

Resume Packet

NO.	STUDENT	GRAD DATE
1	Adler, Susan	May 2018
2	Ben David, Aya	May 2018
3	Betterman, Luke	May 2018
4	Calderwood, James	May 2018
5	Carlton, Timothy	May 2018
6	Delaney, Matthew	May 2018
7	Evans, Lena	May 2018
8	Fernandes, Aileen	May 2018
9	Gavai, Gavai	May 2018
10	Grasso, Carlos	May 2018
11	Hahm, Eason	May 2018
12	Horvat, Timothy	May 2018
13	Jethwani, Pankaj	May 2018
14	Kadouh, Mona	May 2018
15	Kara, Ghassan	May 2018
16	Kumar, Vinayak	May 2018
17	Lytte, Michael	May 2018
18	Magnuson, Thomas	May 2018
19	Miller, Lauren	May 2018
20	Molchan, Andrew	May 2018
21	Mukherjee, Smita	May 2018
22	Muller, Brent	May 2018
23	Myint, Thiri	May 2018
24	O'Kane, Meagan	May 2018
25	Rashtchi, Roya	May 2018
26	Simmons, Mark	May 2018
27	Sun, Cecilia	May 2018
28	Toman, Allison	May 2018
29	Wilkinson, David	May 2018
30	Yalamanchi, Pratyusha	May 2018

NO.	STUDENT	GRAD DATE
31	Zhou, Quingan	May 2018
32	Zou, Ailin	May 2018

SUSAN M. ADLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management

Philadelphia, PA
2016-2018

- Member of Wharton's Healthcare, General Management and Marketing Clubs; Penn Biotech Group Healthcare Consulting
- Leadership: Healthcare Club VP of Communications and Social Media; Project Leader for Penn Biotech Group; Head of Outreach for Wharton Health Care Business Conference

UNIVERSITY OF ROCHESTER

Bachelor of Arts, Majors in Economics and Philosophy

Rochester, NY
2007-2011

- Graduated Cum Laude, 3.82 GPA, Deans list for all semesters
- Awarded Highest Distinction in Philosophy, Distinction in Economics

EXPERIENCE

THE BOSTON CONSULTING GROUP

Senior Knowledge Analyst, Biopharma Commercial
Knowledge Analyst, Medical Devices & Technology

Boston, MA
2015-2016
2013-2015

- Served as US biopharma commercial expert, providing original analysis and support for over 40 client engagements.
- Developed US drug pricing compendium for global pharma company, devised positioning statements tailored to company. Deliverables were presented to multiple functions within the company, and to external stakeholders.
- Created presentation for global pharma company CEO on current trends in US drug pricing, and its implications for the company. Findings were presented to company's shareholders.
- Conducted market access benchmarking effort of 13 global pharma companies, interviewed heads of market access, public policy, and real world data. Analyzed findings from interviews and surveys, created customized benchmark analyses for participating companies.
- Analyzed and evaluated market access and pricing environment for launch of a new lifestyle drug for a biopharma company. Provided deep dive on 5 analog drugs' pricing and access strategies for US and EU markets.
- Supervised team of five in effort to create up-to-date biopharma innovative contracts database, employed by multiple clients to aid in the design of future risk sharing agreements.
- Served as US medical devices and technology expert for over 30 client engagements, with specific focus on pricing and reimbursement. Served as expert in US payer and provider sector for over 10 client engagements.
- Analyzed US purchasing and economics in orthopedic devices for an international industrial group, created deep dive on public and private payers' reimbursement for procedure, provided pricing recommendations for client's product.
- Founded and led Boston Center for Knowledge and Analytics (BCKA) Community Engagement Committee, created office wide annual community service day, organized multiple opportunities for coworkers to give back to the outside community.
- Awarded 2014 BCKA "Above and Beyond" award by 60-person office for serving as a role model in local office leadership, and 2014 Knowledge Team "Above and Beyond" elected by global healthcare knowledge managers.

PUBLIC CONSULTING GROUP

Business Analyst, Healthcare

Boston, MA
2011-2013

- Conducted planning and design of federally complaint Delaware Health Exchange Consumer Assistance Function. Developed Delaware State Plan Management Business Operations and Process Manual that outlines policies and procedures for health insurance plans in Delaware. Facilitated focus groups with individuals and small business owners for the Delaware Health Exchange, compiled insights into reports presented to Delaware Exchange oversight committee.
- Developed report on Texas' current behavioral health delivery system; provided recommendations for reform to the Texas Legislature. Conducted stakeholder meetings across Texas to solicit public opinion regarding the Texas behavioral health system.

ADDITIONAL INFORMATION

- **Interests:** Running (completed 2014 Chicago Marathon, over ten half marathons), riding dressage, traveling
- **Volunteer:** Big Brothers Big Sister (BBBS) mentor for over two years, led BCG relationship with BBBS.

AYA BENDAVID

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EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management and Entrepreneurship **2016-2018**
- Recipient of the Darivoff Family MBA Fellowship and the Kaiser Fellowship for professional excellence
 - Teaching Assistant, Life Sciences & Management, Capstone entrepreneurship and leadership program
 - Member of Wharton's Marketing, Tech, Consulting, Healthcare, Digital Health, Global Health Volunteers clubs
- RADZINER SCHOOL OF LAW, THE INTERDISCIPLINARY CENTER (IDC)** **Herzliya, Israel**
LL.B in Law major in International Law, Bachelor of Arts in Business Administration **2007-2011**

EXPERIENCE

- PENTAX MEDICAL, HOYA CORP. (Holds 30% of global endoscopy market)** **Hamburg, Germany / Tokyo, Japan**
Director of Global Product Management **2014-2016**
- Led product development process and launch of 4 products in the German R&D center, employing 40 engineers; strategized, planned and executed the global product roadmap and go-to-market with regional teams
 - Led multi-national team of 100+ in design and development of new large-scale technology platform for gastroenterology, targeting emerging markets; managed project budget of \$15M with expected sales of \$300M+ in first five years
 - Managed new products global marketing communication budget of \$2M+ including collateral, value proposition, messaging and launch events; drove regional product managers in localization processes, first quarter beat revenue projections by 30%
 - Initiated global team collaboration resulting in 25% project cost savings; launched project communication dashboard, resulting in higher transparency, increased organizational efficiency and 25% faster response time
 - Strategized website re-design to enable intuitive customer experience plan to improve profitability with existing customers, and to increase their awareness of new products; resulted in sales increase of 40% within 3 years
- EARLYSENSE (Startup focused on prevention of patient deterioration through IT and IoT solutions)** **Tel Aviv, Israel**
Marketing and Product Manager **2012-2014**
Associate Marketing Manager / Site Manager (Los Angeles) / Applications Specialist / HR Associate **2008-2011**
- Promoted 5 times as the organization expanded from 20 to 100+ employees, having demonstrated managerial skills
 - Initiated new product development, resulting in: 60% reduction in unit price, greater affordability for hospitals and 300% increase in sales per average deal
 - Increased distribution channels by 300% through relationships building, strategic planning, development of new market segments, market research, competitive analysis, messaging and training
 - Managed affiliate partnership initiatives resulting in first strategic partnership with Welch Allyn and \$4M investment
 - Structured customer operations and improved complaint management; resulted in 30% growth of existing customer sales
 - Established the relationship with Boston office, trained cross-functional teams
 - Developed and executed marketing strategies including first product launch which resulted in sales of over \$3M in first year
 - Led company's branding, conferences and lead generation activities doubling physician Key Opinion Leader base
 - Managed implementation and operation of company's first clinical beta sites, including staff training (over 300 physicians and nurses), soliciting feedback; generated first breakthrough purchase of 200+ systems
- GOLDFARB SELIGMAN & CO (Ranked Tier 1 in Tech, Startups, VC, Corporate and M&A)** **Tel Aviv, Israel**
Junior Legal Associate (Attorney at Law, member of the Israeli Bar Association, reg. license 64435) **2011-2012**
- Co-managed start-up, medical device and tech clients across a wide variety of legal processes
 - Co-led 5+ due diligences and acquisitions of start-ups by Fortune 500 companies

ADDITIONAL INFORMATION

- **Israel Defense Forces:** Oversaw the welfare of 500 soldiers in the Artillery Corps attending integration challenges; negotiated terms of service to facilitate soldiers without family support who were in mental and financial need (2004-2006)
- **SaySo Co-Founder:** A customer experience improvement platform initially targeting 4 small business segments. Provides business analytics and proactive suggestions for sophisticated real-time understanding of in-store experiences (2016)
- **Interests:** Scuba diving, cooking, pilates, psychology, traveling and volunteering in developing countries
- **Languages:** Native speaker of Hebrew, proficient speaker of German
- **Dual Citizenship:** EU / Israeli (Raised and worked in Europe and Asia 10+ years)

LUKE A. BETTERMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate, Major in Healthcare Management Program

Philadelphia, PA

2016-2018

- **Award:** Kaiser Fellowship for exceptional professional, academic, and personal achievement
- **Leadership:** Cluster Council Representative – Careers, Health Care Club – VP Alumni Relations, Wharton Ski & Snowboard Club – 1st Year Board Member

UNIVERSITY OF NOTRE DAME

Bachelor of Arts, Major in History (Honors Program)

Notre Dame, IN

2007-2011

- Graduated Magna Cum Laude – Cumulative GPA: 3.82/4.0
- Honors Thesis: "*Fighting for King and Country: The Oxford Union and British Pacifism Before World War II*"

EXPERIENCE

SPRINGHILL CONSULTING GROUP

Director

Chicago, IL

2014-2016

- Managed up to 4 project teams simultaneously in executing strategic engagements, including: M&A due diligence support, market opportunity analysis, competitive landscape assessment, scenario planning, and performance benchmarking
- Co-led new business development efforts across Springhill's Healthcare and Technology practices, with responsibilities for client outreach, proposal creation, and relationship management
- **Example Project: Operating Expense Benchmarking and Optimization**
 - Selected to serve on a three member project core team tasked with benchmarking a Fortune 100 distributor's \$2B+ operating expense (SG&A) across 11 functions and over 20 sub-disciplines
 - Conducted over 150 in-person interviews with client's senior business leaders, including extended international visits to client sites in Europe and Asia
 - Led a team of six analysts in benchmarking client's operating expense against six global distributors, utilizing a proprietary model that combined thousands of research inputs
 - Interacted regularly with and provided recommendations to client's Executive Board, including the company's CEO, CFO, CIO, Business Unit Presidents, and SVPs of HR, Legal, and Logistics
 - Identified savings opportunity of ~\$150M through potential efficiency initiatives, a figure which the CEO ultimately set as the internal performance target over the following three fiscal years

Manager

2013-2014

- **Example Project: Medical Device Strategic Assessment**
 - Managed a team of four analysts in the global strategic assessment of a prototype percutaneous surgical device to determine if further research and development investment was warranted
 - Converted inputs from key regional stakeholders (US, Canada, EMEA, Asia-Pacific, LATAM) into a quantitative model forecasting a ~\$140M global market opportunity for the device by 2020
 - Delivered a final recommendation of further investment to the Strategic Planning team assigned to the device, recognizing a strong strategic fit given the client's existing product portfolio and market trajectory

Senior Analyst

2012-2013

Analyst

2011-2012

- **Example Project: Hip Replacement Market Assessment**
 - Composed, programmed, and led data analysis for two surveys distributed to over 300 orthopedic surgeons in order to better understand surgeon perception of key issues related to hip joint replacement
 - Presented segmented data and study insights to executive leadership of the client's orthopedics division, directly influencing core elements of the business unit's 2013 strategic plan

ADDITIONAL INFORMATION

- **Additional Clubs/Activities:** Wharton Leadership Ventures – Andes Mountaineering, Executive Coaching and Feedback Program, Consulting Club, General Management Club, Health Care Conference, Wharton 22's, Storytellers
- **Interests:** Scuba diving, skiing, cycling, global travel, film, computer technology

JAMES CALDERWOOD JR, RN

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EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2016-2018**
- Member of Wharton's General Management Club, Agribusiness, Wharton Leadership Ventures, Rugby
 - Vice President of Social for Health Care Club
- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**
Bachelor of Science in Economics **2007-2012**
- THE NURSING SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**
Bachelor of Science in Nursing & Registered Nurse **2007-2012**

EXPERIENCE

- THE ADVANCED MEDICAL TECHNOLOGY ASSOCIATION (AdvaMed)** **Washington, DC**
Policy Analyst, Payment and Health Care Delivery Policy **2012-2016**
Research Associate, Payment and Health Care Delivery Policy
- Took initiative to learn R statistical suite to analyze 9 million line CMS data base and create customized member financial/marketing reports; saved \$150,000+ in consulting fees
 - Developed and presented three payment models based on interpretations of CMS Proposed Rule to project financial impacts to members and forecasted major industry changes
 - Assisted in managing a balanced research budget of over \$1 million based upon AdvaMed's Strategic Pillars
 - Aided medtech start-ups in navigating FDA, CMS, and private payer spaces
- UNITED STATES SENATE** **Washington, DC**
Barbara Jordan Health Policy Fellow Sponsored by Kaiser Family Foundation **2012**
- Supported policy issues including healthcare reform, Medicare, Medicaid, and Native American Affairs
 - Consulted Senator on host of topics including drinking water, organ donation, HIV/AIDS, pharmaceuticals and raw milk
 - Presented to Congressional staff on potential effects of sequestration to the Indian Health Service and how to mitigate them
- AGASTON URBAN NUTRITION INITIATIVE** **Philadelphia, PA**
Quantitative Research Head **2010**
- Developed evaluation strategy (administered questionnaires, led focus groups, and provided statistical analyses) to determine program efficacy and presented findings to the Board
 - Recommended incorporating family and personal finance skills; many of which were included in future programming

