigated scientific and commercial rationale for expansion of pipeline antibodies to additional therapeutic areas in oncology. Presented recommendations to SVP of Strategy and senior research and development leaders.
- Led team of clinical, manufacturing and financial personnel to evaluate strategic partnering opportunities in industrial operations.
- Conducted due diligence on strategic partners to inform deal negotiations in inflammation and pain.

ZENO PHARMACEUTICALS INC.

San Diego, CA

MBA Intern, Business Development

2015-2016

- Conducted landscape analysis of two oncology therapeutic areas for two novel small molecule inhibitors. Identified and analyzed potential partners for continued research and development.
- Presented recommendation to CEO and senior research and development leaders.

DUKE UNIVERSITY MEDICAL CENTER

Durham, NC

Research Technician

2009-2012

- Completed undergraduate honors thesis investigating pulmonary immunology under mentorship of Jo Rae Wright, Ph.D. Designed research project and executed experiments towards research question; also assisted other lab members with projects and performing complex lab protocols.
- Awarded Howard Hughes Medical Institute Summer Scholar Award for research investigating cancer stem cell biology under mentorship of Tannistha Reya, Ph.D. in summer of 2009. Utilized novel lab protocol to test role of a specific cellular protein in chronic myelogenous leukemia. Based on strong performance, was invited to continue in the lab as a paid technician over the following year.

ADDITIONAL INFORMATION

- **Service:** Founded Duke Pediatric Aquatic Life Skills (2009), a swimming therapy program for cancer patients at Duke Children's Hospital. Directed program until 2012, then ensured sustainability by securing long-term grant and support.
- **Skills and Interests:** co-authored four basic science research publications, master's level swimmer and water polo player, solo traveling in Western Europe, learning the science of cooking, Duke basketball

NORMAN PAI

2400 Chestnut St, Apt 1603, Philadelphia, PA 19103 | 713.836.0854 | npai@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration, Majors in Healthcare, Marketing & Operations, and Statistics **2015-2017**

- Awarded Kaiser Fellowship; Wharton Health Care Management (HCM) program; Wharton Executive Coaching program
- Class TA for *HCMG866 E-Health* (S16); VP of Digital Health Club (Startup Weekend), Asian American Alliance (Marketing), and Health Care Business Conference (Operations); Member of Technology Club, Yoga & Wellness Club
- Consulted on enterprise benefits product marketing for *Jiff* (S16) and digital patient engagement for *Digitas* (F15)

RICE UNIVERSITY **Houston, TX**
Bachelor of Science in Electrical Engineering, Major in Electrical & Computer Engineering **2007-2011**

- Graduated *cum laude*; Trustee Distinguished Scholar (merit scholarship); Century Scholar (mobile computing researcher)
- Founder of Rice Entrepreneurs - raised \$20K in prizes in first year; President of Tau Beta Pi; Member of Eta Kappa Nu

EXPERIENCE

HEALTHVERITY – Healthcare Data Startup (Series A) **Philadelphia, PA**
Product Manager **Summer 2016**

- Led team of four to complete 3 product roadmap milestones on time including Marketplace platform launch; Bridged communication gaps across founders, analytics & engineering; Transformed development from Kanban to Scrum process
- Hosted 9 UI/UX and technical design sessions yielding new order-negotiation-contract user flow, data models, and pages

SLALOM CONSULTING **San Francisco, CA**
Information Management and Analytics Consultant **2013-2015**

- Created and steered internal Data Science group; Supported \$1.5M+ of advanced analytics engagements and client RFPs
- Built random forest predictive models to improve generic drug launch accuracy (\$, volume) by 4X via data mining and cross-functional interviews with Finance, Operations, and IT senior management; Produced corresponding Tableau-R tools
- Identified gap, analyzed Stripe subscription-payments data, and wrote complex SQL for metrics [SaaS Startup (Series B)]

ACCENTURE **San Francisco, CA**
Business Intelligence (BI) Consultant **2012-2013**
Global Accenture Innovation Centers for SAP Solutions Analyst / Mobile Technology Analyst **2011-2012**

- Designed and deployed Accenture marketing iPad app to App Store: as product owner and content creator, shaped global director's idea into dynamic cross-industry showcase used by 500+ executives worldwide [<http://bit.ly/N6YUMB>]
- Made two interactive hi-fidelity iPad app prototypes for Sales & CRM [Medical Devices, Heavy Equipment]
- Architected 15+ decision tools for FORTUNE 500 clients and reduced data analysis time by >95% [CPG, Aerospace]

SIMPAPPLY LLC **Houston, TX**
Co-founder & President **2010-2011**

- Recruited and managed team of five to create jobs and resume application platform matching students and startups
- Achieved 80% job placement rate, acquired 500+ users (employers and students) in 2 months of pilot launch in Houston

ADDITIONAL INFORMATION

- **Entrepreneurship:** Co-founder, lead product, and business development roles in the following:
 - *inferMD* (2015-2016) – Prototyped and pitched EHR integrated mobile app for clinical decision support, teamed up with Johns Hopkins MPH/MDs; Semifinalist in Wharton Venture Award and Digital Health Accelerator selections
 - *Project Motus* (2012-2013) – Spearheaded project to create software that reduced sedentary behavior and repetitive stress injury risk in offices; Tested in FORTUNE 1000 workgroup; Partners included Rock Health, DreamIt graduates
- **Technical Skills:** Languages: SQL (T-SQL, PL/SQL), R, Python (pandas), git, HTML/CSS; Data & Analytics: Tableau, Microsoft SSIS, SAP BOBJ, Looker, RJMetrics, Alteryx; Project Management & Design: Trello, Axure RP, Balsamiq
- **Interests:** Hiking (Mt. Fuji, Mt. Whitney, Salkantay Trail to Machu Picchu), Podcasts (Gimlet Media, Tim Ferriss Show), Crossfit, Adventure (50-day solo travel through Europe; 40+ countries to date), Cycling, Reading (cognitive psychology)

