

## Resume Packet

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<b>NO.</b>	<b>STUDENT</b>	<b>GRAD DATE</b>
1	Adler, Susan	May 2018
2	Auvray, Jennifer	May 2018
3	Barbour, Charnice	May 2018
4	Bent, Jason	May 2018
5	Betterman, Luke	May 2018
6	Cavett, Thomas	May 2018
7	Certo, Gregory	May 2018
8	Chen, Angelinda	May 2018
9	Delaney, Matthew	May 2018
10	Evans, Lena	May 2018
11	Folk, Alexandra	May 2018
12	Gavai, Gavai	May 2018
13	Grasso, Carlos	May 2018
14	Hahm, Eason	May 2018
15	Handley, Nathan	May 2018
16	Henkel Ferronato, Jefferson	May 2018
17	Horton, Joshua	May 2018
18	Horvat, Timothy	May 2018
19	Jayakumar, Kishore	May 2018
20	Jethwani, Pankaj	May 2018
21	Kim, John	May 2018
22	Kumar, Vinayak	May 2018
23	Ma, Mengning	May 2018
24	Magnuson, Thomas	May 2018
25	Molchan, Andrew	May 2018
26	Mukherjee, Smita	May 2018
27	O'Kane, Meagan	May 2018
28	Ostler, Joshua	May 2018
29	Paz, John	May 2018
30	Rashtchi, Roya	May 2018

<b>NO.</b>	<b>STUDENT</b>	<b>GRAD DATE</b>
31	Sun, Cecilia	May 2018
32	Tashiro, Kengo	May 2018
33	Toman, Allison	May 2018
34	Wilkinson, David	May 2018
35	Yalamanchi, Pratyusha	May 2018
36	Zhuk, Andrei	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**

Boston, MA

2015-2016

**Knowledge Analyst, Medical Devices & Technology**

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.

# JENNIFER AUVRAY

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Business Analytics and Management*

2016-2018

- Active in Wharton Technology, Data Analytics, Digital Health, Private Equity & Venture Capital clubs
- Women's Programming VP of Wharton Investment Management club, Board member of Wharton Wine club

### EM-LYON BUSINESS SCHOOL

Lyon, France

*Master of Science in Management with Honors; Majors in Management and Finance*

2005-2009

- Attended France's top ranked business school
- Participated in exchange with Universidad Autónoma de Barcelona, Spain in 2007

### UNIVERSITY OF PARIS-DAUPHINE

Paris, France

*Bachelor of Science in Applied Mathematics*

2002-2005

- Attended France's most selective university (15% admittance rate)
- Completed programming coursework: SQL, Java, MatLab, R and Data Bases

## EXPERIENCE

### BNP PARIBAS, CORPORATE & INVESTMENT BANKING DIVISION

London, UK / Paris, France

**Senior Trader in Equity Finance / Delta One**

2012-2016

- Promoted to BNP's Top Talent Program in 2012: highly selective program (top 3% of senior employees)
- Managed European equity markets trading book of \$30bn through derivative trades; team's annual P&L exceeded \$240mm and outperformed P&L target by 21% on average over four consecutive years
- Engaged with over 150 clients and broker dealers across the globe and traded over 20 deals daily of \$20mm on average
- Developed pricing models in VBA for non-standard transactions and for efficient use of firm's balance sheet
- Led cross-functional committees to launch firm's products in Russia, Poland and Israel, and negotiated with multiple stakeholders (IT, compliance, risk, tax, legal, operations and global strategy departments)
- Led project to build local desk in South Africa, supervised IT development and trained team of six to become traders
- Initiated networking events, including 'Ladies in Finance' for industry female traders and 'BNP Equity Finance Summer Party', drawing over 200 client attendees; successfully persuaded top management to sponsor events
- Analyzed trading book data through SQL coding to identify profit sources by region/client/product and created new products such as special paired equity swaps for US clients to leverage trade ideas based on the analyses' results

**Trader in Securities Lending**

2010-2012

- Promoted to BNP's Emerging Talent Program: fast-track training preparing high potential employees for management
- Managed Asian and European trading books of \$10bn in assets on repos and stock loans with team annual P&L of \$35mm
- Delivered product solutions to institutional and corporate clients; grew customer base by 25%+ in Europe
- Led daily markets conference calls with Hong-Kong and Tokyo traders to provide clients 24-hour global coverage with relevant and consistent financial solutions across regions
- Designed internal database using SQL to measure key metrics for exclusive portfolios, saving 70% of execution time

### SOCIETE GENERALE, CORPORATE & INVESTMENT BANKING DIVISION

Paris, France

**Business Analyst in IT Forex**

2009-2010

- Created and implemented roadmaps for Forex products in Asia, increasing South Korean currency deals by 32% in Y1
- Shaped strategic and operational scenarios for top management to improve firm's footprint in emerging markets

## ADDITIONAL INFORMATION

- **Interests:** snowboarding, kitesurfing, half-marathon running, backpacking, wine tasting, film editing, reading scientific literature in genetics
- **Languages:** French (native), Spanish (intermediate)
- **Technical skills:** Experienced in Java, VBA, R, SQL, Bloomberg, Excel, PowerPoint; Proficient in MatLab
- **Certifications:** CFA Charterholder, FCA30 approved person, Eurex, Xetra and Idem trading certifications holder
- **Community:** Volunteer with Eclaireuses & Eclaireurs de France, secular and coed scout organization, since 2002
  - Directed summer camps in France and abroad with 100+ participants
  - Organized humanitarian plan in West Africa (Benin): raised funds for initiative, built center for teenage orphans

# CHARNICE BARBOUR

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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 Peggy J. Koenig Endowed MBA Fellowship for outstanding academic and professional accomplishments
- Clubs: Return on Equality, Analytics Board Member; Whitney M. Young Jr. Conference, Operations Chair; Wharton MBA Finance Club, Member; Wharton Public Speaking Club; Member

### THAYER SCHOOL OF ENGINEERING AT DARTMOUTH COLLEGE

Hanover, NH

#### *Master of Engineering Management*

2010-2012

- One of five students out of 48 awarded high honors for independent culminating research project

#### *Bachelor of Engineering, Concentration in Biomedical Engineering*

2010-2011

- Patented a shoulder implant (US 20140128983) as part of culminating capstone engineering project
- Clubs: National Society of Black Engineers, Pre-Collegiate and Alumni Chair
- Employment: Novack Café, Student Manager

### DARTMOUTH COLLEGE

Hanover, NH

#### *Bachelor of Arts, Engineering Sciences Major and International Studies Minor, 3.44*

2006-2010

- Completed two study abroad semesters in Rome, Italy and Bangkok, Thailand
- Clubs: Afro-American Society, Financial Secretary; Tucker Foundation, Katrina Service Trip Member
- Employment: Dean's Office, Student Consultant; Novack Café, Student Manager; Solid Mechanics, Teaching Assistant; Women in Science Project, Intern; Dartmouth College Admissions Office, Intern

## EXPERIENCE

### TRINITY PARTNERS: A global life sciences strategic consulting company

Waltham, MA

#### Consultant

2014-2016

#### Senior Associate Consultant

2014-2014

#### Associate Consultant

2012-2013

- Conducted market research, data analyses, and due diligence for 45+ projects, serving over 20 leading and emerging pharmaceutical, medical device, and biotech companies in key therapeutic areas such as oncology and diabetes
- Examined yearly results from an Awareness, Trial, and Usage (ATU) quantitative survey to assess and ameliorate access issues for a \$94B pharmaceutical company's four oncology agents. Project resulted in redirection of company's strategy
- Managed a \$350K project and day-to-day activities of a team of two identifying levers in the oncology treatment paradigm prior to product launch to help with regulatory submission and clinical trial activities for a \$2.6B pharmaceutical company
- Determined potential market share, target consumers, and marketing materials of an anti-infective drug for a \$7B company by interviewing key consumers and analyzing data from a large international survey
- Constructed model to help VP of Analytics of a \$260M company forecast sales and volume for newly launched pain product
- Restructured internal New Hire Mentoring Program by outlining guidelines and objectives concentrated on associate development such as effective communication, time management and professional presence
- Co-coordinated two-week training period for new hires and redeveloped new hire project by updating materials and increasing cross-company involvement. Improvements revealed higher new hire employee satisfaction compared to previous year
- Supervised summer intern project focused on merger and acquisition trends of healthcare companies for internal database