HONORS AND AWARDS

- **Greenland and Canadian Arctic**, Explorers Club Research Fellowship, history of Arctic people's tool development, 2016
- **President's Volunteer Service Award**, from President Obama for typhoon relief with US military in Philippines, 2014
- **University of Pennsylvania Innovation Grant Recipient**, received to design a safer IV pump, 2012
- **Hyderabad, India**, Wharton trip on healthcare innovation (chapter published in *India's Healthcare Industry*), 2011
- **Wharton Leadership Ventures Board**, non-profit consulting in Mexico (leader), Patagonia and Grand Teton, 2008-2012
- **Wharton Cohort System Board**, elected Cohort Representative and Mentor, 2007-2010
- **Explorers Club**, four Flag Expeditions; grant recipient; elected to Membership Committee, 2006-present
- **Person of the Week on ABC's World News Tonight with Charles Gibson**, interviewed on CBS's *The Early Show*, Fox News, and NPR+30 other radio stations; stories ran in *The Washington Post* and other publications, 2007
- **Eagle Scout and Order of the Arrow**, 2005

INTERESTS: Traveling and volunteering in 30+ countries, rugby, Explorers Club, wildlife conservation, sailing (won Philadelphia Cup 2011), climbing, blacksmithing, mechanics, wood working, mechanics and home repair

TIMOTHY CARLON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Administration

2016 – 2018

- Awarded merit-based Kaiser Fellowship for exceptional professional, academic, and personal achievement
- Member of Wharton's Health Care, Digital Health, Consulting, Ski and Snowboard, and Scotch and Whiskey clubs
- Team-Leader, Philadelphia VA Medical Center Quality Improvement Consulting Project. Coordinate a team of four Wharton MBA students advising the Philadelphia VA total joint replacement program on strategies to reduce the incidences of artificial joint infection and day-of-surgery procedure cancellation
- Value-Based Care Group, Wharton Health Care Business Conference Content Committee. Set scope and provide initial discussion questions for the value-based care panel. Identify, invite, and assist the panelists and moderator

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2013 – 2018

- Member, School of Medicine Admissions Committee. Reviewed completed application files, including all letters and interview notes for admission to the Perelman School of Medicine MD and MD/PhD programs
- Teaching Assistant, *Gross Anatomy* and *Student Report*, a monthly medical case conference for first and second year medical students. Guided and mentored preclinical students through anatomic/functional relationships and clinical decision making

DUKE UNIVERSITY

Durham, NC

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

2009 – 2013

- Graduated *summa cum laude* with departmental distinction in biomedical engineering. Awarded Howard G. Clark award for top graduation-with-distinction research presentations. Elected as a junior to Tau Beta Pi, the national engineering honor society. GPA 3.96/4.00
- Teaching Assistant, *Computational Methods in Engineering* (3 years) and *Biomedical Electronic Measurement I* (2 years)

EXPERIENCE

COMPUTATIONAL BREAST IMAGING GROUP

Philadelphia, PA

Graduate Researcher

2014

- Project title: *Imaging Biomarkers for Risk Management of BRCA 1/2 Carriers*
- Authored MATLAB code for automated analysis of breast MRI images with the goal of quantifying risk of future breast and ovarian cancers in asymptomatic women with BRCA 1 and BRCA 2 mutations
- Implemented substantial improvements in efficiency (reduced run time by 50%), consistency (reduced failure rate from 25% to <5%), and readability (added extensive comments and help files to >10 programs) to previously developed algorithms in preparation for analysis of larger, more diverse image datasets
- Coordinated with post-doctoral researchers by providing clinical context to direct appropriate applications of novel algorithms. Presented results to the principal investigator, guiding future direction of the project

HEART HEALTH BRIDGE TO CARE (HHBC)

Philadelphia, PA

Treasurer and Medical Student Coordinator

2013 – 2014

- Provided free preventative medical care to uninsured and underinsured individuals with chronic cardiovascular disease living in Philadelphia's East Parkside neighborhood as part of a supervised, multidisciplinary clinical team
- Planned and managed annual clinic budget of \$10,000 providing laboratory tests, medications, and educational materials free of charge for all clinic patients. Authored grant applications to maintain clinic quality of care and ongoing viability
- Awarded \$10,000 grant from Independence Blue Cross allowing HHBC to operate independently from its larger sister clinic

ADDITIONAL INFORMATION

- **Technical Skills:** Mastery – MATLAB, Microsoft Office; Experience – JMP, LabVIEW, LaTeX
- **Interests:** Skiing, scuba diving, trivia, crosswords

MATTHEW DELANEY

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- On planning committee for biopharma-focused panel at the 2017 Wharton Health Care Business Conference
- Director of Member Education and Special Events for the General Management Club
- Club membership: Health Care, Digital Health, General Management, Public Speaking, Skiing, Outdoors, Acting

BOWDOIN COLLEGE

Brunswick, ME

Bachelor of Arts; Double Major in Economics and History

2007-2011

- 3.79/4.00 GPA
- Awarded A. Myrick Freeman Prize for exceptional performance in the Economics Major
- Selected as research assistant on an intergenerational health project, conducted data analysis for two years
- Worked full-time as research assistant to three professors, conducting research on credit spreads and recession impact

EXPERIENCE

L.E.K. CONSULTING

Boston, MA

Life Sciences Practice Specialist

2014-2016

Drove 5 major internal initiatives for 17 Managing Directors of the U.S. Life Sciences practice, resulting in improved business development and project performance to achieve >\$50M annual revenues. Select examples include:

- Developed strategy to capture important Life Sciences intellectual property from projects, managing 30+ staff as they developed 170+ topic primers, 60-100 slides each, on diverse topics from biosimilars to launch planning to specific diseases
- Coordinated internal capabilities assessment that led to a shift in L.E.K.'s work model towards more advanced data analytics
- Led training sessions and developed training material for junior staff to prepare them for Life Sciences casework
- Implemented a new recruiting initiative designed to increase quality of applicants within the Life Sciences practice
- Created five segment specific client outreach strategies, conducting detailed market research and coordinating workshops of 10+ Managing Directors and other staff; target industries included large pharmaceuticals, biotech, medical devices, diagnostics, and pharma services

Associate – Associate Consultant

2011-2014

Managed work streams, conducted research, and developed deliverables in 20+ projects for top companies in Life Sciences and beyond. Selected examples include:

- Pharma corporate valuation: Developed a detailed scenario-based corporate model for an emerging biopharma company; determined optimal 5-year corporate strategy to enable a strong pipeline beyond their first product launch
- Disease screen: Identified the five transplant-associated viruses with the greatest commercial opportunity as well as the optimal way to address unmet needs of each, on behalf of for a large pharmaceutical company looking to enter the space
- MedTech brand relaunch: Led four colleagues in investigation of commercial underperformance of micro-endoscope product; created a turnaround plan to improve sales by addressing physician awareness of the value proposition
- Royalty monetization: Directed research and interview workstreams for an anti-TNF therapy royalty valuation
- Diabetes care management: Led discussions with Chief Medical Officers at insurance companies to determine the feasibility of a proposed novel care management model; successfully convinced the client to alter their risky proposed approach
- Beyond casework, developed training material and taught an improved approach to drug probability-of-success modeling

Edgewood Capital Advisors

Southport, CT

Commercial Real Estate Summer Intern

2009

- Analyzed P&L statements across multiple properties and collaborated with property owners to devise and implement changes
- Performed due diligence on numerous commercial, industrial, and residential properties, including environmental report analysis, property valuation, and research on lease holders

ADDITIONAL INFORMATION

- **International**: Dual United States and European Union citizenship
- **Avid Outdoorsman**: Eagle Scout, trained trip leader (led camping trips for incoming college Freshmen three years in a row), skier, camper, canoer, and kayaker
- **Other Interests**: Make-a-Wish Foundation, ultimate frisbee player, reader of world history, and connoisseur of craft beer

LENA EVANS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Recipient of Kaiser Family Foundation Grant: merit-based scholarship awarded following admission
- Vice President of Social for Wharton's Health Care Club, Operations Team Member for the Wharton Health Care Business Conference, Member of Wharton's Digital Health, Ski and Wine Clubs

COLUMBIA COLLEGE, COLUMBIA UNIVERSITY

New York, NY

Bachelor of Arts in English

2004-2008

- Active in the American Cancer Society's Relay for Life

EXPERIENCE

RUSSO PARTNERS, LLC

New York, NY

Assistant Vice President

2015-2016

Account Supervisor

2013-2014

Senior Account Executive

2012

Account Executive

2011

Assistant Account Executive

2010

- Effectively managed \$1.5 million in annual revenue for a boutique healthcare agency serving public and private clients in the biotechnology, pharmaceutical and medical device industries
- Developed and executed successful PR campaigns and corporate communications strategies for 45+ clients
- Managed nine accounts in parallel and oversaw five direct reports
- Built and maintained strong relationships on behalf of agency clientele with key health and business media contacts at outlets including The Wall Street Journal, The New York Times, Bloomberg News, Reuters and Investor's Business Daily
- Regularly secured significant media coverage of announcements, including financings, clinical data disclosures, M&A activities, as well as live television broadcast interviews, including frequent spots on CNBC's Mad Money with Jim Cramer
- Raised awareness among investor and physician audiences for clients including Alder Biopharmaceuticals, Aragon Pharmaceuticals (acquired by J&J), MedAssurant (now Inovalon), OrbusNeich, PTC Therapeutics and Sucampo Pharmaceuticals

CONSORZIO MARIO NEGRI SUD

Santa Maria Imbaro, Italy

Manuscript Editor, Laboratory of Lipid Metabolism and Cancer

2009

- Collaborated with researchers in the laboratory of Antonio Moschetta, M.D., Ph.D., physician scientist and pioneer in genomic medicine, to develop scientific manuscripts for peer-reviewed publication in journals such as *Cell Metabolism* and *Hepatology*
- Conducted presentation training and English tutoring sessions for graduate and postdoctoral students

SALK INSTITUTE FOR BIOLOGICAL STUDIES

La Jolla, CA

Lab Assistant, Gene Expression Laboratory

2008

- Supported the submission of a multi-institute grant to the California Institute of Regenerative Medicine
- Coordinated administrative tasks for the laboratory's principal investigator, Samuel Pfaff, Ph.D., including event coordination and travel
- Developed and managed the laboratory's digital reagent database

ADDITIONAL INFORMATION

- **Positions:** New York Cabinet Member of the Salk Institute Salkexcellerators
- **Languages:** Conversational in Italian and Spanish

AILEEN FERNANDES

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia
Master of Business Administration Candidate; Major in Healthcare Management and Entrepreneurship 2016-Present

- Member of Wharton's Healthcare Management Program, Vice President of Careers of Digital Health Club, Wharton Venture Partners, Board Member of Wharton's Healthcare Conference, Member of Technology Club (GMAT: 730)

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia
Bachelor of Arts in Economics, Major in Management: Organizational Effectiveness and Operations & Information Management 2007-2011

- Fall 2009: Semester at Hong Kong University of Science & Technology
- Student Federal Credit Union Vice President, student run federal credit union with \$6.5M in assets and 100+ employees
- Penn Alumni: Interviewed prospective students and supported local alumni event Social Innovation in India

EXPERIENCE

AMINO, digital health start-up with mission to connect everyone to the best health care possible San Francisco
Rock Health MBA Intern Summer 2016

- Directed API business development strategy; developed embed feature with design engineers and pitched product to 100+ health organizations, resulting in 6 signed contracts and an active pipeline of 30+ clients
- Evaluated website traffic and key usage metrics to create preliminary investor pitch deck
- Managed community outreach marketing operations for new product launch, driving 30% of traffic in first two weeks

DELOITTE CONSULTING San Francisco
Consultant 2014-2016
Business Analyst 2013-2014

- Received highest performance rating, "Outstanding Performance" Award and 4 "Applause" Awards
- Managed due diligence for three potential investments for a digital health venture capital firm and coordinated innovative talent management trends event for healthcare companies
- Supported the development of Deloitte's Wharton Physician Leadership Academy market analysis and curriculum strategy
- Led human capital technology assessment for insurance company; structured product management roadmap to drive innovation in the employee experience lifecycle; optimized processes resulting in \$32M savings
- Evaluated global talent vision, enhanced data analytics strategy, and analyzed financial business case and strategic assessment for professional services firm to support client delivery in 43 countries
- Supported divestiture project management for pharmaceutical company with 9,000 employees across 68 countries
- Revamped diagnostic and investment tools; managed marketing plan for Deloitte's human capital strategy labs launch, resulting in firm adoption and \$830K in new client business

MORGAN STANLEY New York
Strategy, Operations, & Technology – Finance Analyst 2011-2013

- Received highest performance rating "Exceeds Expectations"
- Developed global workforce restructuring recommendations for CFO, targeting growth in emerging market assets and \$180M in operational expenditure savings
- Led project management and reporting for the execution of deployment transitions for 310 support roles
- Created evaluative model and toolkit to assess resource and real estate cost savings impacts

SCOPIA CAPITAL, hedge fund with \$5B in assets New York
Summer Analyst Summer 2010

- Analyzed competitive landscape and market opportunities of e-commerce companies

ADDITIONAL INFORMATION

- City Year Program Lead: Directed New York program of 50 Deloitte mentors and increased mentor engagement by 40%
- Fall 2015-2016: Assessed and recommended initiatives to increase local engagement for healthcare non-profit in Nicaragua
- Foil Fencing, listening to podcasts while running, cooking through the Smitten Kitchen recipe blog, playing board games

NEHA A. GAVAI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Administration

2016-2018

- Awarded Kaiser Fellowship for professional, academic, and personal achievement
- VP of Business Development for Digital Health Club; Member of Wharton Health Care Business Conference Marketing Team; Tour Guide for Student Admissions Program