JORDAN PECHERER

105 South 18th Street, Apt. 4B, Philadelphia, PA 19103 | 925-878-9472 | jpech@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Majors in Healthcare Management and Finance

- Member of Wharton's MBA Healthcare, Digital Health, Finance (VP), and Men's Rugby clubs.
- GMAT: 720

Philadelphia, PA

2015-2017

UNIVERSITY OF MICHIGAN

Bachelor of Science in Biochemistry

- GPA: 3.6/4.0; James B. Angell Scholar, University Honors.
- Two summer internships researching diabetes in the Maratos-Flier Laboratory at Harvard Medical School.
- Two years of diabetes/metabolism research in the Saltiel Laboratory of UM's Life Sciences Institute.

Ann Arbor, MI

2006-2010

EXPERIENCE

J.P. Morgan Chase

Summer Associate, Healthcare Investment Banking

- Executed \$14bn M&A transaction following activist defense; conducted financial analysis and process support for debt and equity financing transactions for mid- to small-cap biotechnology and medical device companies.

San Francisco, CA

Summer 2016

IndUS Growth Partners

Associate (*selected as top consultant at Decision Resources Group, "DRG", to join PE owner*)

Private equity firm with \$2bn of assets under management that deploys capital for the Mumbai-based Piramal Group.

- Led proactive sourcing, evaluation, and proposed deal structuring for >100 healthcare data and analytics companies.
- Managed third-party advisors on processes for potential new investments and strategic work for portfolio companies.
- Organized post-merger integration and operational strategy of two acquisitions into portfolio company, DRG.

Selected Transaction Experience

- **Healthcare Business Insights:** Developed investment memo for investment committee, led extensive company and industry analysis which supported deal close, managed diligence process including 3rd party advisors, organized integration of business into DRG, led new product development including content strategy and customer targeting (6/2015).
- **Activate Networks:** Led post-merger integration into DRG, developed execution plan for product repositioning (3/2015).

Boston, MA

2015

Decision Resources Group

Consultant (*post-MBA level position*)

Associate Consultant (*fastest-promoted associate in 5 years*)

Associate

Global healthcare information services, data, and analytics business. Experience spans more than 30 consulting engagements.

- Created proposed work plans for new business which involved initial project scoping, intended research, and project pricing. Secured project commitment from a new client at 2x average project size (approximately 4% of annual revenue).
- Started internal training and professional development team and led complete overhaul of new hire training.

Selected Project Experience

- Selected by principal to lead six analysts in evaluation of eight emerging markets, presented on-site at top pharmaceutical company to a senior team on global launch and regulatory strategy in a \$25bn disease market.
- Managed two analysts in opportunity assessment for an emerging rare disease product. Conducted interviews with 20 physicians and insurers in development of regulatory and marketing strategy for a small-cap biotech.
- Advised senior team at top-10 pharmaceutical company on a licensing decision. Led interviews with 20 US/EU specialists to develop a prioritized opportunity landscape for over 100 M&A opportunities.

Burlington, MA

2014-2015

2013-2014

2012-2013

Beth Israel Deaconess Medical Center of Harvard Medical School

Research Assistant, Maratos-Flier Laboratory, Division of Endocrinology

- Co-Author, "Adaptive changes in amino acid metabolism permit normal longevity in mice consuming a low-carbohydrate ketogenic diet." *Biochim Biophys Acta*. 2015 Jul 11; 1852 (10 Pt A):2056-2065.

Boston, MA

2010-2012

ADDITIONAL INFORMATION

Jordan Pecherer Tutoring

Founder and Tutor (*SAT, MCAT, Physics, Biology, Chemistry, Calculus, College Applications*)

- Mentored and tutored high school and college students in the greater Boston area. Built client network of more than 75 students from over 60 families through online marketing, networking, speaking at parents' meetings, and word-of-mouth.

Boston, MA

2010-2015

Languages: Advanced level Spanish, frequently utilized in consulting work.

Interests: Viticulture, Ultimate Frisbee, Wharton Wharthogs rugby, racquet sports, SCUBA diving, Michigan and 49ers football.

SRINIDHI S. REDDY

2131 Spruce St, Philadelphia, PA 19103 ▪ (606) 233-1150 ▪ srinidhi.reddy.wg17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA

2015-2017

- Majors: Strategic Management and Organizational Effectiveness; GMAT: 760 (99th percentile); First Year Honors
- Activities: Wharton Small Business Development Center Manager, Leadership Fellow, Data & Analytics Club, GM Club

HARVARD UNIVERSITY

A.B. degree in Engineering Sciences, Biomedical Track

Cambridge, MA

2007-2011

- Honors: Cum Laude, High Honors in Engineering Sciences
- Best Startup Idea in The Laboratory at Harvard for multi-use dissolvable plastic bags

EXPERIENCE

SANOFI GENZYME

MBA Summer Associate, Leadership Development Program

Cambridge, MA

2016

- Engaged on various projects within the U.S. Rare Diseases business line, from high level strategy to day-to-day operations
- Managed multiple projects involving the marketing, business analytics, medical affairs, sales and compliance departments

Key Accomplishments

- Developed and piloted a new service; identified funding, relevant patients and physicians, necessary equipment, and locations
- Collaborated with leadership as project manager on strategic roadmap for business to ensure comprehensive and timely plan

MERCURY PAYMENT SYSTEMS / VANTIV INC.

