

Resume Packet

NO.	STUDENT	GRAD DATE
1	Damania, Siddharth	Aug 2017
2	Peters, William	May 2017

SIDDHARTH DAMANIA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Major in Health Care Management

2015 – 2017

- Honors: Joseph Wharton Fellowship for “outstanding record of academic, personal, and professional achievements”
- Leadership: Health Care Major Advisor; TA for Intro HC Course; Wharton Health Care Conference Sponsorship Board
- Additional Involvement: Health Care Club; Wharton Community Consultants; Comedy Club; Dance Studio

STANFORD UNIVERSITY

Stanford, CA

Master of Arts in Public Policy

2011 – 2012

Bachelor of Arts in Economics

2008 – 2012

- Honors: Stanford Alumni Association Award of Excellence for top 10% of graduates demonstrating “commitment to the university through involvement, leadership, and extraordinary Stanford spirit”; Stanford Performing Arts Award
- Leadership: Basmati Raas National Dance Team (Captain & Choreographer); Stanford Economics Association (Co-Founder)

EXPERIENCE

MEDTRONIC, PLC (DIABETES GROUP)

Minneapolis, MN

Summer Associate, Business Development & Strategy

Summer 2016

- Led development of comprehensive product, technology, and market strategy for new consumer disease management product, identifying >4 MM patient opportunity; defined Medtronic’s future-state role in the glucose monitoring space
- Designed and implemented new business models for nascent type II diabetes business, devising partnerships with pharmaceutical and technology companies and identifying penetration strategies for existing portfolio

OLIVER WYMAN

New York, NY

Associate

2015

Senior Consultant

2014

Consultant

2012 – 2013

- Managed project teams to deliver fact-based solutions for senior executives, with focus in industry-leading Health & Life Sciences practice; recipient of Client Service Award, recognizing one engagement annually for greatest client impact

Business Analysis & Strategic Insight

- Built market attractiveness model for due diligence of regional clinics; conducted market analysis on enrollment, reimbursement, and competitive trends for managed care; analysis used by PE client to inform ultimate buy decision
- Identified 80x ROI (\$40M) from improving fraud detection rates by deploying complex data mining and machine learning algorithms for a federal agency; developed and presented strategy to cross-functional client team, including Commissioner

Health Innovation & Multi-Stakeholder Transformation

- Conducted 200+ interviews to design and execute redesign of a top 10 nonprofit healthcare system, orienting client around best-in-class patient experience and network expansion; interfaced with 12 C-level executives

Organizational & Operational Improvement

- Developed rigorous, quantitative models to forecast operations under stress test scenarios for a top U.S. commercial bank (\$60BN in assets); tools vetted and approved for use by Federal Reserve during in-depth capital review process
- Benchmarked organizational structure, capital planning, and governance for large retail bank; presented findings to Board, CEO and CFO, guiding \$5M engagement extension

SPIRITUAL NUTRIENTS (Family-owned natural products business)

Minneapolis, MN

Operations & Business Development Consultant

2012 – 2015

- Developed online brand management product suite for manufacturers; created pitch presentations to secure 25% of new customer relationships and first-ever exclusive distribution contracts with the fastest-growing natural products companies
- Conducted market analyses to support customer acquisition strategy, growing business to \$3M (50%) in annual revenue

ADDITIONAL INFORMATION

- Statistical Programs: Excel, Stata, SAS, SQL (working knowledge)
- Activities: Captained national dance teams and privately auditioned for America’s Got Talent (NBC) & Live to Dance (CBS)
- Community Involvement: Reach the World; Mental Health Association of SE PA; Stanford Admissions Interview Program

WILLIAM C PETERS

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Philadelphia, PA 19104
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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Entrepreneurial Management

**Philadelphia, PA
2015-2017**

- Member of Wharton's Venture Initiation Program (Barn Owl Systems)
- Finalist in Wharton Business Plan Competition (Barn Owl Systems)
- Member of Entrepreneurship Club, Founder's Club, PE/VC Club, Technology Club

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Bachelor of Science in Aerospace Engineering

**Cambridge, MA
2002-2006**

EXPERIENCE

VAYU AERIAL SOLUTIONS

Consultant and Advisor

**Ann Arbor, MI
2015-2016**

- Advisor to Vayu's CEO and team in engineering, manufacturing, and aerospace technology.

ICON AIRCRAFT

Director of Engineering

**Tehachapi, CA
2011-2015**

A5 Light Sport Aircraft (LSA) Project Lead

- Responsible for day-to-day functions of 18 engineers and for growing, developing, and transitioning department from single project to a multi-project team.
- Led cross-functional team of over 80 people across engineering and operations to complete production design of Icon A5 aircraft and to manufacture the first production prototypes and first customer delivery aircraft.
- Developed and implemented new business management systems that established processes and procedures for building production A5 aircraft in manner that ensured configuration integrity, conformance to design, and compliance to LSA regulations as company transitioned from a design startup to a production organization.
- Successfully met unprecedented, aggressive 10-month schedule to take A5 aircraft from preliminary design to flight-capable production prototype fabricated from production rate tooling in time for 2014 Oshkosh Airshow.
- Established new company-wide project schedules to drive team tasking, meeting structures to improve cross functional communication, and performance metrics to assess project status and pivot operational approaches.

RAPID INNOVATIONS LLC

Founder

**N. Bellmore, NY
2009-2015**

- Founder of Rapid Innovations, LLC, an aerospace research and development company.
- Developer of patented Vertical Take-Off and Landing (VTOL) control system with UAV and manned aircraft applications. Designed and built multiple UAV prototype systems and analytical models.
- Performed research analyzing market potential, regulatory risks, and development costs and schedule for VTOL UAV system utilizing this patented control system for automated delivery of goods.
- Developed new tooling methods and composite structure designs using 3D printing that allows dramatic reduction in cost and schedule in manufacturing compared to traditional tooling approaches.

NORTHROP GRUMMAN CORPORATION

Mechanical Engineer, Marine Systems Missile Launching and Handling, R&D

**Sunnyvale, CA
2008-2009**

- Lead Engineer on two contract R&D projects with AMAD, INC utilizing advanced materials, and two internal R&D projects pertaining to launch architecture design and fire control.

SCALED COMPOSITES

Design Engineer, "Eve" Mothership ("White Knight II") for Virgin Galactic

**Mojave, CA
2007-2008**

- Structural and Test Engineer responsible for designing, instrumenting, directing, documenting, and analyzing structures and test articles for aircraft. Managed and integrated multiple engineers, technicians and test personnel.

ADDITIONAL INFORMATION

- **Interests:** 3D Printing, Drones, Composites, Aerospace, Venture Capital