CORNELL UNIVERSITY, COLLEGE OF ARTS AND SCIENCES

Ithaca, NY

Bachelor of Arts; Major in Biological Sciences (cum laude), Major in Economics

2008-2012

- National Merit Scholar; Howard Hughes Summer Research Scholar; Biology Honors Recipient in Microbiology and Immunology; Under-Secretary General of Committees for Cornell Model United Nations Conference

EXPERIENCE

STRATEGY& (FORMERLY BOOZ & COMPANY)

New York, NY

Senior Associate, Life Sciences Strategy

2015-2016

- **Digital Health Strategy at a Global Pharmaceutical Company**
 - Assessed digital health value drivers, “ways to play”, and strategic messaging across 20 pharmaceutical companies to inform company-wide digital health strategy
 - Created three innovative digital solutions to engage patients with diabetes, schizophrenia, and COPD; evaluated patient and provider willingness to use each solution
 - Forecasted a 240,000 annual increase in COPD prescriptions driven by implementation of proposed COPD digital solution; accordingly, presented recommendation to pursue COPD solution to Executive Director of Business Innovation
- **Oncology Patient Engagement Strategy at a Fortune 100 Pharmaceutical Company**
 - Classified four distinct patient segments to identify unfulfilled needs along the metastatic breast cancer patient journey
 - Designed four solutions to address prioritized needs for metastatic breast cancer patients and collaborated with customer experience team to craft solution prototypes for market testing
 - Prepared a three-year financial cost model for each solution and calculated a 0.2% year-over-year increase in existing patients required to breakeven with total solution costs

PWC ADVISORY SERVICES

New York, NY

Associate, Health Industries Advisory

2012-2014

- **Patient Engagement Strategy at a Global Pharmaceutical Company**
 - Led working session with five senior clients to evaluate potential initiatives to enhance patient experience
 - Conducted client patient engagement benchmark analysis against 21 pharmaceutical industry competitors
 - Developed four key strategies to guide development of a centralized patient engagement initiative
- **Price Management Strategy at a Major Medical Device Manufacturer**
 - Led over 10 client interviews to obtain understanding of current price management organizational structure
 - Recommended 23% decrease in number of sales operations employees to optimize enterprise performance
- **Product Life Cycle Management Strategy at a Global Pharmaceutical Company**
 - Collaborated with Chief Strategy Officer to prepare a key company messaging platform for Investor Day
 - Aggregated firm financial records to identify a scope of 10 payer accounts, collectively driving 66% of net sales and 84% of total utilization for flagship branded drug
 - Generated innovative pricing and contracting strategies targeted at 10 accounts to position flagship drug effectively after patent expiration
- **Production and Launch of PwC Health Research Institute “New Entrants” Thought Leadership Report**
 - Corresponded with 15 health industry CEOs to secure formal endorsement for a PwC Health Research Institute report
 - Constructed model to calculate \$267 billion annual U.S. ancillary health services revenue
 - Managed regulatory requirements and marketing efforts related to report launch

ADDITIONAL INFORMATION

- **Internships and Activities:** Bio-Analytical Sciences Intern at Bristol-Myers Squibb Company (2011), Diversity Lead for PwC Recruiting (2013-2015)
- **Interests:** Tennis, hiking, foreign films, hot sauce tastings

CARLOS A. GRASSO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Finance and Business Analytics

2016-2018

- Consulting project for Neighborhood Bike Works with Wharton Community Consultants
- Social VP for Wharton Latin American Student Association (WHALASA)
- Mentor for MBA applicants under WHALASA's mentorship program
- Member of Wharton's General Management Club, Entrepreneurship Club, and Consulting Club

VILLANOVA UNIVERSITY

Villanova, PA

Bachelor of Business Administration; Major in Economics, Finance, and Accounting

2010-2014

- GPA 3.74; cum laude

EXPERIENCE

MIURA CAPITAL GROUP

Caracas, Venezuela

\$1.6 Billion AUM-Murex Capital LLC (U.S), Miura Wealth Management (Spain)

Portfolio Manager

2015-2016

Market Analyst

2014

Intern

Summer 2013

- Managed \$10 MM US equities and co-managed \$200MM corporate bond portfolio for one of Venezuela's largest banks
- Handled relationship and communications with senior executives and board members of the bank
- Led transformation of firm's investment strategy as portfolios concentration was shifted from Venezuela's fixed income instruments towards U.S equities, U.S corporate bonds, and international corporate and sovereign bonds
 - Designed model portfolios implemented on \$400MM in assets
 - Persuaded firm's leadership to increase average duration and credit quality in fixed income portfolios, leading to improvements in yields to maturity of 1.5%
 - Improved process for portfolio structuring, reducing time from initial investment idea generation to portfolio implementation
 - Increased size of fixed income trading orders 300% resulting in increased per-trade profitability
 - Prevented 2MM losses by convincing customers to reduce exposure to Venezuela's bonds after determining overexposure to asset class
- Developed and managed diversified portfolios from \$500K to \$15MM by working closely with team of researchers, traders, and managing directors of the firm
- Researched Venezuela's fixed income instruments and use of these instruments as part of aggressive investment strategy
- Improved customer experience by developing enhanced monthly reports in collaboration with team of programmer and designer, continuously incorporating customer feedback in product

BANESCO BANCO UNIVERSAL

Caracas, Venezuela

Intern

Summer 2012

- Researched Venezuela's economic environment and the bank's competitive position in the system
- Analyzed bank's expected and actual performance and communicated findings to management

ADDITIONAL INFORMATION

- **Advisor with Venezuelan Down Syndrome Association (AVESID)**
 - Advised board on strategic matters including navigating the complex economic situation in Venezuela
 - Increased number of beneficiaries reached by 15% by strengthening data collection and analytical processes
 - Co-developed program to create self-sustainable micro-enterprises for people with Down Syndrome
 - Developed program to organize excursions for people with Down Syndrome and trained volunteers
- **Interests:** Writing about economic and business topics (writer and collaborator at news websites Confirmado.com, DeInmediato.com, and ConsultoresICG.com), soccer, and long-distance running
- **Skills:** Bloomberg Professional Service, including Bloomberg add-in for excel
- **Languages:** Native speaker of Spanish and intermediate Portuguese

EASON HAHM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management & Management

Philadelphia, PA
2016-2018

- Recipient of the Philip J. Whitcome Fellowship based on outstanding academic and professional accomplishments
- Activities: Wharton Health Care Business Conference (Sponsorship Committee), Wharton Asian American Association of MBAs (Director of Treasury), Health Care Club, GUIDE Undergraduate Mentorship Program, Health Care Undergraduate Mentorship Program, Wharton Women in Business, Private Equity & Venture Capital Club
- Teaching Assistant for Professor Lawton R. Burns' undergraduate course, "Proseminar in Management & the Life Sciences"

HARVARD COLLEGE

Bachelor of Arts in Engineering Sciences, Specializing in Biomedical Engineering – GPA: 3.81

Cambridge, MA
2008-2012

- Awards & Recognitions: Magna Cum Laude with Highest Honors, 2011 Harvard College Scholar, Harvard College Research Program Grant (6x), Korea Institute Award (2x), Office of International Programs Summer School Study Abroad Grant
- Activities: Harvard University Figure Skating Club (President), The Mooney Laboratory for Cell and Tissue Engineering (Undergraduate Researcher)
- Completed senior thesis entitled, "Laser Actuated Albumin Nanoparticles for Immune Modulation" and published three co-authored scientific papers

EXPERIENCE

WILLIAM BLAIR & COMPANY

Healthcare Investment Banking Associate

Healthcare Investment Banking Analyst

Chicago, IL
2015-2016
2012-2015

- Received consistent top-tier Analyst ranking resulting in firm's first direct promotion to Associate
- Advised on 45 M&A and public equity transactions representing a total value of \$7.2B in biopharma and medical technology
- Managed junior deal team across multiple projects and served as key liaison with senior management teams
- Directed day-to-day execution of M&A transactions, including creating extensive go-to-market materials, managing deal marketing process, analyzing client financial and operational projections and coordinating buyer due diligence
- Drafted company prospectuses, conducted relevant industry research, led due diligence, performed detailed valuation analyses, developed roadshow materials and coordinated roadshow logistics for public equity financings
- Co-led analyst recruiting efforts at Harvard, and participated in William Blair's Women's Initiative Network and William Blair's Analyst Council

Select Transaction Experience

M&A Advisory (Sell-side): Sold Beaver-Visitec, a developer of single-use ophthalmic surgical products, to TPG Capital

- Developed positioning and valuation analyses for pitch, leading to engagement on deal
- Collaborated directly with CEO and CFO to build financial and customer analytics, including constant currency analysis, and integrated various sales and customer databases to highlight organic growth and drive value
- Managed robust marketing and competitive due diligence process to 46 strategic and financial buyers, resulting in 15 initial indications of interest and 3 final bidders

M&A Advisory (Sell-side): Sold BioNovion, a Dutch pre-clinical monoclonal antibody discovery and development company, to Aduro Biotech (NASDAQ: ADRO)

- Coordinated an international, strategic-only marketing process to a select universe of biotech and pharma companies with interest in immuno-oncology
- Oversaw entire due diligence process, including managing the data room and facilitating functional calls and site visits

Public Equity Advisory (IPO, CMFO, PIPE): Joint bookrunner for Agile Therapeutics (NASDAQ: AGRX), a specialty pharmaceutical developer of a contraceptive patch, for its \$55M initial public offering and \$35M follow-on offering, and sole placement agent for its \$20M PIPE

- Led company due diligence, including key opinion leaders, financial, manufacturing and clinical diligence
- Accompanied management and solicited feedback during testing-the-water and roadshow meetings with investors

ADDITIONAL INFORMATION

- **Interests:** Figure skating, flute performance, personal investment portfolio
- **Other Activities:** Midtown Educational Foundation (Auxiliary Board Member & Volunteer Tutor), Harvard College Interviewer, New York State Emergency Medical Technician (former)
- **Languages & Skills:** Conversational in Korean; Microsoft Office, Bloomberg and Capital IQ; FINRA Series 63 and 79

TIMOTHY W. HORVAT

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Recipient of Kaiser Fellowship for exceptional professional, academic, and personal achievement
- Vice President (Speaker Series) of Health Care Club; Selected for Wharton's Welcome Committee; GUIDE mentor to Wharton undergraduates
- Member of Digital Health Club, Wharton Health Care Business Conference (marketing team), Marketing Club, Out for Business, and Roadrunners and Triathletes Club

COLUMBIA UNIVERSITY

New York, NY

Post-Baccalaureate Business Certificate

2011-2012

- Concentrated in introductory finance, accounting, and marketing

PRINCETON UNIVERSITY

Princeton, NJ

Bachelor of Arts in Anthropology, Certificate in European Cultural Studies

2006-2010

- Senior Thesis: *Examining Social Determinants of Health in the Neighborhood of North Lawndale, Chicago, Illinois*
- President, BodyHype Dance Company (2006-2010); Cap and Gown Club (2008-2010)

EXPERIENCE

DOXIMITY, a digital health start-up and largest network of U.S. physicians and health care providers

San Francisco, CA

Marketing and Physician Relations Associate

2013-2016

Marketing Coordinator

2012-2013

- Joined early stage, digital health company as part of its initial marketing team and reported to the CEO and senior leadership
- Developed growth and engagement strategies targeting all U.S. physicians, NPs, PAs, and medical students that contributed to an increase in membership which counts more than 60% of U.S. physicians
- Handled \$200K marketing budget for paid marketing campaigns, tradeshow, and sponsorship opportunities
- Led digital marketing channel that focused on search and social acquisition campaigns from inception to reporting
- Scaled medical student ambassador program to promote Doximity at over 50 medical schools across the country
- Managed medical advisory board and cultivated company brand via physician relations

MEMORIAL SLOAN-KETTERING CANCER CENTER

New York, NY

Session Assistant

2010-2012

- Coordinated clinical care team including attending physicians, fellows, residents, nurses, and researchers
- Managed patient flow and schedule for medicine and surgical oncology clinics
- Interfaced between clinical team and hospital systems including the EMR and pharmacy software
- Performed internal and external referrals, billed patient visits, arranged chemo treatments, scheduled surgical cases, and entered lab work

ACCESS HEALTH NETWORK

Chicago, IL

Quality and Performance Improvement Intern

June - August 2009

- Interned at Access Health Network, a FQHC network, as part of Princeton Internships in Civil Service program (PICS)
- Compiled and analyzed patient statistics for Blue Cross Blue Shield diabetes management audit
- Researched inconsistencies in mammography referral process for Racial Disparities Initiative

ADDITIONAL INFORMATION

- **Technical Skills:** *Advanced:* Google Analytics and Adwords, Mixpanel (web and mobile analytics); *Intermediate:* SQL, Hubspot, Epic, CPT coding
- **Positions:** Member of Clinical Systems Troubleshooting Team at MSKCC (2011-2012), Community Volunteer at Doximity (2012 – 2016), Mentor at iMentor NYC (2011-12)
- **Interests:** Aspiring cook, amateur runner and triathlete, and live music enthusiast

PANKAJ JETHWANI, MD

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Majors in Healthcare Management & Business Analytics 2016-2018

- Recipient of Kaiser Family Foundation Scholarship for outstanding professional and academic accomplishments
- Member of Wharton's Health Care Club, Digital Health Club, PBG Healthcare Consulting, and Technology Club

DR. V. M. MEDICAL COLLEGE, MAHARASHTRA UNIVERSITY OF HEALTH SCIENCES Solapur, India
Bachelor of Medicine and Bachelor of Surgery (MBBS – equivalent to an MD in the US) 2007-2012

- Co-founder, Vision 6 by 6 (affordable primary eye-care non-profit) – managed 10000+ beneficiaries at \$2 per patient
- Intern, Center for Connected Health (Partners Healthcare) – assessed cost savings and therapeutic benefits for an online second opinion program

EXPERIENCE

THE BOSTON CONSULTING GROUP New Delhi, India
Project Consultant – Public Sector Practice 2014-2016

- Developed strategic plan for the Rajasthan Government to improve quality, accessibility and affordability of primary health.
 - Created primary healthcare improvement plan to address issues of human capital, access and availability of supplies, with the goal of improving service levels at 2,100 primary health centers targeting 70Mn citizens.
 - Launched Program Management Office (PMO) within the Health Department. Plan currently being implemented by the PMO and BCG, directly impacting 120,000 department employees
 - Early impact includes improvement in facility utilization (40%), physician productivity (20%) & drug availability (20%)
- Developed plan to raise \$4Mn for UN agency in India to expand malnutrition program from 4Mn to 16Mn households.
 - Created sustainability plan to leverage corporate social responsibility of Indian companies; defined legal processes to address regulatory challenges.
- Assessed remedial education program delivered in 280 public schools; recommended improvements in training, curriculum, and structure of the program.
 - Recommendations were incorporated by the government; revised program rolled-out to 3,000 schools, 20,000 teachers, and 650,000 students; expected results include improving learning levels of children by 40% in 3 years.