Corporate Strategy Associate

Corporate Strategy Analyst

Denver, CO

2014-2015

2012-2013

Top 15 payment processors in US; acquired in May 2014 by Vantiv, Inc., a publicly traded competitor, from Silver Lake Partners

- Collaborated with C-level executives to identify revenue opportunities and develop strategic initiatives
- Presented reporting packages regularly to executives and business leaders regarding state of our business and partners

Key Accomplishments

- Devised solutions for merchant enrollment process gaps; reactivated 150+ merchants, generating \$150k in annual revenue
- Developed comprehensive competitive intelligence database to create new sales playbooks and marketing campaigns
- Engaged in IPO process, providing data, analysis, and verbiage for S-1 publicly filed in March 2014
- Conducted business partner interviews to discern partner needs, and merchant surveys to determine trends and preferences
- Developed corporate strategic roadmap with C-level leadership; resulted in new pricing strategies and \$3mm in revenue
- Combined complementary teams across Mercury and Vantiv post acquisition, resulting in ~\$1.7mm in savings
- Collaborated with human resources and sales leadership to redesign and socialize compensation plans for entire salesforce, including management through senior vice president level, impacting ~150 employees across 15 sales roles
- Designed and created forecasting tool for 2,900 resellers and 600 software developers to calculate corporate targets

UBS

Investment Banking Analyst, Mergers & Acquisitions Group, Midwest Region Coverage

Chicago, IL

2011-2012

- Advised clients on M&A and capital raising efforts in diversified industrials, education, healthcare and technology sectors
- Presented analyses and valuations of strategic options to client management, including CEOs of Fortune 100 corporations

Key Accomplishments

- Collaborated exclusively with Global Head of E&CS and a junior analyst to complete transaction for flagship client
- Managed modified auction and due diligence processes for 17 buyers; led meetings between client and buyers; coordinated 50+ people across client's departments to ensure timely completion of due diligence; organized and maintained 65,000 page data room

ADDITIONAL INFORMATION

- **Interests:** Bharatanatyam (Indian classical dance), mystery novels, tennis, movies, flying and traveling
- **Selected Publications:** "The Case of the Unidentified Healthcare Companies" (Harvard Business School), "Defensive Medicine and Tort Reform" (American Academy of Orthopedic Surgeons newsletter, Huffington Post, Boston Globe)
- **Volunteer Activities:** Colorado Ivy+ Women (Co-Founder, Board Member), Go Code Colorado (Denver Finalist), The Gathering Place women's shelter (volunteer, fundraiser, mentor), Women Who Startup (advisor)
- **Computer Skills:** Coursework in C, C++, Java, PHP, SQL, MATLAB

JULIE A. ROSENFELD

2020 Walnut Street, Apt 16C • Philadelphia, PA 19103 • 561-706-8300 • Julie.Rosenfeld.wg17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Majors in Strategic Management and Marketing **2015 – 2017**

- **Leadership:** Non-profit Board Fellow; VP of CSR/Sustainability in Wharton Social Impact Club; Academics Representative for cluster of 220 students; Co-president of Wharton Cocktail Club; Charity Selection Committee for One for the World
- **Membership:** Wharton's General Management Club; Marketing Club; Retail Club; Women in Business Club
- Teacher's Assistant for Marketing Management class

WASHINGTON UNIVERSITY IN ST. LOUIS **St. Louis, MO**
Bachelor of Arts; Major in Political Science **2005 – 2009**

- *Magna cum laude*; GPA: 3.7/4.0
- William H. and Elizabeth Gray Danforth Scholar – *Four-Year Merit Scholarship for leadership, scholarship, and service*
- Antoinette Dames Award for Most Outstanding Senior Honors Thesis; Thesis: "Muslim Integration in Western Europe"

EXPERIENCE

THE ESTEE LAUDER COMPANIES, INC. **New York, NY**
Presidential Management Associate Summer Intern **Summer 2016**
Global Strategy and Marketing, Clinique For Men

- Developed comprehensive audit of men's skincare industry and identified global sub-segment growth drivers, particularly in priority markets: US, UK, and China; Recommended new product, digital, e-commerce, and omnichannel innovations and presented to Global Marketing executives
- Collaborated with cross-functional teams to monitor Clinique For Men's sales performance across all channels and regions around the world and to develop new products through fiscal year 2019, including competitive landscape assessment, financial projections, and product design
- Supported development of annual presentation to inform global executive leadership team of brand's strategy and priority initiatives; Helped launch new campaign with digital influencers to support upcoming product launches

RUDER FINN, INC. **New York, NY**
Associate Director, **2013 – 2015**
Ruder Finn Effect

- Co-founded and co-led Ruder Finn Effect, a new practice area focused on partnering with major corporations and non-profit organizations around large-scale corporate responsibility, cause-marketing, and social awareness programs
- Developed competitive landscape audit, branding materials, budget forecast, and business plan to convince CEO and executive team to launch Ruder Finn Effect and built dedicated team within Ruder Finn
- Created strategic plans for business development including new client acquisition and profitability growth

Senior Account Supervisor / Account Supervisor, **2012 – 2015**
Corporate Communications