### VETERANS ADMINISTRATION MEDICAL CENTER

White River Junction, VT

#### Veterans Engineering Center Intern

2011

- Collaborated with diverse healthcare professionals to improve the efficiency of the Compensation and Pension examination program to determine optimal number of clinicians needed to fulfill patient demand
- Evaluated patient and clinician data and presented recommendations on how to effectively utilize staff to reduce costs by 10%

## ADDITIONAL INFORMATION

- **Management Leadership for Tomorrow (MLT)**, Ascend Coach, MBA Prep Fellow, PD Fellow 2015-Present
- **Skills:** SPSS, Extend
- **Interests:** Zumba, hiking (Mt. Etna, Mt. Moosilauke), watching documentaries (What Happened, Miss Simone?)

# JASON HUTTENLOCHER BENT

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Finance and Strategic Management*

2016-2018

- Leadership: Board Member and Director of Research, People Analytics Conference; Board Member and Sponsorship Committee, Wharton India Economic Forum; Associate, Wharton Impact Investing Partners
- Club Membership: Finance Club, India Club, Hockey Club, Technology Club, Healthcare Club
- GMAT: 760 (99th Percentile)

### OBERLIN COLLEGE

Oberlin, OH

*Bachelor of Arts; Major in Economics and History with High Honors*

2009-2013

- GPA: 3.94; *Phi Beta Kappa*. Semester abroad at St. Stephen's College (Delhi, India)
- Grants and Honors: John F. Oberlin Scholarship; Jere Bruner Grant in Empirical Politics Research; Comfort Starr Prize; Artz Grant; Business Scholar; High Honors on Thesis: Land Reform and Democratization in Rajasthan
- Leadership: Oberlin College Student Finance Committee (allocated \$1+ million annually for two years)

## EXPERIENCE

### THE RIVERSIDE COMPANY

Cleveland, OH

Summer Associate, Private Equity

Summer 2016

- Evaluated equity and debt investments through analysis of financial performance, forecasts, market trends, and business fundamentals; presented findings at Investment Committee (IC) meetings for: Venture Debt, Micro-Cap, and Flagship funds
- Wrote 20+ screening memos and conducted investment return analyses of companies brought to IC meetings
- Produced industry research in B2B SaaS, telecom infrastructure, edtech, healthcare, and consumer goods areas
- Supported launch of new \$50M venture debt fund through regulatory research, competitive analysis using Preqin, creation of investor materials, market sizing and industry research, and calls with investment target CEOs
- Identified 60+ high potential prospects through conference attendance, calls, and online industry research using CapIQ
- Built comprehensive model to evaluate sourcing performance of buy-side brokers resulting in reexamination of strategy

### CHARLES RIVER ASSOCIATES

Washington, DC

Associate, Life Sciences (LS) Practice

2014-2016

- Produced 14+ damages and anti-trust litigation reports involving pay-for-delay, IP disputes, irreparable harm, transfer pricing, and class action suits in the life sciences, consumer products, technology, and metals industries
- Managed 6+ person project teams in research, analysis, editing, and data-managing litigation and strategy projects
- Lead Associate using Stata to quantify relative values of core smartphone features in negotiations involving industry leaders
- Created model for policy report demonstrating multi-billion dollar ripple effect from international reference pricing
- Worked directly with VP lead managing three-stage strategy project involving competitive landscape overview, stakeholder perspectives, and forecasts of commercial potential for a cancer immunotherapy product entering a \$6B market
- Mentor to two Analysts; head DC LS recruiter; LS Analyst Trainer; leader of CRA Social and Volunteer Committees
- Commended for creating litigation style guide and exhibit templates used across offices; recipient of the CRA LS Applause Award; nominated for firm-wide annual John Jenkins Award; received note from CEO lauding contributions

### Analyst, Life Sciences Practice

2013-2014

- Entrusted with modeling, analysis, and client service responsibilities for key account re: class action suit damages
- Produced damages estimates, market definition research, and exhibits in pay-for-delay case with high-end damages of \$20B
- Coordinated multi-city study and executed analyses for portfolio co-positioning and differentiation project for biotech firm
- Carried out research for launch of ADHD treatment, found support for launch delay and presented at corporate headquarters

## ADDITIONAL INFORMATION

- **Interests:** Skiing, Global Travel, South Asian History, Distance Running (SF Half-Marathon – top 2%; Navy-Air Force Half Marathon – 7th in division), Hiking/Backpacking, Recreational Soccer and Basketball (Captain of CRA team), Public Policy
- **Positions:** Teaching Assistant, Harvard Kennedy School; Mentor and CRA Program Coordinator, Everybody Wins; Alumni Interviewer, Oberlin College Admissions; Volunteer, StreetWise Partners; Research Scholar, National Archives of India

# LUKE A. BETTERMAN

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate, Major in Healthcare Management Program*

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 – 1<sup>st</sup> Year Board Member

### UNIVERSITY OF NOTRE DAME

Notre Dame, IN

#### *Bachelor of Arts, Major in History (Honors Program)*

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

Chicago, IL

#### Director

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

## **THOMAS C. CAVETT**

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<http://www.linkedin.com/in/tc1217>

### **EDUCATION**

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Major in Multinational Management* 2016-2018  
*Master of International Studies Candidate; Focus in East Asia; Japanese Language Track*

- Member of Wharton Veteran's Club, Innovation & Design Club, and Entrepreneurship Club

**THE GEORGE WASHINGTON UNIVERSITY, ELLIOT SCHOOL OF INTERNATIONAL AFFAIRS** Washington D.C.  
*Bachelor of Arts* 2006-2009

- Dual Major: International Affairs (Regional concentration in Asia) and Japanese Language and Literature
- Student Leader of GW TRAILS Outdoor Program; coordinated 25 guide team to provide outdoor trips and education for GWU community
- US-Japan-Korea Trilateral Legislative Exchange Program Intern; organized tri-lateral talks between US House of Representatives, Japanese Diet, and South Korean General Assembly in Washington D.C.

### **EXPERIENCE**

**U.S. ARMY SPECIAL FORCES** Asia and Oceania  
**Senior Detachment Medical Sergeant, Junior Detachment Medical Sergeant** 2013-2016

- Served in the premier counterterrorism force for the Asia-Pacific region; Selected as team leader of allied special operations soldiers on 7 sensitive counterterrorism missions in the Philippines and Thailand
- Selected as security planner for President Obama's visit to the Philippines as part of the APEC conference in November of 2015; coordinated 50-man security operations in support of the U.S. Secret Service and Department of Defense
- Ranked #1 of 48 Special Forces Medical Sergeants in 1<sup>st</sup> Battalion, 1<sup>st</sup> Special Forces Group (Airborne). Performed all administrative and financial tasks in support of operational readiness for 12-man team resulting in the team being ranked #1 of 18 teams in the unit
- Served as team leader of personal security team for President Obama and the First Lady during their visit to India in January 2015; lauded by President Obama, the U.S. Secret Service Director, and senior level military leaders for providing superior tactical and operational support
- Planned deployments for 80-man counterterrorism force to Japan and the Philippines; successfully controlled budgets in excess of \$500,000
- Reduced combat casualties for 52 Philippine Special Forces soldiers by providing training in combat trauma medicine, tropical disease prevention, field hygiene and sanitation prior to combat operations against terrorist organizations in Operation Enduring Freedom-Pacific
- Chosen as translator and liaison for the Japanese Self Defense Force- Special Operations Group counterterrorism unit; facilitated joint training and operations as well as command element planning synchronization from November 2014 to 2016
- Saved 1<sup>st</sup> Bn, 1<sup>st</sup> SFG (A) over \$650,000 in fraud, waste, and abuse by serving as a Travel Authorization Official