THE BREAKFAST REVOLUTION, a social enterprise addressing malnutrition in Asia Mumbai, India
Board Member 2016-current
Founder and Partnerships Director 2014-2016

- Conceptualized and created enterprise to manufacture and distribute 7 Indian-FDA approved fortified food products.
- Executed scale up by partnering with 3 hospital chains, 40 non-profits, & 1 government agency; distributed 3 million meals to 30,000 low-income women and children in India and Nepal, reducing malnutrition in 70% beneficiaries in 6 months.
- Led growth of TBR to gross \$500,000 in revenue and purchase orders, and \$75,000 in grants within 2 years.

SAMHITA SOCIAL VENTURES, a development-sector focused boutique consulting firm Mumbai, India
Assistant Manager, Innovation and New Business 2013-2014

- Created corporate social responsibility strategy for pharmaceutical company to address cataracts. Plan leveraged unutilized capacity in eye hospitals as well as company's products to provide affordable surgeries to 100,000 patients/year.
- Created primary care program for mid-sized Indian pharmaceutical company to serve communities around its manufacturing plants. Program provides high quality, affordable care to 40,000 tribal inhabitants via a network of primary health clinics.

SIR J.J. GROUP OF HOSPITALS Mumbai, India
Medical Internship 2012-2013

- Practiced as primary care physician at leading tertiary-care hospital. Led care delivery at affiliate rural primary health center.

ADDITIONAL INFORMATION

Grants and Awards:

- **TBR:** D-Prize (\$20,000 grant, 2015); Rotary International's South Asia Outstanding Project Award (2015)
- **Vision 6 by 6:** Rotary International's Rotaract Outstanding Project Award (2013; 1st among 9500 non-profits)
- **Maid in India:** Pearson Fellow for Social Innovation (\$5,000 grant, 2011); UnLtd India Investee (\$8,000 grant, 2012)
- Select personal and organization grants: Share & Care Foundation (USA), Asha Vijay Foundation (USA), TakingITGlobal (Canada), YMCA (India), and Vitamin Angels (India)

Other Affiliations:

- Founder: Decimal Advisors, a consulting firm for foundations engaged in public health. Clients include WISH Foundation (USA) and Private Provider Interface Agency (PPIA) of PATH (India).
- President (2012) of RC Caduceus (emergency care non-profit of 300+ doctors from 6 medical colleges in India).

MONA KADOUH

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EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA

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

Master of International Studies Candidate; Focus in Africa & Middle East

Philadelphia, PA

2016-2018

- **Leadership & Clubs:** Lauder Social Chair, MENA Club Admissions Chair, Entrepreneurship Club, Marketing Club, Consulting Club, Tech Club (Tepper Tech Challenge 1st Place)

UNIVERSITY OF MICHIGAN

Master of Science in Electrical Engineering

Bachelor of Science in Electrical Engineering

Dearborn, MI

2010-2011

2006-2010

- **Honors:** High Distinction (top 10% of class), General Merit Scholarship, Academic Internship Scholarship.
- **Extracurricular:** President of Robotics Club, President of Eta Kappa Nu Engineering Honor Society, Founder of UMD Electrification for HEV Research (project selected and presented in State Capitol in Lansing, MI).

EXPERIENCE

INTELLIPORT, INC (*Operational research startup within IPM, a \$2bn marine port operator*)

Beirut, Lebanon

Technical Project Manager

2014-2016

- Managed a team of 3, with one direct report, responsible for the research and development of a software application for dynamic scheduling of maritime staff and cranes. Reported directly to the CEO of IPM.
- Planned and led the project from design validation to software release. Translated the CEO's product vision into software parameters and specifications. Integrated research conducted by MIT into the software development process.
- Developed software testing strategy and timeline. Tested Beta version in two active marine ports in Lebanon and Saudi Arabia, with results showing over 30% increases in staff and crane "capacity utilization".
- Served as CEO liaison to establish a JV with CLT, a Korean counterpart: developed contracts, shareholder agreements and conducted meetings in Korea with the CEO, executive, engineering, and legal teams of CLT.

THE BOEING COMPANY

Design & Analysis Engineer

Everett, WA

2012-2014

- Consulted airline customers and suppliers as the primary engineering focal to translate complex Boeing, Federal Aviation Administration, and Joint Aviation requirements into safe and compliant electrical seat system architecture.
- Reviewed and approved supplier technical data and hardware. Prepared engineering drawings defining both passenger seat arrangement and system installations (300+ cable length calculations per aircraft) prior to aircraft delivery.
- Delivered 4 seat programs (400+ seats reviewed) with zero FAA inspection error and post delivery installation error.
- Managed customer and supplier change requests from cost impacts to change implementation.
- Instructed and trained 15 LEAN representatives (direct reports) from Boeing electrical, mechanical and avionics departments on improvement tools, principles, and LEAN modules. Reported to organization Chief Engineer.

BOSCH AUTOMOTIVE SERVICE SOLUTIONS

Innovation Program Manager

Warren, MI

2010-2012

- Headed the launch of "Invent with OTC", an initiative where ideas were submitted, reviewed, prototyped, and potentially manufactured and sold to grow the mechanical tool product line. Reported to President of Engineering.
- Led a virtual team of 12 product managers and engineering managers to evaluate hundreds of innovation idea submissions. Performed select ideas' SWOT analyses, and reported on cost, scope, timing, risks, forecast and profit.
- Launched OTC Angled Crimper and Drain Plug Pro, rated top 10 tools of the year in 2011 in Undercar Digest.
- Created the product marketing strategy (including function, target market, pricing, distribution channels) for Actron multimeters with annual revenue plan of over \$1M. Conducted focus groups and competitive market analysis to define features and identify potential Asian and European suppliers for cost-down and NPI efforts.

INTERNSHIPS

FORD MOTOR COMPANY, HEV Motor Controls Intern, Summer 2010

ILLINOIS INSTITUTE OF TECHNOLOGY, REU Intern, Summer 2009

COMERICA BANK, Engineering Intern, Summer 2008

Dearborn, MI

Chicago, IL

Auburn Hills, MI

ADDITIONAL INFORMATION

- **Hobbies:** Billiards, Boulderling & Rock Climbing, Hiking, Cycling, Soccer, DJing.
- **Languages:** Native speaker of Arabic, conversational in French.

GHASSAN KARA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Entrepreneurial Management

2016-2018

- Awarded MBB Fellowship for outstanding academic and professional accomplishments, character, integrity, and leadership
- VP of Wharton Entrepreneurship Conference
- GUIDE Mentor – Serve as mentor to undergraduate Wharton students on professional and academic topics

BOSTON UNIVERSITY

Boston, MA

Bachelor of Science in Engineering, Major in Biomedical Engineering – Magna Cum Laude

2009-2013

- Concentration in Energy Technologies & Environmental Engineering
- Dean's List 2009-2013
- Inducted into Tau Beta Pi Engineering Honors Society and Alpha Eta Mu Beta National Bioengineering Honors Society
- Co-founded Technology Entrepreneurship Club to educate and support engineering students to launch tech-related ventures
- Co-founded BU Consulting Group to help students learn about and secure offers from top consulting firms; over 500 members joined first year; continue to actively serve as club's advisor, working with professors and students to grow club

EXPERIENCE

Strategy& (Formerly Booz & Company)

Dubai, UAE

Associate

2014-2016

Business Analyst

2013-2014

- Formulated 10-year strategy for a top 3 multinational CPG company to grow market share in North-East Africa; led coffee category: conducted interviews, analyses, and developed recommendation for global executives, who then presented to BoD
- Developed 10-year growth strategy for major U.S. pharma company operating in Saudi Arabia to grow sales from \$100Mn to \$200Mn; presented recommendation to regional and global senior executives
- Designed major national health system reform strategy for the Minister of Health of a Middle East country; recommendations directly affected healthcare for ~30 Mn people and 220,000+ public sector healthcare employees
- Advised the Minister of Economy of a Middle East country on health sector public-private partnership opportunities worth \$8 Bn; managed team of analysts to support my analyses and coached them on content and consulting skills
- Designed operating model for a joint venture between a top 3 U.S. health provider and a Saudi hospital with annual revenues over \$1.3 Bn; owned project deliverables and worked directly with senior client counterparts to prepare for launch day
- Created change management program for U.S./Saudi joint venture with over 5,000 employees; successfully led workshop with 20 resistant executives to coach them on implementing the program; inducted as a core member of the Strategy& Katzenbach Center team
- Assessed the health system of public schools in a Middle East country through primary interviews and quantitative analyses, and developed a strategic plan for the Ministry of Education to enhance student health across national public schools
- Managed analysts and worked directly with partners to develop proposal for project that led to \$3Mn in revenues for the firm
- Member of the Strategy& New Joiner Induction Committee; proposed and implemented changes to onboarding program that enhanced new-hire satisfaction
- Initiated and led effort to build platform allowing Strategy& to support entrepreneurs in Dubai with pro-bono strategic advice

BOSTON SCIENTIFIC CORPORATION

Natick, MA

Global Operations Strategy Summer Analyst

Summer 2012

- Led effort to determine new low-cost manufacturing location to lower global supply chain costs; designed macroeconomic comparative model to rank and short list candidate country locations based on market research
- Met with ambassadors of shortlisted countries to discuss \$100 Mn investment opportunities and request data; built startup-to-operation costs model for shortlisted countries; identified top 2 countries and presented recommendation to management
- Joined Boston Scientific's Volunteering team; taught science to low-income K-8 students; prepared meals at homeless shelter

ADDITIONAL INFORMATION

- **Interests:** Surfing, Certified Scuba Diver, Snowboarding, Hiking, Basketball
- **Languages:** Trilingual/ Native Proficiency in English, French and Arabic; Conversational in Spanish
- **Other positions:** Startup Weekend Dubai Coach: helped my mentee team win 1st place; Consulting Case Interview Coach with ModernGuild: conducted mock interviews with college seniors preparing for management consulting interviews

VINAYAK KUMAR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- *Wharton's Fellowship* | *Kaiser Fellowship* (total \$28,000)
- GMAT: 760 (99th Percentile)
- Consultant for Veterans Hospital: optimizing patient education initiatives to reduce post-surgical infection risk
- Membership: Health Care, Digital Health Care, and Consulting Clubs

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2013-2018

- *Twenty First Century Merit Scholarship* (full scholarship, ~\$250,000)
- Consultant for Penn Biotech Group: After analyzing market size, competitive landscape, and future profits, recommended against patenting a new drug and initiating clinical trials
- Activities: Global Development Collaborative, Startup Weekend Health, American Medical Association, Cardiology Group, Intramural Ultimate Frisbee, Clinical Research (7 publications)

SCHOOL OF ARTS & SCIENCES, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Science; Major in Chemistry - Vagelos Scholars Program in Molecular Life Sciences

2009-2013

Bachelor of Arts; Major in Biochemistry - Vagelos Scholars Program in Molecular Life Sciences

- *Dean's Scholar* (awarded to 9/1600 undergraduates for academic and extracurricular excellence)
- GPA 3.91 *summa cum laude*
- Achievements: Phi Beta Kappa Honor Society, Dean's List (4 years), College Alumni Society Research Grant (2011, 2012)
- Major Activities: Global Development Collaborative, Laboratory Research, India Community Outreach for Epilepsy

EXPERIENCE

GLOBAL DEVELOPMENT COLLABORATIVE (GDC)

Philadelphia, PA

-501(c)(3) nonprofit to improve quality of life in impoverished international communities, primarily Peru

2009-2016

Founding member, former CEO, current Chairman of Board of Directors

- Led site assessment, partnered with locals, launched revenue-generating internship program to support health, financial, and educational programs designed to address community's specific needs (~\$20,000)
- Partnered with local Peruvian nonprofit to expand impact. GDC negotiated deals with raw material suppliers and provided funding, while partner nonprofit oversaw projects (e.g. build a school, build a community center, replace water tanks)
- Created a microfinance program to empower women by leveraging knitting talents to make hats/scarves, which are sold abroad. Proceeds from sales supplement women's income and help fund health initiatives (annual sales ~\$7,500)
- Implemented telemedicine program in collaboration with two companies to improve patient decision-making

CENTER FOR MEDICARE AND MEDICAID INNOVATION

Baltimore, MD

Intern, Researcher

2014-2015

- Created a new primary care model to incentivize collaboration between retail clinics and primary care clinics, expected quality improvement and cost savings for >10 million Americans
- Revised a policy to allow Accountable Care Organizations (ACOs) to access Medicare claims data, resulting in improved patient care coordination, reduced unnecessary health care testing, and improved patient experience
- Designed federal benefits/waivers for experimental ACO program to enable health systems to promote population health
- Researched successful trends in structuring Patient Family Advisory Councils to improve hospital experience for patients