- Served as Project Lead and maintained day-to-day client contact on multiple accounts, with oversight of \$2.5 million in annual revenue; Provided strategic counsel to C-suite and senior executive clients on corporate reputation, executive thought leadership, media relations, employee engagement, crisis communications, and issues management
- Led multiple RFP responses and competitive pitches to win new clients, and secured opportunities for organic business development and revenue growth with existing clients
- Hired and supervised junior staffers across teams; Managed budget, billing, forecasts, and staffing for multiple accounts

Senior Account Executive / Account Executive / Assistant Account Executive / Executive Trainee, **2009 – 2012**
Corporate Communications

- Supported CEO and other C-suite executives' internal and external communications at a \$58 billion global healthcare company, including development of CEO's blog posts, op-eds, speeches, presentations for global conferences and investor meetings, and briefing documents for events and media interviews
- Participated in competitive pitches to acquire two clients: a Fortune 500 corporate philanthropy program and a leading, non-profit disease research organization
- Responsible for recruitment, management, and evaluation of junior staffers; Managed annual budget in excess of \$1 million

ADDITIONAL INFORMATION

- **Founder and president, On The Rebound, Inc:** Nonprofit organization that donates new and used sports equipment to centers serving disadvantaged youth and underwrites team sports
- **Interests:** Traveling- participated in Wharton East Asia Global Immersion Program and studied abroad at La Sorbonne in Paris; Playing and watching sports; Supporting The Michael J. Fox Foundation for Parkinson's Research

RIDDHI ROY

1512 Spruce St., Apt 810
Philadelphia, PA 19102
412-600-3819
riddhir@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- Member of Healthcare Club, Healthcare Conference Marketing Committee, Global Healthcare Volunteers, and WAAAM
- Recipient of Kaiser Fellowship

CARNEGIE MELLON UNIVERSITY

Pittsburgh, PA

B.S., M.S., Joint Degree in Chemistry; Minor in Business Administration

2006-2010

- Graduated with University Honors; Overall GPA: 3.73, Business Administration GPA: 4.0
- Inventor on patent application for process to enable reuse of catalyst, and contributing author on paper published in JACS
- Awards: Society of Analytical Chemists of Pittsburgh College Chemistry Award, ACS Analytical Chemistry Award

EXPERIENCE

GENENTECH, INC

South San Francisco, CA

MBA Intern in Pricing, Contracting, and Distribution for Infused Products

Summer 2016

- Developed recommendations around how to treat specialty drug distribution centers, pre- and post-biosimilar launch
- Supported biosimilar hospital contracting assessment focused on better understanding academic cancer center behavior

DELOITTE CONSULTING LLP

Pittsburgh, PA

Consultant in Strategy and Operations practice focused on Life Sciences and Healthcare

2011-2015

Representative client experience:

- Loss of Exclusivity (LOE) Strategy for Global Pharmaceutical Firm: Assessed market dynamics and developed marketing strategy and tactics for two blockbuster drugs to maximize value prior to generic launch and preserve revenue post-LOE
- Digital Marketing Campaign for Pharmaceutical Company: Analyzed data from first phase of personalized marketing campaign targeted at HCPs. Created dashboard mockup for reporting key outcomes to executive level clients
- Document Management for Global Pharmaceutical Company: Developed complex manual migration and cleanup processes for 2,000,000+ clinical study documents to reduce regulatory risk. Implemented processes by leading training sessions and coordinating external migration teams in China, UK, and US. Coached summer intern and onboarded multiple team members
- Benchmarking Assessment for Large Provider Network: Built complex model for cost and FTE benchmarking of 40 overhead functions to find \$250M+ in savings. Ensured quality of team output and streamlined benchmarking processes
- Project Management for National Health Plan Company: Designed Value Creation Prioritization Framework to analyze the value / risk score for 500 projects. Performed financial analyses and created an estimation model for a \$49M change order
- R&D Benchmarking Assessment for Global Pharmaceutical Company: Conducted interviews with peer companies to benchmark client R&D spend for five functions. Synthesized findings to inform annual financial planning process
- Launch Strategy for Global Pharmaceutical Company: Coordinated relaunch activities for two acquired assets. Conducted strategy workshop for therapeutic area leadership to determine long term portfolio strategy
- Market Access Value Proposition Development for Pharmaceutical Company: Conducted interviews and assessed existing brand market access materials to develop enterprise and therapeutic area value proposition materials

Office and Thought Leadership:

- CMU Recruiting Diversity Lead and Team Captain, Training & Development and Deployment & Retention Office Lead
- R&D Innovation White Paper, Handbook of Medical Device Regulatory Affairs in Asia, Medicare Webinar, proposals

QUALITY OF LIFE TECHNOLOGY FOUNDRY

Pittsburgh, PA

Innovation Intern / Foundry Associate for Startup Incubator

2010-2011

- Developed and presented business plans to investors for research enabling people with disabilities to live independently
- Organized company booth at Consumer Electronics Show and logistics for 20 team members, managed \$100K budget, attracted media coverage from ABC, CBS, The Guardian, and made connections to future investors
- Managed summer interns, provided guidance on their projects, and supported Annual Report analysis and development

ADDITIONAL INFORMATION

- **Interests:** Running half marathons, cooking (stuffed Cornish hens are a specialty), travel with friends (Malta, Cambodia)
- **Languages:** Basic knowledge of Mandarin, Bengali, French, and German

BARTHALOMEW A. SILLAH

2210 Lombard Street
Philadelphia, PA 19146
414-315-1694
basillah@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Healthcare Management **2015-2017**

- Member of Wharton's Healthcare Club, *Healthcare Business Conference operations team*; African American MBA Association; African Student Association, *African Business Forum operations team*; and Entrepreneurship Club