**JOHN F. KENNEDY SPECIAL WARFARE CENTER AND SCHOOL** Fort Bragg, NC  
**Special Forces Candidate** 2010-2013

- Graduate of Special Forces Qualification Course. Became an expert in complex operational planning, unconventional warfare, outdoor survival, and small unit leadership in time-constrained, austere environments with little oversight
- Completed the Special Operations Combat Medic Course and Special Forces Medical Sergeant's Course: the top combat medical training programs in the world consisting of 1 year of intensive training in combat trauma medicine, clinical medicine, dental medicine, veterinary medicine, surgery and anesthesia. GPA 4.0 (Highest GPA in 5 classes)
- Graduated from the U.S. Army Infantry School as the Distinguished Honor Graduate. Ranked #1 of over 200 graduating soldiers. Awarded Army Achievement Medal

### **ADDITIONAL INFORMATION**

- Interests: Mountaineering, Skydiving, Outdoor Education and Environmental Stewardship, Travel
- Community: Volunteer as Service2Schools mentor to assist transitioning veterans in applying to schools
- Language: Advanced Proficiency in Japanese; Beginner Proficiency in Chinese Mandarin
- Publications: "Trigger Point Dry Needling for the SOF Medic" Journal of Special Operations Medicine. Planned release: December 15, 2016 Volume 16. Issue 4



# GREGORY CERTO

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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

- Awarded Kaiser Fellowship based on strength of application
- VP Careers, Wharton Digital Health Club
- Board Member, Wharton Aviation Club
- First Place Team, Wharton Big Idea Innovation Tournament

### DARTMOUTH COLLEGE

*A.B. Chemistry, Religion*

Hanover, NH  
2008-2012

- Religion Department Faculty Award, awarded to a graduating senior who has done outstanding work throughout his or her career as a Religion major, as determined by the Religion Department faculty
- Captain, Dartmouth Men's Club Lacrosse - Player/coach for club team without head coach
- Howard Hughes Medical Institute Fellowship, Dartmouth College, Spring 2010
- Officer, Dartmouth Chemistry Society - Identified, contacted, and scheduled guest professors for Society dinners
- Religion Foreign Study Program – New College, University of Edinburgh

## EXPERIENCE

### LOCUST WALK PARTNERS

Analyst

Boston, MA  
2014-2016

- Evaluated and supported buy- and sell-side biopharmaceutical transactions: identified targets, wrote management presentations, completed commercial landscaping, built financial models, wrote term sheets
- Built detailed financial model and assessed deal scenarios for \$12B public company; supported potential \$20M in-licensing opportunity of commercial stage product in the hospital space
- Executed Commercial Assessment and Asset Valuation of orphan oncology asset, enabling decision on furthering investment vs. conducting a business development process for public company
- Conducted and presented Commercial Assessment for novel Early Stage Prostate Cancer Therapy, including determination of commercial strategy and sizing of \$1B+ market opportunity
- Screened 3500 asset database for \$100M public company to prioritize 33 most promising assets for deeper dive in regenerative medicine buy-side process

### HEALTH ADVANCES

Analyst

Weston, MA  
2012-2014

- Consulted on strategy for drug, device, diagnostics, and investment clients; quantified market opportunities, assessed competitive landscapes, and performed primary research, including identification and recruitment of Key Opinion Leader medical experts
- Member, BioPharmaceutical Business Development Committee; Pricing, Reimbursement, and Market Access Committee

### MERCK & CO., INC.

Intern, Department of Medicinal Chemistry

West Point, PA  
2011-2011

- Synthesized 33 high priority novel compounds for evaluation in Merck's drug discovery program

### COLUMBIA UNIVERSITY

Research Assistant, Department of Chemistry

New York, NY  
2011-2011

- Organic synthetic chemistry in the lab of Professor Jack Norton

## ADDITIONAL INFORMATION

- **Interests:** FAA Certified Private Pilot; additional interests include squash, golf, guitar, snowboarding, and literature

# ANGELINDA CHEN

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate*

2016-2018

- GMAT: 760; Awarded William E. Newcomb Fellowship (based on outstanding academic and professional accomplishments)
- Leadership: Health Care Conference – Sponsorship Team; Social Impact Fellow; Social Impact Club – Community Director
- Member: Health Care Club, Digital Health Club, Social Impact Club, Canada Club, Storytellers Club

### QUEEN'S UNIVERSITY

Kingston, Canada

#### *Bachelor of Commerce (First Class Honors); option in Psychology*

2008-2012

- Awarded Dean's List with Distinction 2009-2012 (based on annual academic ranking, conferred to top 10% of class)
- Awarded Scotiabank/Queen's University Leadership Award (based on academic standing and proven leadership abilities)
- 1 of 3 students selected out of 300 to study abroad at HEC Paris in France
- Co-Chaired 12-member team of Queen's Non-Profit Gateway; increased program offerings by 25% and sponsorship by 300%+, resulting in 50% increase in student engagement in non-profit leadership positions

## EXPERIENCE

### ACCENTURE

Toronto, Canada

#### Strategy Consultant

2015-2016

#### Management Consulting Analyst

2013-2015

- Ranked as 1 of the top 2 Analyst in Canada (out of 45); promoted to post-MBA position at first point of eligibility
- Winner of Q2 2014 Client Value Creator (out of 60+) and 2014 "Above and Beyond Contributor" Analyst Award (out of 45)

Select Clients and Projects:

*IFC (World Bank): Assessed economic and social impact of growing women's insurance coverage in Asia, Africa, South America*

- Partnered with public, private stakeholders to conduct inaugural study on women's health, life, property insurance needs
- Led team of 3 to build quantitative models to estimate \$1.4 - \$1.7T market value of women's global insurance spending
- Recommended gender-disaggregated strategies for insurers to capture up to \$300B in global commercial opportunities
- Managed global team of 5, including non-native English speakers, to author "SheforShield" report; published in Sep 2015

*Canadian Bank: Designed sales organization model to improve retail banking customer service*

- Devised roles and responsibilities of 2500+ sales employees to increase customer satisfaction from 2M+ retail customers
- Collaborated with executives to coordinate 3-year implementation plan with \$100M+ digital service transformation

*US Fortune 100 Insurer: Shaped strategies and processes to transition employees into new operating model*

- Defined 3-year strategy for a \$250M+ program to transition 30,000+ claims employees from 200+ to 26 locations
- Constructed quantitative models to advise on cost effective transition strategies; established consensus amongst executives

*Canadian Provincial Insurer: Refined customer relationship strategy to meet growth goals*

- Recommended marketing and sales initiatives to reach cross-sell/up-sell goals of \$500M in revenues in 5 years
- Built strategic relationships with 12 departments to optimize staff allocation in delivering \$2M+ worth of projects

*Canadian Person-with-Disabilities Non-Profit: Created marketing strategy to grow corporate membership revenue*

- Analyzed competitive landscape and developed marketing strategy to grow corporate membership by 100% in 2 years
- Refined 3-year strategic plan to build agreement between Management and the Board of Directors

### HEALTHCARE MATERIALS MANAGEMENT SERVICES

London, Canada

#### Hospital Logistics and Sourcing Student Intern

2010

- Assessed financial and personnel impact of implementing a \$1M+ digital communication system in 14 regional hospitals
- Developed and implemented 14+ key performance indicators to identify operational inefficiencies in capital purchasing, inventory fulfillment, accounts receivable, accounts payable processes; KPIs are still in use today