ADDITIONAL INFORMATION

- **Skills:** Molecular Biology lab techniques, designing and executing research studies
- **Interests:** Ultimate Frisbee (co-captain of medical school team), Breakdancing (Wharton Dance Studio), Teaching/Mentorship (ReBio Mentorship, Research Peer Advisor, GUIDE), Tae Kwon Do (red belt), yoga
- **Languages:** Spanish (proficient), Malayalam (proficient in conversation)

MICHAEL C. LYTLÉ

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EDUCATION

THE WHARTON SCHOOL, PENN DESIGN, AND PENN ENGINEERING

Philadelphia, PA

Master of Business Administration Candidate, Major in Innovation Management (2017)

2015-2018

Master of Integrated Product Design Candidate (2018)

- **Club Leadership:** President, Innovation & Design Club; Director of Analytics & Business Development, Digital Health Club
- **Club Membership:** Analytics; Entrepreneurship; Health Care; Out for Business; Roadrunners & Triathletes; Technology

RICE UNIVERSITY

Houston, TX

Bachelor of Arts in Economics and Mathematics

2007-2011

- **Leadership:** Co-Founder, Rice Consulting Club; Chair, Rice Environmental Committee; Captain, Rice Club Volleyball
- Selected as one of 300 students into competitive General Course Program at London School of Economics; First Class Honors (top 6%) in managerial economics, information technology, and logic

EXPERIENCE

WELLSHEET (*early-stage health care technology company*)

New York, NY

Chief Product Officer, Co-Founder

2015-Present

- Conducted user interviews with 20+ providers and patients and designed high-fidelity wireframes for a software product
- Led team of nine engineers to create a minimum viable product that resulted in an invitation to demo for NYDHA
- Co-developed product video and business plan, selected by ONC as a top innovation for improving provider experience

SMART DESIGN

New York, NY

Strategist

2016

- Co-led design sprint on finances with millennial couples and developed 32 unique physical and digital solutions
- Presented implications of personal loan competitors to Director of Product Management at a top ten U.S. financial institution
- Conducted user interaction research on premium credit card benefits and presented to a top five credit card issuer

SENSE HEALTH (*series A health care technology company*)

New York, NY

Mobile Health Outcomes Expert

2015

- Designed digital marketing strategy and product roadmap to increase penetration by 20% among five key customer segments
- Launched 25+ email, Facebook, and LinkedIn campaigns with customized content, resulting in 40% increase in open rates
- Composed white paper and six case studies on features, chronic conditions, and customers, shared with 1,000+ users

DELOITTE CONSULTING LLP

New York, NY

Strategy and Operations Consultant / Strategy and Operations Business Analyst

2011-2015

Strategy Office of the CEO – Digital Strategy

- Directed analysis of Deloitte Digital's current position and advised CEO on opportunities for growth of over \$1.5B
- Led digital marketing study of over 150 competitors (e.g., ad agencies, software developers), acquisitions, and products
- Performed market research on Deloitte's software partners and recommended strategy for \$300M increase in revenue

Global Business Travel Divestiture – Consumer Products

- Managed transition services for the procurement function and coordinated with a group of 40+ stakeholders
- Devised and implemented solution for 1,000+ contracts in over 10 systems and 30 markets
- Designed pricing model and tracking mechanism that resulted in an estimated 40% increase in revenue

Select internal leadership positions include:

- Co-Founder and Lead, Consumer Products Mini-Hub: Worked with Consumer Products Consulting leader to establish distinct office cultures and improve accessibility to senior leadership, leading two teams of 15+ junior staff and senior leaders
- Co-Founder and Lead, Tri-State Pricing Community: Developed set of local initiatives to increase practitioner engagement in Pricing and launched hands-on training, resulting in 11 practitioners being deemed project-ready by Pricing leadership

ADDITIONAL INFORMATION

- **Endurance Athlete:** Ran five marathons (top 9%), 21 half marathons (top 5%), and 200-mile relay (ultra team); completed half ironman (70.3 miles); finished Tough Mudder Colorado (11 miles of obstacles and 3,500 feet elevation change)
- **Interests:** Human-centered design, consumer psychology, quantified self movement, wearable technology, matcha

THOMAS D. MAGNUSON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

MBA Candidate; Major in Healthcare Management

2016-2018

- Marketing Team Member for Wharton Healthcare Business Conference; Wharton Welcome Committee Member
- Leadership Mentor for Undergraduate Capstone Course in Life Science Management
- GMAT 730

UNIVERSITY OF MINNESOTA

Minneapolis, MN

MS in Mechanical Engineering

2009-2010

BS in Mechanical Engineering

2005-2009

- Thesis: Colles' Fracture Creation on Cadaveric Arms by Impact Loading
- Chapter President of American Society of Mechanical Engineers; Member of Undergraduate Education Task Force
- Won Institute of Technology Student Leadership Award and earned Upper Division Academic Scholarship

EXPERIENCE

MEDTRONIC, PLC

Plymouth, MN

Senior Research and Development Engineer

2013-2016

- Co-led technical development and commercialization of novel lung tumor biopsy system (*Patent Application No. US 14/488,611, US 14/488,754*); new product generated over \$1.8M of revenue in first 12 months of usage (125% to plan)
- Planned and delivered on scale-up operations for biopsy catheter; streamlined initial manufacturing activities in order to deliver product for launch earlier than planned; simplified supply chain reducing device cost by 54% from initial concept
- Presented new product prototypes to key physicians and senior business leadership, including CEO and executive committee; gathered feedback crucial to success of the overall product development project
- Led development of novel sensor catheter to aid in lung cancer diagnostic navigations; engaged key future customers for feedback on device function; managed project timelines through commercialization, tracking to planned launch deadline
- Analyzed initial intellectual property submissions for sensor catheter and proposed additional claims to legal team pertaining to device design and new manufacturing processes; six patent applications are expected from new technology
- Researched, analyzed, prototyped, and presented on fast follow device opportunity for the treatment of chronic obstructive pulmonary disease (COPD); advised business leadership against mechanical implant solution
- Designed first stage prototypes for device used to deliver tumor staining ink to lungs; wrote initial intellectual property submissions for product; device added to product development budget for FY 2016

CONVENTUS ORTHOPAEDICS, INC

Maple Grove, MN

Research and Development Engineer

2010-2013

- Led 10 cross functional product commercialization projects for custom surgical instruments including an innovative surgical aid used to fix the position of fracture fragments prior to surgery (*Patent Application No. US 15/056,918*)
- Coordinated with external design firm to deliver a reusable container for all medical instrumentation used in the surgical reduction of a wrist fracture, earning extremely strong customer feedback on intuitive design for use
- Generated majority of product imagery used in wrist and shoulder fracture marketing documentation, surgeon training guides, investor presentations, and regulatory submissions; saved over \$75k in one year by completing work internally
- Created analytical model for anatomic loading of the wrist based on research of 80+ journal articles; designed anatomic loading machine based on model results to produce clinically relevant fractures for product testing

ADDITIONAL INFORMATION

- **Community Development:** Organized educational experiments for a local nonprofit group focused on developing urban youth leadership and for local middle school science students. Served as volunteer water aid station assistant and runner motivator with Medtronic Twin Cities Marathon
- **Interests:** Running enthusiast (completed one marathon, and four half-marathons), lifelong ice hockey player; enjoy touring craft beer breweries, reading nonfiction books, and cooking Mexican food

LAUREN MILLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Awarded 2 year merit-based Kaiser Fellowship for professional, academic, and personal achievement
- InSITE Fellow, Content Chair of Wharton Healthcare Conference, active member of Health Care Club, Digital Health Club, Wharton Women in Business

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2013-2018

- Honors: Awarded 4 year merit-based William Maul Measey Scholarship (\$25,000 per year), inducted member of Gold Humanism Honor Society (top 20% of class)
- Leadership: Medical student government class co-chair 2015-2017, admissions committee board member (1 of 10 students), Elizabeth Blackwell Society president, Otolaryngology group treasurer, neurosurgery and otolaryngology research

UNIVERSITY OF PITTSBURGH

Pittsburgh, PA

Bachelor of Science in Neuroscience; Minors in Chemistry, Spanish; Certificate in Bioethics

2009-2013

- Honors: Graduated *summa cum laude*, GPA 3.92/4, departmental honors, named top 10 "Pitt Seniors of the Year"
- Awarded 4 year full academic scholarship (~\$30,000/year)
- Resident assistant, teaching assistant, extensive neurobiology research, co-founded campus group, studied abroad in Spain

EXPERIENCE

INTERSECT ENT

Menlo Park, CA

Clinical Affairs Intern

Summer 2016

- Managed 8 projects spanning clinical affairs, digital marketing, reimbursement and health economics, and quality
- Built literature database from 150+ articles and presented market size findings 4 times to C-level executives and senior management, recommending redistribution of resources which resulted in a change of clinical trial design/marketing strategy
- Initiated a prospective multicenter study by developing a protocol, leading meetings with two primary investigator physicians and internal senior management, and heading IRB organization for clinical physicians
- Organized a marketing strategy to target a 100,000 patient market by creating diverse promotional materials, designing a landing page and two microsites, and evaluating initial data analytics for sites
- Analyzed pivotal data from two multimillion dollar clinical trials, presented findings to senior management as well as entire clinical affairs department, and ghostwrote methods, results, and discussion section of manuscript draft for both clinical trials
- Created an iterative template for internal white papers to use with FDA product complaint handling, expected to decrease internal complaint handling by 50%; co-authored two subsequent internal white papers

PENN CENTER FOR INNOVATION (PCI)

Philadelphia, PA

PCI Technology Transfer Fellow

2014-2016

- Performed over 25 university invention assessments from a technical, commercial, and intellectual property perspective to help steer potential licensing or other further development
- Assessed companies' portfolios in the context of current Penn intellectual property and constructed 7 non confidential summaries for use in commercialization strategy development

EARLY STAGE MEDICAL DIAGNOSTICS COMPANY

Philadelphia, PA

PBG Healthcare Consultant

Fall 2015

- Worked on a team of 7 to formulate a market strategy and identify appropriate biomarkers for diagnostic product
- Developed regulatory process strategy, interviewed industry professionals, provided final short term strategic recommendations to CEO

ADDITIONAL INFORMATION

- **Interests:** Hiked Camino de Santiago (across France, Spain), significant volunteer work in adolescent homeless shelters, ran three half marathons, wake boarding and water skiing, women's (touch) rugby, Andes mountaineering venture December 2016

ANDREW T. MOLCHAN

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EDUCATION

THE WHARTON SCHOOL & THE SCHOOL OF ENGINEERING AND APPLIED SCIENCE, Philadelphia, PA
UNIVERSITY OF PENNSYLVANIA 2016-2018

Master of Business Administration Candidate, Intended Major in Business Analytics

Master of Computer Science and Information Technology (MCIT) Candidate

- Pursuing a dual degree with the Wharton School and the Graduate School of Engineering's MCIT program, an elite-level program that provides both foundational and advanced computer science coursework
- Awarded a Joseph Wharton Fellowship based on academic and professional accomplishments, leadership, and personal character
- Selected to consult for Wharton Small Business Development Center's Growth Consulting Team
- Board Member for both Entrepreneurship Club (VP of Career) and Technology Club (VP of Outreach)

GEORGETOWN UNIVERSITY

Washington, DC

Bachelor of Science, Major in Physics, Minor in Classical Studies

2006-2010

- GPA: 3.96/4.00, *summa cum laude*
- Named Marshal of the Sciences for graduating with the highest GPA among all B.S. candidates at Georgetown College
- Elected to Phi Beta Kappa as a junior, an honor bestowed on 1% of the junior class
- George F. Baker Scholar, a highly selective program for liberal arts students to connect their studies to the business world
- Thesis research on an innovative cancer therapy was featured on Georgetown's homepage

EXPERIENCE

T. ROWE PRICE

Baltimore, MD

Vice President - Portfolio Investment Analyst

2012-2016

Investment Fellow

2010-2012

- Integrated input from credit analysts, traders, and portfolio managers with personal assessment of client accounts' strategic positioning to appropriately size orders of up to \$200 million for newly issued securitized products
- Led the technology and data teams in developing enhancements to accommodate workflows specific to securitized products; the improvements allowed the securitized products team to transition their trading platform from spreadsheets to the firm's proprietary modeling application, greatly enhancing the transparency, accuracy, and execution speed of the modeling process
- Created a range of tools to identify relative value opportunities; presented several relative value frameworks to a large potential client, resulting in the client's decision to advance to the final stage of negotiations with T. Rowe Price
- Developed a computer program in R utilizing a specialized plotting technique to forecast forward excess returns for various sector allocation decisions; results were distilled into a summary matrix and presented to the head of the Asset Allocation Committee
- Utilized a mean-variance optimization model in MATLAB to develop strategic weightings for two of T. Rowe's funds and improved the model so that it could identify each asset's contribution to the overall risk of the portfolio
- Conducted an original research study that identified bond classes most insulated from the European economy, resulting in the investment advisory committee implementing a broad strategy shift that led to outperformance for our funds

ADDITIONAL INFORMATION

- **Technical Skills:** R, Python, Java, C++, MATLAB, Web Technologies (HTML5, CSS3, Javascript, and jQuery), and VBA
- **Volunteer Experience:** Engaged in a pro bono consulting project for a local urban development nonprofit, performing a statistical analysis of customer data to identify customer segments and target marketing efforts. Consulted for Baltimore City's Fleet Division, and conducted an analysis to forecast future vehicle repair costs to inform budget decisions
- **Interests:** Beer Brewing, Web Development, Tennis, Squash