THE PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Doctor of Medicine Candidate **2012-2017**

- *Co-President*, American Medical Association; *Treasurer*, Student National Medical Association; *Student Clinical Volunteer*, United Community Clinic; and *Student Interviewer*, Admissions Program

HARVARD UNIVERSITY **Cambridge, MA**
Bachelor of Arts in Human Developmental and Regenerative Biology, Secondary major in Global Health and Health Policy **2008-2012**

- *Diversity Council Director*, Institute of Politics; *Political Action Chair*, Black Student Association; *Tour Manager/Business Manager*, Krokodiloes a Cappella group; and Black Men's Forum

EXPERIENCE

UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM **Philadelphia, PA**
Fellow, Specialty Pharmacy Department **July 2016-Present**

- Structured partnerships and medication dispensing agreements with key pharmaceutical companies increasing department revenue by \$26 million
- Directed a lean transformation initiative to increase patient flow in the oncology clinic by 16%

EXCELSIOR GROUP **Nairobi, Kenya**
Fellow **Philadelphia, PA**
June-September 2015

- Structured business model for leading retail pharmacy company
- Developed a franchised business model adopted by a leading retail pharmacy provider to guide their expansion strategy
- Developed marketing strategy for diagnostic imaging clinic focused on a new target segment with strategic partnerships with local care providers
- Advised a medical device manufacturer on strategy for expanding sales and operations abroad

KING'S SIERRA LEONE PARTNERSHIP **Freetown, Sierra Leone**
Intern, Hospital Administration **2013-2014**

- Developed and implemented survey tool to collect patient feedback still in use for hospital operation strategic planning
- Analyzed hospital financial structures reimbursement structures, patient ability-to-pay, and fee-for-service requirements to simplify and expedite patient payment. Increased bed turnover by 15%
- Identified hygiene education methods for patients and staff that successfully reduced hospital acquired infection rates by 24%

DISEASE BIOPHYSICS GROUP **Cambridge, MA**
Undergraduate Research Student **2010-2011**

- Developed a model for a cell-based artificial pacemaker used in several early stage trials

ADDITIONAL INFORMATION

- **Interests:** Music performance – Performed in over 20 countries on two world tours, including performances at the Lincoln Center, Sydney Opera House, and five embassies; Theater performance – Performed in 14 musicals/plays including Les Miserables, Ragtime, Oklahoma, and the Hot Mikado; Running; Cooking; Extensive travel in North America, Europe, Asia, Africa, and Australia
- **Languages:** Sierra Leone Krio (fluent), Spanish (intermediate), French (beginner)

WILLIAM P. STRATTON

1930 Chestnut St., Apt. 21C, Philadelphia, PA 19103 ♦ 302-463-8391 ♦ william.stratton.wg17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

MBA Candidate; Majors in Health Care Management and Entrepreneurial Management

2015-2017

- **Honors:** First Year Honors (top 20% of class). Kaiser Fellowship for professional, academic, and personal achievement.
- **Leadership:** Biotech, Pharma, and Devices Panel Lead, Wharton Health Care Business Conference. President, Coffee Club. Member, Patagonia Leadership Venture. Participant, Leadership Workshop: Gathering Intelligence Through Conversation.
- **Relevant Experiences:** Analyzed investment opportunities in the immuno-oncology space for Longitude Capital, a leading venture capital firm. Conducted a market evaluation and developed a business strategy for a startup diagnostics company.
- **Active Member:** Health Care Club, Digital Health Club, Entrepreneurship Club, Wharton Wildmen Hockey, Ski and Snowboard Club, Wharton Warriors Basketball Club, Canada Club, Coffee Club.

YALE UNIVERSITY

New Haven, CT

Bachelor of Science, Intensive Major in Chemistry

2007-2011

- **Active Member:** Hazari Lab Group, Yale Varsity Baseball, Yale Special Olympics, Delta Kappa Epsilon.
- **Publication:** Synthesized a new compound designed to mimic the biochemical environment of RuBisCO, a key enzyme in photosynthesis that converts carbon dioxide to oxygen. Co-authored a paper that was published in *Dalton Transactions*.

EXPERIENCE

CIDARA THERAPEUTICS

San Diego, CA

Business Development and Marketing Intern

Summer 2016

- Examined potential M&A candidates based on therapeutic and strategic alignment with Cidara's development programs. Presented findings and opportunity assessments to key executives, including the CEO, CBO, CFO and CCO
- Assessed the market potential for the development of an alternative route of administration for Cidara's lead candidate (CD101) and delivered a strategic roadmap for the program to the CMO, CDO, CCO, and VP of CMC
- Analyzed the addressable market and commercial opportunities for new indications for CD101, providing recommendations on attractive indications, clinical development considerations, and lifecycle management strategies

THE AMUNDSEN GROUP, AN IMS HEALTH COMPANY

Burlington, MA

Consultant

2014-2015

Associate Consultant

2013-2014

- Examined the market size, physician prescribing patterns and patient therapy progression for an osteoarthritis asset and developed a strategic go-to-market commercial plan for a clinical-stage pharmaceutical company
- Segmented payers based on levels of control in the extended release opioid market and recommended innovative payer contracting strategies that preserved patient access and saved the client over \$100MM in budget
- Identified an opportunity for a client to increase product sales by \$4MM by pursuing growth strategies in underperforming territories and within the government subsidized patient population
- Led four-person strategy team analyzing current market trends and predicting future market conditions to support a client preparing to launch a novel Hepatitis C therapy
- Segmented a market by analyzing patients' price sensitivity and physician prescribing behavior to deliver a strategy for a client to increase sales by realigning its sales force to better target high-value physicians

EXETER GROUP, INC.