## ADDITIONAL INFORMATION

- **Community Involvements:** Accenture – Led Onboarding and Training program for 25 new Canadian analysts across 3 offices; Community Seed Consulting – Managed team of 3 to develop internship program for start-up consultancy
- **Languages:** Mandarin (fluent); French (beginner)
- **Interests:** Long distance running (completed 2 half-marathons), swimming (former lifeguard), performing music (grade 10 piano, intermediate violin, beginner ukulele), traveling (25+ countries across 6 continents)

# 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

# ALEXANDRA (ALLI) FOLK

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Major in Management*

Philadelphia, PA

2016-2018

- Selected as Cohort Leadership Representative, Member of Food and General Management Clubs, Penn undergrad mentor
- GMAT: 750/800 (98<sup>th</sup> percentile)

### STANFORD UNIVERSITY

*Bachelor of Science in Engineering, Major in Product Design*

Stanford, CA

2009-2013

GPA: 3.77/4.00

- Active in Stanford Women in Business (selected as VP of Internal Relations), Cardinal Ballet (initiated and directed a performance of *Nutcracker*; still performed today), Stanford Product Design Student Association (peer mentor)
- Honors and Awards: Tau Beta Pi (top 20% of engineering seniors), President's Award for Academic Excellence in the Freshman Year (top 3% of freshmen class), Spark! Grantee (8-10 projects/quarter awarded on the basis of artistic merit)

## EXPERIENCE

### BAIN & COMPANY

Senior Associate Consultant

Associate Consultant

San Francisco, CA

2015-2016

2013-2015

#### *Transformation – selected experience*

- Created organizational structure, developed and tracked financial KPIs, and wrote key corporate communications to operationalize Program Management Office, which created \$1B in operating profit over three years for \$7B Tech Co
- Devised strategy to reduce Technology spend by 25% by optimizing contractor labor force for \$60B Retail Co
- Designed new data management processes to link headcount, salary, and timesheet databases for \$25B Retail Co

#### *Strategy – selected experience*

- Created starter program for \$16B Pharmaceutical Co to reduce patient time to therapy by 30% at drug launch
- Analyzed key drivers of college graduation and developed strategy and implementation plan to improve college graduation rates for network of charter school students; led to 3 pp increase in college graduation rate between 2014-2015
- Designed labor strategy to achieve \$60M in run rate savings by optimizing employee colocation and proximity to customer
- Managed one associate consultant to create Foundation's 2020 vision and strategy; unanimously approved by the board

#### *Private Equity Group – selected experience*

- Analyzed statistically significant drivers of stock prices at IPO lock-up expiration to inform portfolio diversification
- Led market sizing and competitor analysis for four due diligences in the software sector to inform investment decisions

#### *Leadership – selected experience*

- Consistently earned "Role Model" rating designation for demonstrated excellence in case team and broader office leadership
- Managed team of 30 ACs through Partners as leader of AC Innovation, a Bay Area-wide effort to improve the AC role; effort resulted in 20+ new programs and an "AC incubator" to provide ACs with a structured process to launch new initiatives
- Initiated training program for 20 first-time supervisors; structured program and wrote all curriculum for 10 week training
- Nominated as Stanford School Team Lead for AC Recruiting; increased AC acceptance rate by 13 pp between 2014-2015
- Created media and outreach strategy for pro bono client; led to website refresh and video fundraising campaign

### SAN FRANCISCO BALLET

Strategic Finance Extern (*Bain Externship*)

San Francisco, CA

Fall 2015

- Created five-year Orchestra labor union contract negotiations strategy with Executive Director, General Manager, and CFO; recommended new healthcare benefits plan to achieve \$500k in annual run rate savings
- Analyzed potential school expansion; recommended maintaining scale due to unfavorable economics of expansion
- Identified \$3M incremental revenue opportunity by analyzing 15 years of peer company financial and operational data

## ADDITIONAL INFORMATION

- **Interests:** Ballet (20+ years of continuous training), Food writing (senior project topic), Travel (30+ countries, 6 continents)
- **Positions:** Treasurer of California Poets in the Schools (elected 2014-2016); increased board fundraising by 3% and reduced expenses by 10%, resulting in cash flow positive operations in FY14-FY15
- **Technical skills:** Working knowledge of R, Tableau, Alteryx; social French

# 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



# NATHAN R. HANDLEY, MD

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA  
2016-2016

- Honors: Recipient of Kaiser Fellowship for exceptional professional, academic, and personal achievement
- Active in: Health Care Club, Digital Health Club

### UNIVERSITY OF MINNESOTA MEDICAL SCHOOL

*Doctor of Medicine*

Minneapolis, MN  
2008-2012

- Honors: Alpha Omega Alpha, Gold Humanism Honor Society, Medical Student Achievement Award, Variety Endowed Scholarship, Dr. Neal Gault International Study Award, Minnesota Medical Foundation Scholarship
- Active in: medical school peer review committee, student-run Phillips Neighborhood Clinic, global health (Ilula District Hospital in rural Tanzania), head and neck oncology research (two national presentations)

### BIRMINGHAM-SOUTHERN COLLEGE

*Bachelor of Science in Chemistry, Bachelor of Arts in Philosophy, Summa cum laude*

Birmingham, AL  
2004-2008

- Honors: Phi Beta Kappa, Philosophy Departmental Award, Dean's List
- Active in: peer review committee, organic and biological chemistry research

## EXPERIENCE

### UNIVERSITY OF PENNSYLVANIA

**Fellow Physician, Division of Hematology-Oncology, Department of Medicine**

Philadelphia, PA  
2015-Present

- Leading team in development of PennTrials, a novel clinical trial management platform designed to improve access to and knowledge of clinical trials for clinicians at Penn Medicine
- Serving in Low Risk Prostate Cancer Pathway Committee, part of a clinical pathway program to foster consistent practice of high value care across Penn Medicine by creating evidence-based treatment algorithms
- Providing outpatient care and inpatient consultative services in solid oncology, liquid oncology, and benign hematology at the Abramson Cancer Center, the Hospital of the University of Pennsylvania and the Philadelphia Veterans Affairs Hospital
- Staffing weekend and holiday advice line for hematology and oncology patients treated at Penn Medicine

### STROLL HEALTH

**Advisor**

San Francisco, CA  
2013-2015

- Advised Stroll, digital health startup seeking to provide price transparency data to physicians and patients, by delivering physician perspectives, analyzing medical literature, and facilitating clinical workflow navigation

### UNIVERSITY OF CALIFORNIA SAN FRANCISCO

**Intern and Resident Physician, Department of Medicine**

San Francisco, CA  
2012-2015

- Engaged in the Health Systems and Leadership Pathway, a program designed to provide resident physicians with the knowledge, skills, and mentorship necessary to prepare for leadership careers in healthcare systems. Delivered series of presentations at departmental and national meetings; published peer-reviewed article on redesigning specialty care access
- Led teams of three to five residents, interns, and medical students; oversaw and coordinated clinical care and taught core medical knowledge on inpatient services at the San Francisco Veterans Affairs Hospital, San Francisco General Hospital, and UCSF Medical Center
- Provided outpatient continuity care for a panel of 120 patients at UCSF's General Internal Medicine Clinic
- Represented resident physicians on the Veterans Affairs Interprofessional Team Development Committee, established to improve interdisciplinary training for physicians in patient-centered teams by re-examining the structure of medicine rounds
- Produced novel melanoma immunotherapy research in inter-institutional collaboration with oncology and dermatology divisions at UCSF and UCLA. Work was presented at a national cancer research meeting
- Authored chapter in the University's clinical handbook; published peer-reviewed article on antibiotic overuse

## ADDITIONAL INFORMATION

- **Certifications:** Board Certified in Internal Medicine; current license to practice in Pennsylvania; prior licensing in California
- **Interests:** travel, photography, cooking, meditation, family

# JEFFERSON LUIZ HENKEL FERRONATO

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## EDUCATION

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Major in Marketing and Operation Management* 2016-2018  
*Master of International Studies Candidate; Focus in Europe and Germany*  
• Member: Healthcare Club, Dealmakers Club, Social Impact Club, Public Speaking Club

**UNIVERSITY OF RIO GRANDE DO SUL** P. Alegre, Brazil  
*Bachelor of Science in Mechanical Engineering* 2006-2011  
• Research assistant in the Laboratory of Ceramic Materials. Conducted experiments analyzing ceramic materials properties for academic and industrial purposes. Supported project awarded by Petrobras.  
• Academic exchange: Technical University of Munich, Germany (2009-10): Conducted research on the Institute for Energy Systems aimed at developing technology to use gasification processes on electric power plants. Developed new control program for experimental reactor and improved results accuracy and assessment.