SMITA MUKHERJEE, PhD

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Healthcare Management **2016-2018**

- VP of Speakers, Digital Health Club; Content Team, Health Care Business Conference; Startup and Marketing Team, Wharton India Economic Forum; Marketing Team, India Club; Choreographer, Dance Studio; Student Chef, Food Club
- Mentor undergrad seniors in the esteemed Life Sciences and Management Program to develop a business plan and marketing strategy for a novel scientific idea and TA for course on the challenges in the management of life science enterprises

THE SCHOOL OF ARTS AND SCIENCES, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Doctor of Philosophy in Biological Chemistry **2004-2009**

- *Thesis:* Effect of Hydration and Macromolecular Crowding on Peptide Conformation, Aggregation and Folding Kinetics
- Published six first-author papers with 240+ citations and research recognized by Faculty of 1000 Biology and Medicine
- *Awards/Fellowships:* Nominated to the American Association for Advancement of Science; Finalist for the Penn Prize for Excellence in Teaching; Ahmed Zewail Graduate Fellow (awarded to 3 out of 40 incoming graduate students)

HOOD COLLEGE **Frederick, MD**
Bachelor of Arts; Major in Biochemistry **2000-2004**

- *Awards/Scholarships:* Dean's List, Elizabeth B. Bower Prize in Chemistry (awarded to one student annually); Biology Faculty Award (awarded to one student annually); International Student Scholarship; First position in the annual chemical science research symposium at the University of Maryland, Baltimore County

EXPERIENCE

HARLEM BIOSPACE (Biotech incubator opened with New York City Economic Development Corp.) **New York, NY**
Fellow **2013-2016**

- Led efforts in creating strategic partnerships between member companies and pharma companies by effectively communicating the value proposition of member companies and their strategic fit with the pharma companies
- Conducted in-depth research on 15 therapeutic areas for assessing commercial potential for a platform technology (this work led to joining the member company team on an equity basis; only one such offer extended at Harlem Biospace)
- Organized and moderated expert speaker series on entrepreneurship to educate members to launch and sustain their business

GERSON LEHRMAN GROUP (GLG) **New York, NY**
Associate Content Manager – Health Care **2015**

- Surveyed emerging trends in healthcare industry, including results of clinical trials, M&A deals, IPO announcements, among others, to determine relevant catalysts in the stock market for clients at premier investment firms
- Conceptualized, executed and hosted 150+ events connecting investor clients with key opinion leaders and top industry executives at medical conferences and in-house to help clients make informed investment decisions
- Strategized with business development and research teams to acquire and retain clients by identifying knowledge and expertise targeted to each client based on investment portfolio

UNIVERSITY OF PITTSBURGH MEDICAL SCHOOL **Pittsburgh, PA**
Postdoctoral Research Associate **2000-2013**

- Developed new and easily adoptable methodology to allow researchers, for the first time, to conveniently compare and distinguish protein structures based on their fluorescence measurements; Manuscript and book chapter submitted
- Led and managed, across three different labs, development of novel methodology to characterize and quantify proteins associated with Alzheimer's disease in human brain samples
- Research awarded by Alzheimer's Drug Discovery Foundation (one of twelve annual awards given worldwide)

SEQUOIA PHARMACEUTICALS **Gaithersburg, MD**
Intern **2003**

- Contributed to research on discovery and preclinical development of novel antiviral therapeutics against drug-resistant HIV

ADDITIONAL INFORMATION

- **Nonprofit and Management Experience:** Consultant for developing after-school programs for 27,000 students in New York City, PennPAC alumni consulting engagement; Marketing Team for Chapter launch, Women in Bio; Indian Advisory Board, Congressman Jason Altmire; Director of Health Care Local Interest Group, Project Management Institute
- **Interests:** Trained in Indian classical and ballet dance by renowned dancer Mamata Shankar and performed with her troupe

BRENT MULLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Awarded Health Care Kaiser Fellowship in recognition of professional and academic achievements
- VP Communications, Digital Health Club; VP Race Planning, Roadrunners & Triathletes Club; VP Finance, Food Club
- Active member of Wharton Health Care Club, Public Speaking Club, and Tennis Club
- GMAT: 760 (99th percentile)

YALE UNIVERSITY

New Haven, CT

Bachelor of Science in Chemistry with honors | GPA: 3.77

2007-2011

- Awarded Kingsley Summer Travel Fellowship for independent study of Roman architecture in Italy, Switzerland, and France
- Served as a Freshman Counselor; Mentored eight freshmen on academic, social, and cultural issues during college transition

EXPERIENCE

OLIVER WYMAN

Boston, MA

Associate

2015-2016

Senior Consultant

2014

- Led teams of 2-4 consultants on 10 projects, primarily in the health care, B2B software, and grocery industries
- Project types include: growth strategy, competitive assessment, pricing and promotions effectiveness, financial modelling, market sizing, commercial due diligence, and business development

Selected project experience:

- Led a team of 4 consultants in the commercial due diligence of a \$50M publisher of health care and workplace compliance content; Uncovered red flags on the target's financials and led the client to discontinue the deal
- Assessed the market size, growth, and competitive environment for population health software and analytics; Designed the final deliverable and presented it to the GM, COO, and other stakeholders
- Developed 5-year revenue model projections based on reimbursement rates and projected market growth variables for a \$15B health care services company; Facilitated strategy retreat among senior management
- Developed growth strategy for \$20M post-market surveillance provider; Presented recommendations to the board of directors

OC&C STRATEGY CONSULTANTS (now Oliver Wyman)

Boston, MA

Consultant

2014

Associate Consultant

2012-2013

- Managed teams of 1-2 consultants on 11 projects in the health care and B2B software industries
- Trained new employees in Microsoft Excel data analysis and web survey best practices
- Project types include: customer segmentation, pricing, portfolio assessment, business unit integration, growth strategy, and commercial due diligence

Selected project experience:

- Coordinated the integration of sales forces and product management for two business units of a \$500M health analytics firm
- For a life sciences information company, developed strategic recommendations for each of 80 product lines based on internal and external interviews and profitability analysis; As a result, client merged or discontinued ~20 product lines
- Identified 12 customer segments for a \$1B tax software provider through surveys and market interviews; Implemented the segmentation framework in client's internal databases and trained product managers and sales reps on the segment profiles

THE LUCAS GROUP

Boston, MA

Associate Consultant

2011-2012

- Executed cost and quality analysis using federal and Kaiser Foundation data to support a southern state's Medicaid reform
- Evaluated the value propositions and competitive positioning of four target companies on commercial due diligence projects

ADDITIONAL INFORMATION

- **Community Leadership:** Challenge Event Chair for the JDRF New England Young Leadership Committee – organized and led a charity team of 12 runners for 200-mile Ragnar race and raised over \$15,000 for JDRF
- **Interests:** Running, completed first marathon in May 2016 (San Luis Obispo, CA); backpacking and fishing in the Stanislaus and Ansel Adams forests; SCUBA, lobster diving off Massachusetts coast; home-brewing, brewed hoppy beer since 2012

THIRI SOE MYINT

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EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**
Master of Business Administration, Majors in Healthcare Management, Analytics & Marketing **2016-2018**
• Scholarships: Kaiser, Lauder; Organizing Committee: Healthcare Business Conference, PE & VC Conference; Restructuring and Distressed Investing Asia Trek lead; South East Asia Club Board member; Pfizer Case Competition winner
- HEC PARIS** **Paris, France**
Master of Science in Finance, Major in Corporate Finance & Certificate in Digital Innovation **2013-2014**
• Full merit scholarship by BNP Paribas. Finalist in KPMG Case competition
• Internship: **Operations Associate at Practo, portfolio of Sequoia Capital & Google Capital**
- NATIONAL UNIVERSITY OF SINGAPORE** **Singapore**
Bachelor of Business Administration with honors, Majors in Finance, Entrepreneurship & French **2007-2011**
• Dean's List (Top 5%). Recipient of merit scholarship. Certificate of Achievement in Global Leadership
• Internships: **Morgan Stanley (Fixed Income, Sales & Trading), Johnson & Johnson (Medical Devices, FLDP)**

EXPERIENCE

- SINGAPORE TELECOM GROUP** **Singapore**
Senior Manager, Strategy & Planning (*Singtel*) **2016**
Manager, Operations Transformation (*SingPost/Alibaba Group*) **2015-2016**
Strategic Planning and Analysis – Digital Enterprise
• Developed five-year strategic plan to invest in growth areas of cybersecurity due to \$1B acquisition in Trustwave Holdings
• Led six-member team to assess market potential and competitor analysis in Indonesia, Philippines, and Japan
• Facilitated partnership with US video platform to deliver telemedicine in Singapore as part of Project Management Office
Strategic Investments – Group Enterprise
• Conducted due diligence and executed Joint Ventures: Indonesia (\$100M) and Philippines (\$50M) for cybersecurity projects
• Collaborated with counterpart teams and stakeholders to assess risks (legal, commercial, finance & tax) of partnerships
Operations Transformation – e-Commerce Logistics
• Restructured commercial & legal framework of e-commerce logistics division, which launched in 12 Asia Pacific countries
• Implemented production-based billing process for Warehouse business, resulting in 30% reduction of division's total cost
- LGT GROUP** **Zurich, Switzerland**
Portfolio Manager (*LGT Venture Philanthropy Impact Investing Fellow*) **2014-2015**
Selected Deal Experience: investment in Renewable Energy company in Cambodia
• Evaluated Sun-ee's business and conducted due diligence for initial loan of \$0.5M, leading to \$2.5M follow-on investment
Deal Sourcing & Portfolio Monitoring
• Established ongoing fund pipeline and conducted market analysis of social enterprises in the Mekong region. Chosen as only fellow to represent LGT in Investor Summit at Web Summit in Dublin, Ireland. Monitored & guided portfolio companies
- ASIA PACIFIC CAPITAL** **Singapore/Hong Kong**
Senior Investment Analyst **2011-2013**
Fundraising
• Managed various stakeholders, working directly with Managing Partner and General Partners to raise \$200M Emerging Markets private equity fund (prepared Private Placement Memorandum, roadshow presentations)
Selected Deal Experience: investments in Education and Healthcare
• Directed team of five to conduct due diligence and execute investments in healthcare (\$20M) and private education (\$15M)
• Analyzed 300+ investment opportunities: financial models, valuation, sensitivity and return analysis of companies in Private Education, Healthcare and Logistics sectors; reviewed with multiple stakeholders, including Investment Committee
- NEXTGEN REPORTING** **Philadelphia, PA**
Business Analyst (*technology startup in the Legal Services sector*) **2010-2011**
Market Entry Strategy and Operations
• Synthesized data from primary and secondary research to evaluate expansion to other states (Delaware, California, DC)
• Created marketing playbook and executed Go-To-Market strategy. Carried out day-to-day operations (Finance, Ops, etc.)

ADDITIONAL INFORMATION

- **Languages:** Burmese (fluent), French (advanced), Thai (basic), Mandarin (basic)
- **Entrepreneurship Experience:** Co-founded 'Genius Education Services', 'dilivr.it' (acquired by 'simplypost') and MuJiKo
- **Interests:** Social Innovation (StartingBloc Fellow), Design Thinking, Toastmasters International, Mentoring

MEAGAN O'KANE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2016 - 2018**

- Awarded Kaiser Fellowship for exceptional professional, academic and personal achievement
- Elected VP of Careers for Health Care Club; operations committee for Wharton Health Care Business Conference
- Member of Wharton Women in Business, General Management Club, Dance Studio, Ski & Snowboard Club

RUTGERS, THE STATE UNIVERSITY OF NEW JERSEY **New Brunswick, NJ**
Bachelor of Science in Biomedical Engineering, Minor in Chemistry, magna cum laude **2007 - 2011**

- Alpha Eta Mu Beta, National Biomedical Engineering Honor Society, inducted 2010
- National Science & Mathematics Access to Retain Talent (SMART) Scholar, two-time recipient
- Rutgers Scarlet Scholar, Edward J. Bloustein Distinguished Scholar, partial scholarships

EXPERIENCE

CELGENE CELLULAR THERAPEUTICS, CELGENE CORPORATION **Warren, NJ**
Bioengineer I **2011 - 2016**

- Promoted three times in three years in recognition of scientific achievement and leadership initiative
- Selected as a technical lead on \$100 million external collaboration around Chimeric Antigen Receptor T-Cell (CAR-T) technology
- Granted Celgene's "Living Our Values" award for extracurricular activities assisting business development
- Co-led commercial assessment supporting internal development of cancer immunotherapy valued at \$215 million
- Conducted market assessment of life cycle alternatives for lead cell therapy resulting in selection and clinical development of Diabetic Peripheral Neuropathy for PDA-002
- Directed three person, cross-functional data audit of Investigational New Drug application gaining FDA approval to initiate Phase I clinical trial
- Trained 12 colleagues on two lead cancer immunotherapy projects to expand in-house manufacturing capability

Cellular Process Development Summer Intern **2010 - 2010**

- Implemented device that reduced process time by 20% while accommodating 2x material in 25% of the footprint
- Identified devices enabling commercial scale manufacture of stem cell therapy by improving process efficiency, sterility, and consistency; team implemented lead candidate in support of Phase II studies

RUTGERS, THE STATE UNIVERSITY OF NEW JERSEY, DR. CHARLES ROTH **New Brunswick, NJ**
Biomedical Engineering Research Assistant **2010 - 2011**

- Established tissue culture technique via expansion of malignant glioma cells for gene silencing studies
- Constructed multi-cellular tumor spheroids to evaluate effectiveness of targeted nanomaterial drug delivery