Boston, MA

Consultant

2011-2013

- Managed a client's Regulatory Affairs department and supervised their submissions to the FDA for changes to regulated blood manufacturing processes. FDA approval was received for all 23 submissions within project timelines
- Managed a team of 150 people developing over 1,300 documents used to train staff on new processes
- Analyzed team's \$22MM personnel budget and provided a staffing plan to support cost-reduction initiatives

ADDITIONAL INFORMATION

- **Boston Cares Volunteer Leader (2013-2015):** Led volunteers twice a month at partner organizations, such as The Greater Boston Food Bank, that focused on serving those in need
- **Tower Hill School Alumni Association Class Ambassador (2012-Present):** Raise contributions to Tower Hill's Alumni Fund and help plan Class of 2007 alumni events
- **Interests:** Coffee enthusiast (particularly enjoy discovering new roasters), avid outdoorsman (visiting National Parks, hiking, and fishing), passionate Philadelphia sports fan

VIGHNESH SUBRAMANYAN

1512 Spruce St, Apt 1704 • Philadelphia, PA 19102
646-326-1867 • vighnesh.subramanyan.wg17@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Strategic Management 2015-2017

- Honors: First-Year Honors (Top 20% of class); Director's List Fall 2015 (Top 10% of class).
- GMAT: 770 (99th percentile).
- Leadership Fellow. Coordinated leadership development activities in Pre-Term for cohort of 70 first-year students, and serve as leadership development mentor through year. TA for 'Foundations of Teamwork and Leadership'.
- Admissions Fellow. Conduct Team-Based Discussion interviews for applicants, and admissions information sessions.
- Member of Penn Biotech Group, Consulting Club, Health Care Club, Australia/New Zealand Club, and India Club.

COLUMBIA COLLEGE, COLUMBIA UNIVERSITY New York, NY
Bachelor of Arts; Majors in Applied Mathematics and Economics 2008-2012

- *magna cum laude*, Columbia College Dean's List (Fall 2008 – Fall 2011), GPA: 3.83/4.00.
- Editor-in-Chief of *Consilience: The Journal of Sustainable Development*. Directed team of 40 students at an interdisciplinary, academic journal, publishing biannual 200 page issues, with submissions from five continents.
- Chorister and Soloist with Barnard-Columbia Chorus. Performed in 5 – 10 choral and opera concerts a year, including a performance at Carnegie Hall.

EXPERIENCE

DENALI THERAPEUTICS, INC., early-stage biotechnology startup with \$340 million funding San Francisco, CA
Finance Intern 2016

- Constructed valuation analysis of 15 peer companies at IPO and 6 competitor pharmaceutical products to inform product portfolio strategy leading up to public offering. Resulted in \$30 million investment in product candidate.
- Investigated profiles of investors in peer public companies to formulate worldwide target list of 100 for IPO.
- Analyzed company expenditures to construct a generic cost timeline for products under development. Recommended an additional investment decision point during drug development process, saving up to \$10 million of costs.

CORNERSTONE RESEARCH, INC., leading economic and financial consulting firm New York, NY
Senior Analyst 2014-2015
Analyst 2012-2014

- Guided team of four analysts investigating stock price movements in \$30 billion shareholder class action suit against Top 5 pharmaceutical company. Performed quantitative regression analysis and qualitative analysis of public press, analyst reports, and industry commentary, and communicated findings to expert witness, for favorable settlement.
- Analyzed marketing and advertising strategy of No. 1 global automobile manufacturer to successfully oppose class certification in class action. Resulted in millions of dollars of legal cost savings.
- Co-led analyst recruiting effort for the New York office by expanding 2014 recruiting process to hire the largest analyst class in firm history. Orchestrated logistics, planned on-campus events, and scheduled interview days.
- Researched intellectual property-based disputes between pharmaceutical companies to support business development. Investigated collaborative research and development agreement disputes and trade secret violations.

THE COMMITTEE ON GLOBAL THOUGHT, COLUMBIA UNIVERSITY New York, NY
Media Intern, Co-Founder of Undergraduate Committee 2011-2012

- Coordinated media and marketing at high-profile, interdisciplinary academic research center at Columbia University, co-chaired by Nobel laureate Professor Joseph Stiglitz and Professor Saskia Sassen.
- Co-founded an Undergraduate Committee of 30 students, which facilitated greater interaction between distinguished academics and undergraduate students, by hosting monthly roundtables on global issues.

SOCIÉTÉ GÉNÉRALE CORPORATE AND INVESTMENT BANK New York, NY
Summer Analyst 2011

- As part of the Divisional Financial Officer team, which reported to the Deputy CFO, conducted a statistical analysis of deposit volatility in a \$2 billion product line. Corrected prior estimate of core deposit balance by \$100 million.

ADDITIONAL INFORMATION

- **Interests:** Health and financial economics, sustainable development, choral music, modern British literature.
- **Positions:** Volunteer Board Member at Columbia College Young Alumni; Chair of Australia Region for Columbia University Alumni Representative Committee.
- **Languages:** Intermediate Chinese and Tamil.