## EXPERIENCE

**BAIN & COMPANY** São Paulo, Brazil  
**Consultant** 2015-2016  
**Senior Associate Consultant** 2014-2015  
**Associate Consultant** 2012-2014

### *Marketing & Full-Potential strategy*

- Designed combined full potential strategy for large national healthcare provider acquired by private equity fund, resulting in market leadership in revenue growth and profit growth rate.
- Devised go-to-market strategy for USA medical technology company in Brazil; project success resulted in project expansion throughout South America.
- Built Latin America portfolio strategy for loyalty program unit of large multinational airline.
- Recommended and implemented full potential strategy of department and general merchandise stores to adjust company to the new reality of Brazilian economy.

### *Due diligence*

- Conducted due-diligence on Brazilian payments company for major private equity (PE) fund that resulted in a deal.
- Performed commercial due diligence of logistics company for a major grain trader that avoided an overvalued asset purchase.
- Conducted commercial due diligence of local target for consumer products multinational.
- Performed due diligence on a Brazilian e-commerce business for an International PE fund.

### *Process Improvement*

- Developed key account planning process for Mexican division of multinational service provider owned by major PE fund.
- Led implementation PMO of several of bank's new IT systems, the largest IT project in South America. Solved impediments to implement a system previously delayed for more than two years.
- Increased travel agency airline sourcing market competitiveness from 40% to 70% and identified potential M&A targets.

**AMBEV (part of AB Inbev Group)** Sapucaia, Brazil  
**Packaging / Supply Intern** 2011

- Supervised beverage-bottling production lines and reported directly to industrial and packaging managers.
- Sustained and improved beverage lines' efficiency, supervised machinery maintenance flux and production logistical supply.

## ADDITIONAL INFORMATION

- **Interests:** Triathlon; reading history and geopolitical books, cooking for friends; snowboarding and surfing.
- **Service:** Human Resource Department volunteer at the Brazilian Red Cross Branch, in Porto Alegre; supported volunteer recruiting and employee relations; gave lectures on work accidents prevention to poor community's workers.
- **Languages:** Native speaker of Portuguese, advanced knowledge of German, and basic knowledge of Spanish

# JOSHUA HORTON

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## EDUCATION

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

- Awards: Recipient of the merit-based Wharton Fellowship for outstanding personal and professional achievements.
- Appointed Leadership: VP of Career Development for the Private Equity and Venture Capital Club
- Active Member: Health Care Club, Entrepreneurship Club, and Rugby Club

**UNIVERSITY OF MARYLAND AT COLLEGE PARK** **College Park, MD**  
*Bachelor of Arts in Economics* **2005-2009**

- Varsity Football Member (walked-on Sophomore Year), ACC Academic Honor Roll, Award for Member with Highest GPA
- Leadership: Board Member for Finance, Banking, and Investment Society and Business Ethics Society

## EXPERIENCE

**ConvergeHEALTH by Deloitte** **McLean, VA**  
**Manager** **2016-2016**  
**Senior Consultant** **2014-2016**  
**Consultant** **2012-2014**

- Founding member of Deloitte's \$200M Healthcare and Life Sciences analytics start-up focused on advancing personalized medicine through powerful proprietary and open source analytic technologies
- Led a team of ten at a global pharmaceutical company tasked with instituting a global initiative for the CEO focused on transforming their use and acquisition of patient-related data. As a result of the project I led the development of a \$30M joint venture between Deloitte and the global pharmaceutical company
- Led a team of eight that provided a strategic growth blueprint for a Series C-funded biotech that outlined the required steps for achieving expansion goals. Presented the strategy to the board, gained approval, and led the build-out of the program
- Founded Deloitte's Informatics Center of Excellence focused on expanding practitioners' knowledge of Healthcare analytics and informatics. Developed and taught an in-person training course to over 500 practitioners in the US and in India

**Zhufit, LLC** **Washington, D.C.**  
**President and Co-Founder** **2012-2013**

- Founded a Life Sciences software products company focused on developing novel analytic tools funded primarily through research institutions and the federal government
- Collaborated with the National Cancer Institute on a value-based contract to build a lightweight tool that reduced research associates' data entry and standard analysis requirements by approximately 30%, translating into \$120K in annual savings
- Began product development journey focused on building tools (based on open-source technologies) that would provide researchers with automated workflows for analyzing and visualizing heterogeneous data

**Koniag Technology Solutions** **Washington, D.C.**  
**Capital Planning Analyst** **2010-2012**

- Led team of six that provided IT investment management services to the FDA's CIO and Chief Enterprise Architect (CEA) concerning the agency's current and future IT investment portfolio
- Performed portfolio evaluation of the FDA's IT asset mix and provided re-baselined targets for investments within its portfolio. Defended budgetary request and 3-Year Roadmap with Congress and the Office of Management and Budget

## ADDITIONAL INFORMATION

- **Volunteering:** Founded a mentorship program between UMD student-athletes and Deloitte Consulting practitioners
- **Certification:** The Open Group Architecture Framework (TOGAF) Certified Technical Architect
- **Languages:** Croatian (basic), Spanish (basic)

# 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

# KISHORE L. JAYAKUMAR

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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**

- Active in Health Care, Digital Health Care, Consulting, Human Capital, and Volleyball Clubs
- GMAT: 760 | Kaiser Fellowship recipient, Boston Consulting Group (BCG) Fellow, McKinsey Emerging Scholars finalist

**PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
*Doctor of Medicine Candidate* **2013-2018**

- Co-President/Delegate, American Medical Association; Clinical Volunteer, United Community Clinic; Near Peer Mentor, Department of Medicine; Student Interviewer, Admissions Program
- Authored dermatology chapter for *Gunner Goggles Pediatrics* (Elsevier) clerkship review book
- Published *Academic Medicine* editorial on the role of numerical USMLE Step 1 scores in residency applicant selection
- Studied effect of preclinical exam scheduling on medical student burnout; published results in *MedEdPublish*

**CARNEGIE MELLON UNIVERSITY** **Pittsburgh, PA**  
*Bachelor of Science; Major in Biological Sciences and Psychology, Minor in Business Administration* **2009-2012**

- Cumulative GPA: 3.90/4.00 | University Honors, Phi Beta Kappa, Phi Kappa Phi, and Dean's List with High Honors
- Resident Assistant, First-Year and Upperclassman Residences; Research Assistant, Social Psychology Lab; Volunteer, University of Pittsburgh Medical Center HELP program; Volunteer, Global Medical Brigades

## EXPERIENCE

**MEDICAL STUDENT FINANCIAL LITERACY STUDY** **Philadelphia, PA**  
**Investigator** **2014-2015**

- Designed 35-item survey using FINRA and Vanguard instruments to assess financial literacy among U.S. medical students; contacted and collaborated with representatives at seven medical schools to administer survey to 2,800 students
- Managed team to develop and execute grounded theory-based coding protocol for qualitative responses, leading to high inter-rater reliability; analyzed quantitative results using logistic and linear regression techniques in Stata
- Revealed low financial literacy and inadequacy of current curricula in preparing medical students to manage personal finances; presented findings at American Medical Association Research Symposium

**UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM** **Philadelphia, PA**  
**Center for Evidence-Based Practice Research Fellow** **2014**

- Evaluated impact of Penn's hospital evidence-based practice center by analyzing internal database of evidence reviews and surveying health system clinical and administrative leaders
- Demonstrated potential of evidence-based practice centers to disseminate rapid and concise evidence syntheses and to improve both clinical and administrative decision making; published findings in *Journal of Hospital Medicine*

**PITTSBURGH PREP** **Pittsburgh, PA**  
**SAT/Math/Biology Instructor** **2010-2012**

- Implemented computerized exam scoring, eliminating grading errors and expediting turnaround time by 3 days
- Authored SAT Math Level 2 course book and standardized curriculum for all instructors
- Designed and actualized formal Math Level 2 training program for all instructors, boosting teacher confidence and expertise

## ADDITIONAL INFORMATION

- **Certifications:** Enrolled Agent, Internal Revenue Service; Series 65 and 63 licenses (inactive), FINRA; Accredited Asset Management Specialist, College for Financial Planning
- **Digital Skills:** Stata, SPSS
- **Languages:** French (intermediate)
- **Interests:** Cycling, volleyball, tennis, swimming, aviation, history, personal investing, tutoring

# 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; 1<sup>st</sup> 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).

## JOHN J. KIM

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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

- Health Care Business Conference Online Publication Committee, Member of Health Care Club, Member of Consulting Club, VP of Social for Korea Club

#### DARTMOUTH COLLEGE

*Bachelor of Arts, Major in Economics, Minor in Geography*

Hanover, NH  
2006-2010

- Graduated magna cum laude, Phi Beta Kappa
- President of Korean Student Association, Member of Agape Christian Fellowship
- Research Associate for Dartmouth Economics Department

### EXPERIENCE

#### ARTISAN HEALTHCARE CONSULTING

**Team Leader**

**Senior Consultant**

**Consultant**

**Associate**

Waltham, MA

2016-2016

2014-2015

2012-2014

2010-2012

- Led a team of four consultants to support global business development team of a Fortune Global 200 pharmaceutical company:
  - Provided revenue forecasts for 10+ internal (post-acquisition) and external (potential acquisition) drug therapies in clinical development
  - Drove forecast to help complete a \$1.5+ billion acquisition of a U.S. biotech company
  - Led strategic discussions with director-level clients on core drivers of revenue forecasts
  - Managed stakeholders within client organization in order to align on regional input in global forecasts
- Led a team of five consultants to support the U.S. respiratory division of a top 15 global pharmaceutical company:
  - Provided weekly, monthly, and quarterly market data analysis (strategic implications of prescription and promotional volume and share) for \$1 billion U.S. respiratory franchise
  - Served as lead ad hoc data analysis support for market research director of respiratory division; provided over 30 different analyses annually of client's products and markets
- Evaluated five cancer and cancer supportive care acquisition opportunities for Switzerland-based biotech company; evaluations included revenue forecasts, scientific rationale, and clinical development feasibility
- Prepared pitch presentations for Germany-based biotech company; presentations were used to engage in discussions to partner with big pharma companies in order to clinically develop client's drug therapies
- Supported the Oncology division of a Fortune Global 200 pharmaceutical company in commercial and drug development research:
  - Provided strategic playbook for a late-to-market drug therapy by evaluating viability of clinical and registration pathways in multiple indications
  - Conducted competitive intelligence research by evaluating clinical development results of studies presented at major industry conferences such as ASCO and SABCS
- Led internal Artisan team to financially evaluate past Associate position recruiting and to modify 2015 strategy; resulted in the highest fall on-campus recruiting yield for the Associate position in the last 4 years

### ADDITIONAL INFORMATION

- **Interests:** Running, Volunteer English tutor at Boston Onnuri Korean Church
- **Internships:** U.S. Department of Housing and Urban Development (HUD)-Certified Housing Counselor in Dayton, Ohio; Substitute English teacher at Kyungsan Science High School in South Korea
- **Citizenship:** U.S.
- **Languages:** Fluent in Korean

# 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 (99<sup>th</sup> 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)



# MENGNING (CHLOE) MA

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Major in Finance*

Philadelphia, PA  
2016-2018

- Member of Wharton's General Management Club, Tech Club and Healthcare Club
- Social Board VP of Wharton's Greater China Club and Communication VP of Asia Club

### COLUMBIA UNIVERSITY

*Master of Arts; Majors in Economics and Education*

New York, NY  
2011-2013

- Vice President of External Relations for Columbia Partnership for International Development (CUPID)

### FUDAN UNIVERSITY

*Bachelor of Arts; Majors in Diplomacy and English*

Shanghai, China  
2007-2011

- Received Outstanding Graduate Student Honors
- Lead volunteer at an orphanage for disabled children; participated in run for charity event and classroom renovation effort

## EXPERIENCE

### MCKINSEY & COMPANY

Senior Research Analyst

Shanghai, China  
2013-2016

- Partnered with a \$30B Korean beauty care company in developing retail format; collected geolocation data and shopping mall brand list for brand environment analysis, chose indicators to identify top areas, and conducted correlation test
- Served the leading pharmaceutical company to launch a new consumer health product with 20M revenue growth
- Developed \$30M revenue growth strategy for a Korean consumer company including key competitiveness factors benchmark, market entry strategy redefining and special distribution channels reassessment
- Conducted dual diligence for a \$10M investment in a Korean beauty brand company, identifying its success drivers, pressure testing sustainability of the performance, validating its growth plans and summarizing key requirements for growth
- Served a US consumer healthcare company on go-to-market and growth strategy for contact lens segment
- Developed mid-tier channel strategy, identify e-commerce and retail concept stores, assess distributors, and initiate panel discussions among local salesforce through market visits in tier three cities for a €24B European eyewear leader
- Analyzed brand claims of laundry detergent products for a €30B European consumer company; analysis helped the client successfully form a strategic partnership and launched the first innovative enzyme-based laundry detergent
- Published white paper on the largest shopping festival in the world and earned strong feedback from client senior leadership
- Mentored and helped to onboard new hires and interns; supervised work and wrote performance reviews
- Initiated training program for junior analysts; designed curriculum and earned 100% positive feedback

### UNESCO

Program Assistant

Bangkok, Thailand  
2013

- Published "What Skills for the World of Work: Studies Discuss" for UNESCO journal
- Conducted analysis on three key homeschooling issues and drafted 20-page policy brief for Ministries of ASEAN countries
- Migrated knowledge portal to new platform with 300+ education experts, 50+ institutions and several discussion groups

### UNITED NATIONS DEVELOPMENT PROGRAMME

Intern, Energy & Environment Group

New York, NY  
2012

- Published 10 case studies on community-based sustainable development that were incorporated into high-level policy papers
- Coordinated 10-day meeting in Brazil, providing 30 presentations on sustainable development for 150 country participants
- Managed logistics and follow-up efforts with 60 focal points from winning organizations with \$20K UNDP grants

## ADDITIONAL INFORMATION

- **Semester at Sea:** Participated in 109-day study voyage across 11 countries and was awarded \$20K scholarship from C.Y. Tung Sino-US Foundation; delivered speech to 500+ peers and faculty and was interviewed in Sino-US documentary as a cultural ambassador
- **Languages:** Native speaker of Chinese
- **Interests:** Chinese zither (amateur, a traditional Chinese musical instrument), baking

# 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

# 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

# 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

# JOSHUA OSTLER

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## EDUCATION

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

- Member of Wharton's Healthcare Club, Consulting Club, Wharton Community Consultants and Public Speaking Club
- Kaiser Fellowship Award Recipient

**BRIGHAM YOUNG UNIVERSITY** **Provo, UT**  
*Bachelor of Arts in Communications, cum laude* **2006-2012**

- GPA: 3.87 | GMAT: 740 | Passed CFA Level 1 Exam
- Extracurricular Impact: Vice President of BYU Investment Banking Club, BYU Finance Society
- Merit-based Scholarships: Brigham Young Scholarship, Peery Institute CFA Scholarship