COIM USA **West Deptford, NJ**
Quality Control Summer Intern **2008 - 2009**

- Developed Good Documentation Practices and laboratory skills via routine execution of 10 analytical methods
- Assured integrity of incoming raw materials and polyurethane products towards release of finished goods

ADDITIONAL INFORMATION

Community:

- St. Hubert's Animal Welfare Shelter, Volunteer (2015 - 2016)
- Engineers Without Borders, Events Chair & Kenya Committee (2009 - 2011)

Interests:

- Enjoy mentoring, cooking, adopted two rescue cats, running third half-marathon in 2016

ROYA RASHTCHI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Health Care Management 2016-2018

- Recipient of Forté Fellowship for “exemplary leadership”
- Member of Health Care Club, General Management Club, Welcome Committee

THE WHARTON SCHOOL AND HUNTSMAN PROGRAM, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Bachelor of Science in Economics; Concentrations in Finance, Operations & Information Management 2007-2011
Bachelor of Arts; Major in International Studies

- GPA: 3.9/4.0, *summa cum laude*, Beta Gamma Sigma honors society
- Recipient of Wharton’s Beverly Virany Award for “demonstrated leadership, scholarship, and good character”
- Research: Analysis of various business models for delivering maternal health to remote communities in Mexico via mobile health solutions; interviewed various stakeholders, including Mexican Ministry of Health and Carlos Slim Health Institute

EXPERIENCE

BAIN & COMPANY Los Angeles, CA
Consultant 2015-2016
Senior Associate Consultant 2014-2015
Associate Consultant 2012-2014

- Earned highest rating on all reviews (top ~10% of class); consistently recognized for taking end-to-end ownership, being solution-oriented, and developing direct reports (managed four associate consultants across three teams)
- Selected to develop and present ‘Bain point of view’ on evolving healthcare landscape to biopharma companies’ COOs
- Requested by Executive Director at client to work with him on assessing biotech co.’s real world data capabilities for CEO

Selected experience

- Led hybrid Bain-client team at \$100B+ biotech co. in identifying and managing 10 initiatives to reduce R&D cycle time, including eliminating duplicated work and co-locating teams; identified efficiencies to reduce R&D cycle time by 18 mo.
- Assessed competitive biotech landscape and facilitated client workshops to identify pain points in Process Development org. of 850+; analysis contributed to integration of org., consolidation of 14 sites to 4, and reduction in spend by ~\$800M
- Developed case for use of genetic, epidemiological and electronic medical record data to enhance clinical and economic value of drugs; resulted in CEO approval of \$20M funding for data platform
- Created new product strategy for R&D organization of \$150B+ semiconductor company to increase ROI in mobile segment; strategy enabled \$1B savings through streamlined product offering and prioritized feature changes, which reduced iterations
- Built model to quantify cybersecurity company’s markets and executed survey with 500+ respondents to assess product appeal; insights resulted in redesign of \$1B product portfolio, leading to 5% revenue growth and 3% gross margin expansion

QUINTILES (*World’s largest contract research organization for biopharmaceutical development*) Durham, NC
Manager, Strategy 2015

- Developed mobile health strategies for CTO and Head of Digital Health Acceleration aimed at enhancing clinical trials and improving post-commercialization outcomes to address provider/payer interest in real world effectiveness
- Led cross-functional team to establish case for remote monitoring of clinical sites that would decrease trial costs by ~20%
- Identified therapeutic areas for differential investment and canvassed the sector for high priority acquisition targets to enhance position in selected therapeutic areas; resulted in initiation of multiple discussions with target companies

BANK OF AMERICA MERRILL LYNCH New York, NY
Investment Banking Analyst, Financial Sponsors Group 2011-2012

- Built leveraged buyout model to assess ability of leading medical device and pharmaceutical packaging manufacturer to increase debt level; resulted in issuance of \$485M senior secured bond; worked with lawyers to devise credit agreement and led development of investor materials; selected to join roadshow to advise CEO and CFO on talking points with investors
- Led market diligence and built M&A model to assess attractiveness of merging two leading financial software companies; worked directly with VPs of private equity firm to assess synergies from merger; resulted in \$2.1B leveraged buyout

ADDITIONAL INFORMATION

- **Interests:** Trapeze; ancient Greek philosophy; art journaling
- **Languages:** Fluent in Spanish; worked in Panama for 3 months, conducted research in Mexico and studied in Madrid
- **Positions:** Huntsman Alumni Council, Curriculum Lead: Evaluated curriculum to ensure alignment with global trends

MARK TYLER SIMMONS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate, Major in Marketing and Operations

- Director of Member Education and Special Events for the Wharton General Management Club
- Member of Wharton Veteran's Club

Philadelphia, PA
2016-2018

OLD DOMINION UNIVERSITY

Master of Engineering Management

Norfolk, VA
2011-2014

UNITED STATES NAVAL ACADEMY

Bachelor of Science in International Relations

- Minors in Chinese and Spanish

Annapolis, MD
2005-2009

EXPERIENCE

UNITED STATES NAVY

Assistant Professor of Naval Science

Daytona Beach, FL
2013-2016

- Ranked #1 of 4 among peers for overall performance and rated as most knowledgeable, engaging instructor by Commanding Officer.
- Initiated programs that led a 27-student department to outperform all others in grade point average and physical fitness, enhancing students' competitiveness for scholarship and naval service.
- Designed an online application and organized stakeholder actions over 10-month period for implementation. The application reduced a multi-day process to an instantaneous process, saved 250+ man-hours per year, and eliminated communication errors with applicants.
- Analyzed and redesigned a physical fitness program for 120 people, resulting in an 8% increase in participants scoring excellent or higher on a fitness test and a 54% reduction in remedial participants.

Communications Officer/Assistant Operations Officer, USS West Virginia (SSBN-736)

Norfolk, VA
2012-2013

- Ranked #1 of 10 among peers for overall performance by Commanding Officer.
- Directed a team of 130+ sailors to safely employ a \$2 billion, 18,000-ton submarine in support of certification requirements for execution of a vital national security mission.
- Led three divisions composed of 50+ sailors to meet rigorous training requirements, directly contributing to ship's certification to return to sea after a 30-month overhaul.
- Coordinated teams of 40+ sailors to execute hundreds of technical procedures and maintenance items involved in refueling the ship's nuclear reactor, directly contributing to extending submarine service life by 20 years.

Damage Control Assistant, USS West Virginia (SSBN-736)

Norfolk, VA
2011-2012

- Earned submarine officer qualification 17% ahead of schedule, providing relief to a stressed watch rotation by reducing frequency of supervisors' 24-hour duty periods.
- Supervised maintenance and equipment installation conducted by 50+ sailors in Auxiliary and Damage Control Divisions, directly contributing to modernizing the ship for 20 additional years of service.
- Coordinated 100+ sailors to inventory, replace, and maintain hundreds of pieces of lifesaving gear, allowing the ship to respond safely to equipment casualty or emergency.

Naval Nuclear Propulsion Program and Submarine Officer Trainee

Charleston, SC and Groton, CT
2009-2011

- Completed quantitative, graduate level coursework in nuclear physics, health physics, reactor dynamics, material science, electrical theory, thermodynamics, and chemistry.
- Finished Submarine Officer Basic Course covering submarine employment and capabilities.

ADDITIONAL INFORMATION

- **Interests:** Backcountry backpacking, nutrition, exercise program design.

CECILIA SUN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; majors in Healthcare and Legal Studies

May 2018

- **Forte Fellow:** Recipient of merit-based scholarship for women covering 60% of business school tuition
- **Board member of:** Deans' MBA Advisory Council, Healthcare Club (VP of Communications), Innovation & Design Club (VP of Healthcare Challenge), Wharton Women in Business (VP of Alumnae Relations)
- **Teaching positions:** Leadership TA for LSMP 421 (2016-2017), Head TA for MKTG 101 (2017-2018)

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Roy and Diana Vagelos Program in Life Sciences & Management

May 2012

- **The Wharton School:** Bachelor of Science in Economics; concentrations in Finance and Healthcare Management
- **College of Arts & Sciences:** Bachelor of Arts in Biology, with distinction
- GPA: 3.82/4.00; Dean's List (2008- 2012), summa cum laude
- Elected to Class Board of 2012; Class of 2012 Reunion Planning Committee; Wharton Alumni Interview Chair

EXPERIENCE

AISLING CAPITAL

New York, NY

Venture Capital Analyst

July 2014- July 2016

- Served as only junior member of 8-person investment team that managed \$1.8B AUM across 4 funds and evaluated 700-800 new opportunities annually across biotech, pharma, medical devices and diagnostics, and healthcare services
- Led scientific, clinical, regulatory, financial, and commercial due diligence on dozens of new investments. Diligence process included: interacting 1x1 with management teams, interviewing key opinion leaders across all specialties of medicine, attending medical and investor conferences, and reading peer-reviewed scientific publications
- Created new branding and marketing strategy to improve Aisling Capital's fundraising efforts. Redesigned website and rewrote pitch materials to better attract limited partner investors. First close on new fund occurred in Q4 2015

Selected Transaction Experience:

Cynapsus Therapeutics \$21 million Private Placement

- Determined \$400M sales potential of Parkinson's rescue therapy, APL-130277, based on efficacy and tolerability profile
- Company subsequently acquired by Sunovion Pharmaceuticals for \$624M, representing a 3.0x multiple and a 116% IRR

F2G \$60 million Series E Financing

- Conducted numerous interviews with infectious disease experts to understand role of F901318 in invasive aspergillosis
- Provided feedback on design of clinical trials. Resulted in joint FDA and EMA approval of development program

Loxo Oncology \$66 million Follow-on Offering

- Constructed market sizing model to determine \$1B sales potential of LOXO-101 in solid tumors harboring TRK-fusions
- Performed competitive landscape analysis based on efficacy and safety of competing TRK-inhibitors in development

CREDIT SUISSE

New York, NY

Investment Banking Analyst

July 2012- June 2014

- Ranked AAA analyst: Top 10% of investment banking analyst class and top analyst in Leveraged Finance group
- Served as only junior member on numerous transactions, working directly for managing directors and management teams
- Completed over a dozen lead-left transactions, raising several billion dollars in high yield and leveraged loan markets
- Assessed effects of different financing alternatives on capital structures, credit statistics, and covenant compliance

CHOLANGIOCARCINOMA FUND

New York, NY

Founder and President

April 2015- Present

- Founded 501(c)(3) nonprofit to fund research in bile duct cancer and established collaboration with Mount Sinai Hospital
- Raised \$20,000 to fund study analyzing composition of immune cells and PD-1 expression in tumor microenvironment

ADDITIONAL INFORMATION

Roles: Cephalon business development intern, Tanzania Health Facilities intern, AI LSI hedge fund consultant

Interests: Film and digital photography (featured by Ralph Lauren, West Elm and several New York City restaurants), fashion illustration and design (designed collection with Project Runway contestant), website design (AislingCapital.com; CCA.fund)

ALLISON E. TOMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA
2016-2018

- Joseph Wharton Fellowship Recipient
- Member of Dean's Advisory Committee, Wharton Impact Investing Partners, Health Care Club (Health Care Conference Board Member), General Management Club

UNIVERSITY OF CHICAGO

Bachelor of Arts in History and International Studies (Double Major), Department and General Honors

Chicago, IL
2005-2009

- GPA: 3.7/4.0; Deans List; awarded International House Fellowship for academic excellence and community leadership
- Member, Varsity Cross Country, Varsity Indoor Track, and Varsity Outdoor Track teams
- Elected Representative to Executive Board of Varsity Athletic Council, chaired student fundraising events raising over \$500K and sponsored legislation expanding funding for varsity women's athletics approved by the Board of Trustees

EXPERIENCE

HEALTHSCAPE ADVISORS

Manager

Senior Consultant

Consultant

Chicago, IL
2015-2016
2012-2014
2009-2012

SELECT ENGAGEMENTS:

Guided large Blue Cross plan in the strategic development and execution of innovative, value-based partnerships with six major health systems (2016)

- Advised Chief Medical Officer and client executive team in identifying clinical strategies projected to save \$50M in year one
- Managed team of six consultants in conducting detailed SQL claims analysis and constructing a financial evaluation framework to hone in on key membership attributions, prioritized savings opportunities, and progress against \$50M savings target
- Facilitated weekly meetings with client and health system executives to align on clinical strategy and investment opportunities

Directed Blue Cross plan in RFP procurement process, evaluation, and selection of its new dental managed care vendor (2015)

- Spearheaded cross-functional team of ten consultants and client SMEs in devising RFP and conducting due diligence process
- Designed bidder evaluation system and oversaw executive team's selection of new dental vendor, resulting in revenue growth of 15% and margin improvement of 2% year-over-year by outsourcing provider network, clinical, and back-office functions

Created long-term government markets strategic business plan for Fortune 50 Pharmacy Benefits Manager (2015)

- Formulated key strategies for growth in Medicare, Medicaid, and Exchange markets resulting in \$25M incremental revenue
- Cultivated alignment across executive management team through targeted, one-on-one discussions on proposed strategies

Advised leading global private equity firm on the acquisition of a behavioral health company, creating the largest stand-alone behavioral health management company in the United States (2014)

- Supervised team of five consultants in due diligence, deliverable creation, and quality assurance
- Orchestrated development of federal market due diligence report to support executive level decision-making and educate lenders
- Counseled executive management on federal market industry trends, competitive positioning, and financial valuation

Led internal initiatives and business development for over a dozen revenue-generating engagements (2009-2016)

- Headed development of HealthScape's companywide training program that improved staff efficiency by expanding industry knowledge and building skillsets, like SQL coding and Excel financial modeling, needed to succeed in client engagements
- Guided hiring and development of HealthScape consultants, including interviewing, training, and mentoring
- Designed and guided eight-week summer intern project, serving as management liaison and facilitating weekly updates