EMILY SWARR

2020 Walnut St Apartment 7D | Philadelphia, PA 19103 | 484-557-2830 | eswarr@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Marketing and Operations Management

2015-2017

- Recipient of Charles and Pearl Fairman MBA Fellowship for outstanding academic and professional accomplishments, exceptional character, integrity, and leadership
- **Clubs and Leadership:** Wharton Women in Business VP of Community Relations, Admissions Fellow, Instructor for Wharton Undergraduate Introduction to Operations Information and Decisions Class, Consulting Club
- GMAT 760 (99th Percentile)

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science in Chemical Engineering, Major in Chemical Engineering

2006-2010

- **Leadership:** Co-President of Society of Women Engineers (led group of 120 board members in the planning and execution of 100+ events during academic year, earned bronze award at annual national conference for Outstanding SWE Chapter)
- Selected as Meinig Family Cornell National Scholar (less than 2% of students selected for outstanding degree of leadership)
- **Awards:** Outstanding Service to the School of Chemical and Biomolecular Engineering (less than 5% of students awarded for leadership or academics)

EXPERIENCE

BAIN & COMPANY

New York, NY

Summer Associate

2016

- Researched and analyzed strategic actions taken by companies in commodity industries experiencing global overcapacity; synthesized findings to inform strategy for chemical company experiencing similar market dynamics.
- Forecasted future costs of a specific chemical product by producer with experience curve analysis; forecasts used to model future profitability of several strategic options for chemical company.

PROCTER & GAMBLE

PA;NJ

Perfume Operations Department Manager (Avenel Plant)

2014-2015

Operations Line Leader (Avenel Plant)

2012-2014

- Consistently rated as top performer and promoted to Department Manager ahead of peer group.
- Managed raw material, staffing, and equipment constraints at P&G's largest perfume manufacturing site. Increased site throughput by 24% in three years.
- Oversaw operations line leader and 22 technicians in developing individual work plans that drove a 16% increase in process reliability, 10% reduction in manufacturing cost, and 13% increase in schedule adherence.
- Planned and delivered workshops focused on using P&G's standard problem solving and work process optimization tools to spread knowledge of company problem solving methodology and qualified over 50 technicians and 8 managers in use of tools.
- Executed projects to address gaps in KPI results within perfume making operation. Key project was development, implementation, and validation of an equipment changeover optimization project which resulted in 6% increase in process reliability results and site capacity.
- **Awards:** Received "Power of You" Award for "Power of Minds – Innovates and Reapplies".

Baby Care Process Engineer (Mehoopany Plant)

2010-2012

- Provided technical support to manufacturing lines for initiative roll-outs across all Pampers and Luvs brands.
- Implemented standard work processes and applied P&G problem solving tools to reduce effort losses and unplanned equipment downtime by 7%.
- **Awards:** Received "Power of You" Awards for "Power of People – Grows Capability" and "Power of Agility – Operates with Discipline".

ADDITIONAL INFORMATION

- **Positions:** P&G Young Professionals Network (Steering Team Leader), P&G Cornell Recruiting Team (Team Leader)
- **Interests:** Running (3 half-marathons), cooking (specialties are ribs and French macarons), watching sports (Eagles/Phillies), playing sports (tennis, golf, flag football, soccer), craft beer (favorites styles are sour and IPA)

AMANDA BLAIR WYATT

2127 Fitzwater Street, Apt. 1 | Philadelphia, PA 19146
410-804-6012 | amwyatt@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management and Marketing

2015-2017

- VP of Alumni Relations with Health Care Club; leading initiatives to improve alumni engagement with current students through creation and organization of networking events, small group dinners, and shadowing opportunities.
- Project Leader with Penn Biotech Group Healthcare Consulting; led team of 5 conducting research on Private Exchanges.
- Consultant in the Life Sciences Commercial Acceleration Program with Wharton's Small Business Development Center; developed go-to-market strategy for web-based application designed to improve patient handoffs and care coordination.
- Member of Digital Health Club, Marketing Club, Media & Entertainment Club, Wharton Women in Business and Dance Studio.

HARVARD COLLEGE

Cambridge, MA

A.B. with honors; Major in Social & Cognitive Neuroscience; Minor in Global Health & Health Policy

2008-2012

- GPA: 3.64, Major GPA: 3.85.
- Music Director for The Opportunes from 2011-2012 (15-20 hours/week); negotiated \$13K CD contract; generated over \$4K in sales at 30th anniversary alumni event; established new alumni board to increase mentorship and fundraising support.
- Research assistant in the HBS Organizational Behavior Program from 2011-2012 and active in Science Club for Girls.

EXPERIENCE

PFIZER

New York, NY

MBA Summer Associate – Marketing

2016

- Spearheaded national educational program with 50 sessions for health care professionals in advance of high-profile varenicline label update; worked closely with medical, regulatory, and legal teams to develop program content at risk, a first for the division.
- Recommended new program format to maximize reach, field force engagement and ROI based on analysis of previous programs; recommendations were supported and approved by HCP and team leads.
- Collaborated with organized customer marketing to conceptualize and execute an unbranded population health management strategy supporting brand growth goals while also addressing customer questions about changing payment models in the US.

TRIBALVISION

Boston, MA

Project Leader

2014-2015

Consultant / Associate

2012-2014

Accomplishment highlights:

- Developed and implemented growth strategies for domestic and international firms (Europe and Asia) while managing 4-6 client accounts and 4-6 direct reports; average client required 80 hours of work per month.
- Promoted twice to Project Leader position ahead of schedule (2.5 years vs. 3.5 years); commended in performance reviews for work ethic, team leadership, credibility, presentation skills and client relationship management.