## EXPERIENCE

**THE ENSIGN GROUP** **San Diego, CA**  
*Seaport Home Health and Hospice*  
**Executive Director** **2014-2016**  
**Cluster Leader** **2015-2016**

- Led acquisition, turnaround strategy and ongoing management of a Medicare certified home health care division with over 50 employees providing care to ~150 seniors each day in the San Diego area
- Held full financial and general management responsibility for all departments including Operations, Marketing, Billing, Clinical Outcomes and Human Resources comprising ~\$4.8M in annual revenue
- Introduced an innovative organizational vision, culture and processes that resulted in a return to profitability the first month under ownership, 100% revenue growth in the first year, and significantly enhanced employee satisfaction
- Agency achieved 5-Star rating for clinical quality less than 12 months after being rated 2-Star upon acquisition
- Promoted to increased scope of responsibility in 2015 to Southern California and Arizona as Cluster Leader. Implemented successful best practices from San Diego to 6 additional operations representing ~\$16M in annual revenue

**GOLDMAN SACHS & CO.** **Los Angeles, CA**  
*Private Wealth Management*  
**Financial Analyst** **2012-2014**  
**Summer Financial Analyst** **2011**

- Key member of one of the firm's top 5 largest teams managing ~\$11BN of client assets in complex portfolios
- Oversaw portfolio allocation, review, cash planning and tactical investment implementation across a broad range of traditional and non-traditional investment instruments.
- Established strong communicative relationships with internal product groups and leveraged their expertise to formulate impactful client portfolio recommendations
- Developed, modeled and project-managed a 15-month implementation proposal for a \$1BN client, rebalancing across 11 entities and 130+ sub-accounts

**VIBES A CAPPELLA** **Mesa, AZ**  
**Founder and General Manager** **2003-2012**

- Founded and managed a six-man singing group that entertained audiences in Utah, Arizona and New York
- Oversaw the recording, production and distribution of two albums, "On the Rise" (2006) and "Sunday Best" (2011)

## ADDITIONAL INFORMATION

- **Community Impact:** Participated in a two-year LDS mission, giving individual and community service and leading 180 missionaries in Seattle, Washington (2007-2009)
- **Awards:** Boy Scouts of America - Eagle Scout (2003), 1<sup>st</sup> Chair Vocal Bass in Arizona (2006)
- **Global Travel:** (16 countries) including a Heifer International study-tour in Uganda and Rwanda evaluating the causes of poverty and examining methods to improve subsistence strategies
- **Interests:** Tennis, basketball, American football, classical music and public policy

# JOHN PETER PAZ

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## EDUCATION

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate, Major in Strategic Management* 2016 - 2018  
*Master of International Studies Candidate, Focus in Latin America*

- Member of: Consulting Club, Global Impact Consultants, Guide Mentorship, Social Impact, and Travel & Hospitality Club

**FUNDACAO GETULIO VARGAS** Sao Paulo, Brazil  
*Bachelor of Arts in Business Administration, Major in Finance and International Studies* 2008 - 2011  
*Bachelor of Arts in Law, Major in Corporate Law* 2005 - 2009

- Member of: Director of Student Academic Center, Consulting Club, International Student Board, and Captain of Water Polo
- Honors/Awards: Top 5% student; Recipient of merit-based full scholarship; Delivered commencement speech (BBA)

## EXPERIENCE

**LATAM AIRLINES** Sao Paulo, Brazil  
**Strategic Business Manager** 2014 - 2016  
**Senior Consultant** 2013 - 2014

- Led team of 5 and managed Leisure Passengers & Sales Channel Strategy, representing 60% of LATAM's passengers in the Brazilian market; Developed projects of high financial and strategic impact with direct involvement of Senior Management;
- Promoted twice in 2 years, from Consultant to Manager; Special recognitions in '13, '14, '15, '16\* (Olympic torch carrier).
- Led World Cup '14 war room (cross-functional teams of +20 employees), concerning Network, Pricing and Commercial Areas; Forecasted financial and operational impact of WC, established new flights, optimized pricing and led charter team.
- Devised Strategic Commercial Roadmap 2014-18, by analyzing industry trends, company's competitive strengths, sales channels and customer behavior; Pioneered Channel Strategy and Value Proposition for high-net-worth individuals.
- Developed International & Domestic Hub Strategy together with Network & Fleet Department; Later on, created and implemented market entry strategies for 10 new International Routes and 12 new Domestic Routes.
- Negotiated with foreign and Brazilian governments to develop Joint Marketing Plans; Led 13 Commercial & Marketing implementation plans totalizing \$12 MM; Projects yielded 14% increase in sales and 5-30% tourists increase to our partners.
- Official spokesperson of LATAM in 6 major events for press and government; Led Oneworld Alliance in Brazil.

**INTEGRATION CONSULTING** Brazil/Mexico/UK  
**Business Analyst** 2010 - 2012

- Developed 12 projects focused in Management, Finance, and Sales & Marketing for FMCG, Logistics, Construction, Pharmaceutical, Internet, and Service industries; Led 2 projects with teams of up to 3 analysts.
- Promoted twice in 2 years, from Trainee to Business Analyst II; Special recognition in 2011.
- Drafted Brazilian market entry strategy for a Tobacco company; Conducted a market assessment travelling Brazil and visiting distributors; Prepared financial and distribution models, and provided scenarios for market entry.
- Redesigned organizational structure and business processes for a Logistics company in Mexico; Conducted operational and administrative diagnosis, working directly with company's employees and Directors; Prepared implementation roadmap.
- Designed Shared Business Services (SBS) for a FMCG company; Evaluated financial and administrative gains for SBS and designed centralized financial services from 6 countries of Latin America to Brazil.
- Delivered efficiency project for Online Employment Search company; Conducted diagnosis of organizational structure and call center, analyzing current performance and future needs; Assessed job offer pool, and provided changes to increase sales.

**EVERCORE PARTNERS | G5** Sao Paulo, Brazil  
**M&A Trainee** 2010 - 2010

- Participated in day-to-day execution of buy-side and sell-side transactions, including drafting of pitch books, performing valuations, drafting of financial documentation, and preparing data rooms; Participated in 2 M&A deals.
- Delivered strategic recommendations for leading firms in real estate, cement, FMCG, and fashion retail sectors.

## ADDITIONAL INFORMATION

- **Social Initiatives:** Focused on helping underprivileged by implementing plans for social empowerment (+4 NGO's / 3 years)
- **Interests:** Traveling (50+ countries), water sports (swimming, water polo - 2<sup>nd</sup> place, scuba diving), tennis, and biking
- **Languages:** Portuguese (native), Spanish (advanced), and German (elementary)

# 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



# 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)

# KENGO TASHIRO, M.D.

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## EDUCATION

<b>FULBRIGHT PROGRAM SCHOLAR</b>	2016 – May 2018
<b>THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA</b> <i>Master of Business Administration Candidate; Major in Health Care Management and Finance</i> <i>Vice President (1y) of Wharton Health Care Club</i>	Philadelphia, PA 2016 – May 2018
<b>HARVARD MEDICAL SCHOOL</b> <i>Primary Care, Internal Medicine Training Program</i>	Boston, MA Oct.-Nov. 2012
<b>UNIVERSITY OF KYOTO</b> <i>Medical Doctorate, Faculty of Medicine</i>	Kyoto, Japan 2005-Apr. 2011