ADDITIONAL INFORMATION

- **Positions:** Board Member, University of Chicago Club of Boston; Board Member and Mentor, Minds Matter of Chicago: co-chaired Event Planning committee, raising over \$1M for student scholarships to college and summer programs
- **Interests:** Traveling to exotic locations (Galapagos, Lombok, Suzhou, etc.), cooking, reading non-fiction, indoor cycling, Pilates

DAVID WILKINSON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

2016-2018

- Member of Wharton's Healthcare Club, Digital Health Club, Design & Innovation Club, Wharton FC, Public Speaking Club

WAKE FOREST UNIVERSITY

Winston-Salem, NC

Bachelor of Science, Major in Finance

2006-2010

- Magna Cum Laude, Dean's List (6 semesters), Disher Scholarship
- President & Captain, Men's Club Soccer Team; Student Government Representative; Philanthropic Committee, Kappa Sigma Fraternity; Men's Club Golf Team

EXPERIENCE

SENTINEL CAPITAL PARTNERS

New York, NY

Senior Associate, generalist private equity firm managing \$2.6 billion in assets

2014-2016

Associate

2012-2014

- Conducted all aspects of investment process including screening prospective transactions, performing in-depth industry and company due diligence, constructing comprehensive financial and operating models, managing internal deal teams and external advisors through due diligence process, negotiating legal documents, and managing senior and mezzanine lenders to secure debt financing for portfolio companies
- Presented and defended potential investments to investment committee
- Worked closely with portfolio company management to evaluate strategic alternatives, identify and execute add-on acquisitions, manage capital structure, and develop exit strategies
- Ran first-year associate training program
- \$80 million buyout of IEP Technologies, worldwide leader in industrial explosion protection: Led corporate carveout of four divisions from United Technologies across four countries, including building standalone manufacturing capabilities and creating new, unified brand. Worked with management to penetrate new industry verticals and expand into new geographies. Sourced, diligenced, and led negotiation of letters of intent for two add-on acquisitions
- \$260 million buyout of Power Products, leading global electrical products supplier: Managed six-person deal team through due diligence and deal negotiation and execution process. Led divestiture of two non-core divisions to strategic buyer, led purchase of two add-on acquisitions, negotiated debt recapitalization transaction
- \$75 million growth buyout of Newk's, rapidly developing franchisor of fast casual restaurants: Created first-ever detailed, monthly budget for company
- C\$180 million sale of Spinrite, leading manufacturer of craft yarn products: Evaluated strategic alternatives, positioned company for sale, coordinated sale process
- \$140 million sale of IEP Technologies: Led sale to Swiss-based strategic buyer with no investment bank involvement

WELLS FARGO SECURITIES

Charlotte, NC

Investment Banking Analyst, Middle Market Group

2010-2012

- Supported senior bankers in the origination and execution of investment banking transactions and analyzed middle market companies across a range of industries
- Created complex financial models to value companies, evaluated acquisition opportunities, and assessed pro forma impact of various corporate finance transactions
- Drafted key transaction materials including preliminary valuation analyses, detailed offering memoranda, management presentations, and commitment committee memoranda

ADDITIONAL INFORMATION

- **Interests:** 9-handicap golfer, avid soccer player, Minnesota sports fan, skiing, hiking, non-fiction reading
- **Languages:** Native speaker of English

PRATYUSHA YALAMANCHI

3131 Walnut Street, Philadelphia PA • (248) 842-6088 • pyal@mail.med.upenn.edu

EDUCATION

**PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA
THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA**

Philadelphia, PA

Doctor of Medicine/Master of Business Administration Candidate

2018

- 21st Century Full Tuition Merit Scholar. Wharton Fellowship.
- Committee on Admissions Member. Student Govt Advising Committee Chair.
- Penn Student Health Advisory Board. Clerkships Near-Pear Mentor.

HARVARD UNIVERSITY

Cambridge, MA

Bachelor of Arts in Human Evolutionary Biology with High Honors, magna cum laude

2013

- Secondary in Visual and Environment Studies (Studio Art), May 2013. GPA: 3.86. Harvard College Women's Leadership Award Finalist. Class of 2013 Lifetime Treasurer.

EXPERIENCE

PERELMAN SCHOOL OF MEDICINE, Department of Oncology

Philadelphia, PA

Student Researcher

June 2014 - Present

- Conducted retrospective clinical study of 150 patients with endometrial cancer that determined the lack of improved outcomes or economic benefit of routine surveillance imaging
- Presenting findings at the 2015 American Society for Radiation Oncology annual meeting: Pratyusha Yalamanchi, et. al. *Utility of Surveillance Imaging for Endometrial Cancer After Local Therapy*. ASTRO October 2015.
- Co-wrote the Radiation Oncology Patient-Reported Outcomes version of the Common Terminology Criteria for Adverse Events Protocol, assessing the feasibility of weekly administration of site specific patient reported assessments using an electronic platform and exploring the correlation between patient reported outcomes vs. physician reported outcomes

PENN CENTER FOR COMMUNITY HEALTH WORKERS

Philadelphia, PA

Student Researcher and Volunteer

May 2014 – Present

- Launched the IMPaCT Transitions Quality Improvement project where 14-day post discharge surveys of low-income patients are used to continually evaluate how community health workers (CHWs) can better support the transition from inpatient discharge to outpatient care, leading to greater discharge prescription fill rates and follow-up appointment attendance
- Developed a marketing plan, literature, and managed provider outreach strategy to better connect CHWs to patients
- Collaborated with administrators for the development of the Medical Student IMPaCT Teaching Service Elective: Kangovi, S., Yalamanchi, et. al *Use of Community Health Workers to Train Medical Students in the Social Determinants of Health and Cross-Cultural Communication* Society of General Internal Medicine National Meeting Plenary Session April 2015.

HARVARD MEDICAL SCHOOL, Dr. Richard T. Lee's Laboratory

Cambridge, MA

Student Researcher, American Heart Association Student Fellowship, HCRP Fellowship

January 2010-May 2013

- Conducted thesis research on the role of circulatory factors in the reversal of age-induced cardiac hypertrophy: Loffredo FS, Jay SM, Gannon J, Yalamanchi P, et. al., Growth Differentiation Factor 11 Is a Circulating Factor that Reverses Age-Related Cardiac Hypertrophy. *Cell*. 2013 May 9;153(4):828-39.

ADDITIONAL INFORMATION

- **Harvard Alumni Association Board of Directors (October 2012-present)**
- **Founder, Dental HygIndia, 501(c)(3) non-profit organization, Andhra Pradesh, India (June 2004 – Present):**
 - Partnered with local dentist to spread awareness and improve dental conditions in India by establishing a mobile clinic that provides free treatment and dental hygiene education in greater Andhra Pradesh, India
 - Raised funds for 200 dental hygiene awareness camps and treatment of the dental needs of 200,000 people
 - Laying the foundation for a subsidized retail clinic to provide patients with preventative care and regular treatment
- **Vice-President; Treasurer, Three-Year Elected Representative and Finance Committee Member, Harvard Undergraduate Council (2009-2013):**
 - Successfully advocated for student concerns such as online scheduling of same-day, after-hours urgent care appointments, restructured College express lunch program, classroom wireless internet access, and increased exam period library hours
 - Balanced a \$500,000 College budget, increased efficiency of retroactive student group funding process by restructuring application process, and launched innovative student funding programs such as the \$20,000 Freshman Social Life Fund
 - Conducted longitudinal study to assess gender disparities in student leadership and presented findings to the University President that provided quantitative evidence of gender disparities on campus as well as possible interventions

QUINGAN ZHOU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

May 2018

- **Honors:** Lauren G. Bassette Fellowship, awarded based on professional accomplishments, character, and leadership
- **Leadership:** Wharton Health Care Business Conference – Content Committee; Wharton Venture Partners – Healthcare Tech Team; Wharton Asia Club - VP of Alumni Relations/Sponsorship
- **Club Membership:** Health Care, Digital Health, Entrepreneurship, Innovation & Design, Global Health Volunteers, Dance

YALE UNIVERSITY

New Haven, CT

Bachelor of Arts; Major in Humanities; cum laude; Distinction in Major; GPA: 3.80/4.00

May 2011

- 1 of 130 freshmen selected for Directed Studies, an intensive interdisciplinary curriculum focused on the Western canon
- 1 of 2 undergraduates selected for Yale Law School's International Human Rights Research Fellowship (Argentina, 2008)

EXPERIENCE

REGAL MEDICAL GROUP

Northridge, CA

An integrated managed care network of over 10,000 providers delivering care to over 500,000 members in 5 counties

Asst. Administrator of Operations (Chief of Staff to the COO)

December 2014 – July 2016

Senior Project Manager, Office of the COO

January – November 2014

Project Specialist, Office of the COO

September – December 2013

- Managed 2 departments composed of 2 senior directors and 28 employees; revamped both departments' organizational structures and training programs, resulting in improved client satisfaction, employee morale, and productivity
- Directed company-wide initiatives as the chief of staff with a senior leadership team of 22 executives, which led to better intra-departmental communication, increase in COO's productivity, and improved workflows for over 1,600 employees
- Initiated and led Regal's first end-of-life care committee of 11 clinical executives; increased monthly new hospice utilization by 40% by educating staff and offering early life-planning services to needed members
- Led 14 departments to establish new processes and staffing needs for a new line of business (Cal MediConnect), growing the business by 2%, which prepared Regal for a related line of business (Medi-Cal) that resulted in 8% business growth
- Identified causes for high executive attrition, created individualized orientation programs, and retained 10 of 11 executive hires since January 2014
- Launched a company-wide Leadership University and developed a 16-week curriculum; 16 of over 70 applicants were selected, 2 were promoted post-University completion, and curriculum led to the creation of ongoing training by HR

PROSTATE CANCER FOUNDATION (PCF)

Santa Monica, CA

A 501(c)(3) that has raised over \$615 million in 22 years and funded over 2,000 research programs in 19 countries

PCF China Initiative Leader/Consultant

January 2012 – August 2013/January - October 2014

Fellow in Social Entrepreneurship

August - December 2011

- Launched PCF's cancer research initiative in China, which enabled discovery of a new genetic marker in cancer detection, by building research collaboration between 26 Chinese institutes and over 200 PCF-funded institutes in 16 other countries
- Raised PCF's profile in China by securing participation of and managing relations with 4 Chinese government agencies, over 150 Chinese scientists, and 18 advisors from 4 countries
- Directed a team of US and Chinese scientific leaders to design and implement 2 research grant competitions, providing a total of \$525,000 in research funds to 5 Chinese scientists; this funding led to PCF being featured in the Wall Street Journal
- Collaborated with 3 US-China teams to host 6 international conferences and award ceremonies in China

ADDITIONAL INFORMATION

- **Community Leadership:**
 - BUILD Foundation – LA Associate Board Co-Chair, co-led a team of 8 to raise over \$63,000 for under-resourced youths in 2016, a 70% YOY revenue increase
 - Riordan Programs Alumni Association – VP of External Affairs, managed 6 directors and scaled 4 flagship programs
- **Fellowships:** Richard Riordan Fellow (UCLA Anderson); StartingBloc Fellow for Social Innovation
- **Languages:** Fluent in Mandarin Chinese; intermediate in Spanish; basic in Korean
- **Interests:** Interval training, boxing, yoga, oil painting

AILEEN, ZOU AILIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA
Aug 2016-May 2018

- Member of Wharton Tech Club Executive Committee
- Co-founder of KidAir, a startup aiming to provide premium travel experience for families with kids

HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY

Bachelor of Business Administration, Major in Finance and Economics, Minor in Mathematics

Hong Kong
Aug 2009-May 2013

- President of Toastmasters Club
- Dean's List, multiple merit-based scholarships, LABU Business Case Competition – Winning Team and Best Presenter
- Exchange student in Harvard College during Jan 2011 – May 2012

HARVARD COLLEGE

Visiting Undergraduate Program

Cambridge, MA
Jan 2011-May 2012

EXPERIENCE

Uber Technologies, Operations Division Intern, Project Manager

Guangzhou, China
May 2016-Jul 2016

- Established vehicle financing project, developed national strategy and led local execution
- Negotiated with automobile manufacturers for procurement and rental companies for distribution
- Launched the official website with efforts from engineering, design and marketing
- Monitored traffic and conversion, provided user support and continued to improve user experience
- Set project strategy, refined business model and presented to senior management
- Involved in driver engagement, marketing campaigns, competition tracking and customer services

Deutsche Bank, Investment Banking Division

Associate, Technology, Media & Telecommunication Group

Hong Kong
Jul 2013-May 2016

- Conducted in-depth business, financial and legal due diligence
- Prepared valuation materials including financial model, DCF, comparable companies benchmarking, trading and operating analysis, and valuation matrix
- Developed roadshow presentations, investor memorandums and internal committee memorandums
- Initiated and maintained client coverage
- Top-ranked analyst in 2014 and 2015 with accelerated associate promotion
- Selected deal experiences:
 - Alibaba US\$25 billion Initial Public Offering on NYSE in Sep 2014
 - Alibaba US\$1.5 billion Acquisition of AutoNavi in Jul 2014
 - Autohome US\$361m Follow-on Offering in Nov 2014
 - Xiaomi US\$1bn Syndicated Loan in Oct 2014
 - TAL Education US\$230m Convertible Bond in May 2014

ADDITIONAL INFORMATION

- **Interests:** Chess (3rd runner-up in China Youth Chess Championships), running (going to Philadelphia Marathon in Nov 2016), tennis, Lego, reading
- **Technical skills:** SQL, R, C++, Bloomberg, FactSet, ThomsonOne, MS Office, JMP
- **Languages:** Native speaker of Mandarin, Fluent in English and Cantonese