Selected experience:

- Built a new e-commerce solution for a U.S. medical device manufacturer; increased online sales by 18% and order volume by 14% among hospitals, distributors, government organizations and health care professionals.
- Designed marketing and communications strategy around the Affordable Care Act for a large non-profit health center; helped to educate and ultimately enroll 1300 formerly uninsured patients, reducing annual cost of free care by \$6M.
- Completed market entry strategy for Korean imaging device manufacturer, evaluating \$1.2 billion U.S. market opportunity; forged new VC relationships for the company in the U.S. through PR and tradeshow attendance.
- Expanded lead generation for a Belgian software-as-a-service company, increasing sales opportunities by 27% over six months; optimized the free trial and doubled trial conversion to 8.5%.
- Structured Rhode Island population model based on 6000+ variables of Census tract-level data for a school; enabled highly targeted outreach according to diversity and income levels to support school enrollment goals.

CAREFIRST BLUE CROSS BLUE SHIELD

Baltimore, MD

Corporate Marketing Communications Intern

2011

- Assessed and presented data on the PCMH pilot program to CEO; transitioned key points into internal training materials.
- Spearheaded update for online sales system, enabling "print on demand" functionality for efficient sales personalization; supported development of materials for large public school contract bid, which CareFirst later won.

ADDITIONAL INFORMATION

- **Proficient in:** Google Analytics and AdWords (Search and Display), Salesforce, Adobe InDesign, Wordpress, iMovie and Finale; intermediate knowledge of SPSS and HTML.
- **Interests:** singing, musical arrangement, theater, piano / guitar, yoga, television, card games, and travel.

LINAN XIAO

225 S 18th Street Apt. 411C Philadelphia, PA 19103 | (301)-580-1041 | linanx@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management & Marketing

Philadelphia, PA

2015-2017

- John and Laura Roth Fellow (Scholarship awarded for outstanding academic and professional accomplishments, exceptional character, integrity, and leadership)
- Member of Wharton Women in Business (Vice President), Wharton Admissions Fellows, Omnicom Communications Fellow, Wharton's Healthcare/Digital Health Club, Consulting Club, Marketing Club, Innovation & Design Club

DUKE UNIVERSITY

Bachelor of Science in Biology, Minor Chemistry & Chinese

Durham, NC

2005-2009

- 3.72 GPA, Dean's List with Distinction, Dean's List
- Women's Club Volleyball | Delta Gamma Fraternity, Director of Member Wellness | Brownstone Living Group, Social Chair | Center for Race Relations, Facilitation Lead | Durham Crisis and Response Center, Hospital/Hotline Lead

EXPERIENCE

AMGEN (ONCOLOGY BUSINESS UNIT)

Summer Intern, Commercial Leadership Program

Thousand Oak, CA

2016

- Quantified commercial opportunity and recommended optimal launch strategy for new indication of in-line hematology drug
- Conducted customer research to identify patient segments, clinical unmet needs and opportunities
- Determined product positioning and core value messages by interfacing with clinical trial leaders, customers and sales team
- Recommended optimal sales force & non-personal marketing tactics based on team input and ROI analysis

IMS CONSULTING GROUP

Consultant

Associate

Analyst

New York, NY

2014-2015

2012-2014

2010-2012

- Global management advisory firm specializing in life sciences and biotechnology industries
- Awarded 2013 CEO Team Award for exceptional client impact and IMS business growth
- Promoted twice in 4 years from Analyst to Associate, then to Consultant

Leadership

- Managed team of 5 to develop health economic evidence strategy for novel injectable obesity agent, resulting in improved US reimbursement for 5 million+ commercial and publically insured lives
- Facilitated workshops with global senior leadership in Top 3 Pharma to improve organizational approach to new product commercialization, resulting in immediate adoption of recommendations to support launch of two novel assets (PCSK9 and once-daily basal insulin)

Strategy

- Recommended early stage global marketing strategy for novel HIV product; designed market research program and led team of 4 in conducting focus groups, interviews and conjoint studies with 1000+ healthcare stakeholders
- Oversaw team of 6 to develop Chinese national health reform advocacy framework and communication plan for industry association representing 40+ pharmaceutical companies (PhRMA) (*on-site in Shanghai, China for 8 months*)
- Revised off-patent drug pricing strategy for Top 3 Pharma; mapped stakeholder/funding flow for 12 health systems spanning 4 market archetypes to understand impact of patient ability to pay, leading to immediate price adjustments for 7-9 drugs

Analytics

- Spearheaded quantitative market research with 600+ patients, providers and payers to construct revenue forecasts to inform launch price, resulting in ~18% projected increase in 3 year revenue for an implantable medical device
- Assessed commercial potential for vaccine agent, resulting in go/no go launch decisions in 6 global markets (China, India, Russia, Brazil, Mexico and the US)

PRINCETON IN ASIA

Teaching Fellow

Chiang Rai, Thailand

2009-2010

- Independently created and executed 22 two-hour research writing lectures for Mae Fah Luang university
- Tracked progress of 300+ students using Microsoft Excel; advised/edited 1,200+ mid-length undergraduate dissertations

TREATMENT ACTION CAMPAIGN

Intern (Policy, Communication & Research Department)

Cape Town, South Africa

2008

- Awarded global health project grant from the Gates Foundation and Duke Endowment; drafted reports to combat use of fraudulent treatments for HIV/AIDs; supported lobbying efforts to improve access of medicines in Sub-Saharan Africa

ADDITIONAL INFORMATION

- **Interests:** Movies/TV, writing, skiing, traveling (30+ countries visited), PADI Scuba Certified
- **Skills:** Fluent in Mandarin Chinese