## EXPERIENCE

<b>REMIGES VENTURES</b> <i>Part Time Internship at a venture capital focusing on pharma &amp; life sciences</i>	Tokyo, Japan May 2016 - Jul 2016
<b>CENTRAL INSTITUTE FOR EXPERIMENTAL ANIMALS</b> <i>Part Time Intern Researcher in Genetic Engineering, Humanized Mice &amp; Immunology Department</i>	Tokyo, Japan May 2016 - Jul 2016
<b>GLOBAL COLLABORATION CENTER - Seconded from Ministry of Health, Welfare &amp; Labor</b> <i>Founding Member &amp; Chief Medical Officer</i> <ul style="list-style-type: none"><li>GCC is a first of its kind, government established technology incubator, forming public-private consortium and creating global partnerships to accelerate innovation and strategic deployment of Japanese health care technologies.</li><li>Researched, evaluated and selected high potential drugs, devices and healthcare IT technologies among Japanese companies; recruited companies into membership; and consulted on their key technology development projects. Member companies that joined and funded GCC included Konica, Hitachi, Fujifilm, Mitsubishi group and NTT group companies, and Sony, as well as small to medium enterprises.</li><li>Consulted these companies starting at healthcare company CEO/executive level, on market/competitor analysis, product design, development strategy, funding strategy, global marketing strategy and global partnership strategy. Worked side by side with R&amp;D manager level to design clinical trials, overcome regulations, negotiate clinical trial terms, draft grant applications, create profit projection models and leverage academic/political leaders while managing overall progress.</li><li>Spearheaded negotiation and successful signing of partnerships with Brigham Women's Hospital, Massachusetts General Hospital, Stanford University, National University of Singapore, Singapore Agency for Science, Research and Technology, French CVT-Sud, and INSERM P4-Lab. Managed communication and relationship building with these institutes' key political/academic leaders.</li><li>Led successful planning, negotiation, design and launch of joint clinical trial in Singapore on medical screening device involving 500 patients. Core member of constructing facility for genetic engineering and drug development through strategic partnership between Singapore and Japan; submitted and obtained US\$ 16million grant from Singapore government.</li><li>Directed partnership strategy between US and Japanese company on healthcare data analytics resulting in grant of US\$ 7 million won from AMED (Japanese equivalent of NIH). Designed development strategies of three disruptive imaging technologies and two treatment devices, worked as core project member and ran clinical trials at Massachusetts General Hospital, Stanford Medical Center and Brigham Women's Hospital.</li></ul>	Tokyo, Japan 2013-2016
<b>KANAGAWA PREFECTURE GOVERNMENT— Concurrent seconded position</b> <i>Speechwriter &amp; Healthcare Policy Assistant for the Governor of Kanagawa Prefecture</i> <ul style="list-style-type: none"><li>Kanagawa Prefecture is largest state adjacent to Tokyo, with approximate economic size equal to that of Thailand. Transferred from ministry - by the request of the governor - to assist his healthcare policymaking. Attended key meetings and foreign missions to drive key initiatives of Healthcare Special Zone and disease prevention.</li></ul>	Tokyo, Japan May 2016 - Jul 2016
<b>MINISTRY OF HEALTH, WELFARE AND LABOR</b> <i>Accepted as Ministry Official (First Class) –Immediately seconded to Kanagawa Prefecture</i>	Tokyo, Japan 2013-2016
<b>KITANO HOSPITAL, A TAZUKE RESEARCH INSTITUTE</b> <i>Medical Resident in one of the best training hospitals (Ranked 14<sup>th</sup>/ 906 programs by Ministry of Health WL)</i> <ul style="list-style-type: none"><li>“Distinguished Presentation Award”, 67th General Meeting of the Japanese Society of Gastroenterological Surgery</li><li>“Award of Excellence for the Best Resident of The Year” among 20 resident peers (voted by section chiefs and chief nurses), given scholarship to study at Harvard Medical School</li></ul>	Osaka, Japan 2011-2013

## ADDITIONAL INFORMATION

**Extensive Overseas Work Experience:** Numerous business negotiations and backpacking trips in US, EU, Asia, Egypt  
**Extracurricular Leadership:** Junior captain of Kyoto University Medical Tennis Team, Kamiyama Entrepreneurship Fellow  
**Language:** TOEFL 117/120, Experience as English-Japanese Simultaneous Translator around Kyoto heritage sites

# 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

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## EDUCATION

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

# ANDREI ZHUK

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

- Member of Wharton's Technology Club, FinTech Club, Tennis and Outdoors Club

Philadelphia, PA

2016-2018

### MOSCOW STATE INSTITUTE OF INTERNATIONAL RELATIONS (MGIMO-UNIVERSITY)

*Bachelor of Arts in Commerce, Major in Accounting, Audit and Financial analysis in International trade*

- Co-founder and active speaker in University Case Club and Business Club
- Participated in "Conference on trade problems, 2011" by UNCTAD in Switzerland and "Emerging Europe 2011" in Poland
- Completed additional courses "Practical Mergers and Acquisitions" by PwC and "IFRS and IAS" by Ernst & Young
- Won Belarus President and Minister of Foreign Affairs Scholarship for studying abroad (1 of 5 scholars per year), 2008

Moscow, Russia

2008-2012

## EXPERIENCE

### MCKINSEY & COMPANY

*Senior Business Analyst (acted as Associate for the last year managing 4-person team)*

*Business Analyst*

Moscow, Russia

2013-2016

2012-2013

- **Project Management, Operations:** Developed and implemented G&A optimization initiatives for all Moscow outpatient clinics (savings USD 20-30 mln/year; 1000+ doctor jobs saved); implemented service operations improvements in Moscow clinics that decreased doctor appointment waiting time by more than 30%
- **Strategy:** Updated Gold and Phosphate Business Units' strategies for a major Saudi Arabian mining company for a board review (the board meeting was acknowledged by 2 board members with 30+ years of experience in the field as "the best mining company board meeting in their lives")
- **Strategy:** Devised strategy and detailed market penetration plan (for Russian biggest gas company) for global gas motor fuel market (projected revenue USD 1-2 bln); was invited to join McKinsey Oil&Gas Practice team in Netherlands to help build a framework for Global fuel retailers to address future market disruptions
- **Project Management:** Conducted detailed reassessment of reserves of one of the largest gold deposits in the world; discovered critical issue in all historical reserves estimates, it helped the client to postpone investment decision (saved USD 1 bln) and redesign the project accordingly (results of reserves reassessment were published in the Financial Times)
- **Project Management:** Helped 2 Project Management Offices (100 people overall) to reduce the period of construction of 2 major Russian refinery projects by 3-6 months; designed organizational structure, mobilization plan and a budget for a new Project Office; developed a procurement strategy and contracting model for 3 capital projects (budget USD 5 bln)
- **Strategy, Operations:** Initiated production-debottlenecking program for heavy machinery building plant: average period of production reduced by 20-30%; developed marketing strategy for the all main divisions (projected revenue USD 0.6 bln)
- **Strategy:** Built a design and marketing strategy for a nitrogen fertilizer plant (investments USD 2 bln)
- **Strategy:** developed go-to-market strategy for blood glucose monitors producer (projected revenue USD 60 mln)

### SANOFI AVENTIS

*Business Analyst Intern*

Moscow, Russia

2011-2012

- **Achievements:** devised go-to-market strategy for teeth anesthetic based on own estimation of regional demand dynamics, expected market share and resource needed – strategy was approved by Sanofi Russia CEO (projected revenue USD 20-30 mln); developed high-level layout of social network platform for doctors and patients

## ADDITIONAL INFORMATION

- **Interests:** Mountaineering (climbed Kala-Pattar, Himalayas at altitude 5545 m – 18,192 ft) and trekking (to Czensochova, Poland ~300 km – 186 miles in 9 days); martial arts (Candidate master of sports in Taekwondo); table tennis (university freshman champion, table tennis coach for several McKinsey colleagues);
- **Community service:** Volunteer at YMCA – individually conducted regular workshops on the dangers of alcohol abuse and on HIV/AIDS prevention in the village schools in the Belarus; supported annual summer camps and pilgrimages for kids in Lida, Belarus
- **Languages:** Native speaker of Russian, Belorussian. Fluent in English. Intermediate in Polish