

Resume Packet

NO.	STUDENT	GRAD DATE
1	Adler, Susan	May 2018
2	Berger, Gregory	May 2018
3	Blake, Alastair	May 2018
4	Calderwood, James	May 2018
5	Carlton, Timothy	May 2018
6	Chen, Angelinda	May 2018
7	Delaney, Matthew	May 2018
8	Evans, Lena	May 2018
9	Familoni, Oluwaseun	May 2018
10	Goldrick, Christine	May 2018
11	Haimm, Ethan	May 2018
12	Handley, Nathan	May 2018
13	Horvat, Timothy	May 2018
14	Jayakumar, Kishore	May 2018
15	Jethwani, Pankaj	May 2018
16	Kain, Alexander	May 2018
17	Karyeva, Inna	May 2018
18	Kumar, Vinayak	May 2018
19	Lee, Jung Hoon	May 2018
20	Li, David	May 2018
21	Lipkin, Nathan	May 2018
22	Lu, Eric	May 2018
23	Marks, Clifford	May 2018
24	Miller, Lauren	May 2018
25	Moore, Joshua	May 2018
26	Muller, Brent	May 2018
27	Rashtchi, Roya	May 2018
28	Reddy, Reva	May 2018
29	Talbot, Joshua	May 2018
30	Tashiro, Kengo	May 2018

NO.	STUDENT	GRAD DATE
31	Ting, Michelle	May 2018
32	Toman, Allison	May 2018
33	Valdes, John Xavier	May 2018
34	Yalamanchi, Pratyusha	May 2018
35	Zhou, Quingan	May 2018
36	Zhou, Yan	May 2018

SUSAN M. ADLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management

Philadelphia, PA
2016-2018

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

UNIVERSITY OF ROCHESTER

Bachelor of Arts, Majors in Economics and Philosophy

Rochester, NY
2007-2011

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

EXPERIENCE

THE BOSTON CONSULTING GROUP

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

Boston, MA
2015-2016
2013-2015

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

PUBLIC CONSULTING GROUP

Business Analyst, Healthcare

Boston, MA
2011-2013

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

ADDITIONAL INFORMATION

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

GREGORY E. BERGER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

2016-2018

- LGBT Graduate Student Fellow
- VP Community Engagement of Out4Biz (LGBTQ group); VP Content of Return on Equality (Diversity and Inclusion group)
- Member of Healthcare Club, Digital Health Club, Healthcare Business Conference, Boxing Club; GUIDE mentor
- GMAT: 750 (98th percentile)

DARTMOUTH COLLEGE

Hanover, NH

Bachelor of Arts with a double major in English and psychology

2008-2012

- GPA: 3.83; *Magna cum laude*; James O. Freedman Presidential Scholar
- Managing Editor for daily student newspaper, *The Dartmouth*: Supervised 40+ person news staff on all content production steps, including overseeing story development, research, and reporting for news section
- Additional activities: 3-time Dartmouth Outing Club First Year Trip Leader (2010-2012); Alpha Chi Treasurer (2011-2012)

EXPERIENCE

OLIVER WYMAN

New York, NY

Engagement Manager

2016

Associate

2015

- Developed first-of-its-kind private exchange for health insurance and financial products for national membership association
 - Managed five-person consulting team to define strategy for new private health exchange and begin implementation
- Designed new chronic kidney disease care model for \$14B+ international dialysis provider
 - Directed day-to-day project activities and served as primary client relationship owner for six-person consulting team that launched pilot program to embed a nephrologist in a multispecialty provider practice
 - Identified value-driving opportunities for pilot, quantified financial impact and designed clinical workflow
- Optimized financial and operational performance for two separate \$15B+ regional health plans
 - Led two separate four-person consulting teams as project manager and acted as primary client interface
 - Managed cross-departmental effort to design new physician engagement strategy to increase provider compliance with risk adjustment and Medicare Advantage quality programs
 - Created business plan for new subsidiary to provide administrative services across Medicare Advantage quality, risk adjustment, and care management programs

OLIVER WYMAN

Boston, MA

Senior Consultant

2014

Consultant

2012-2013

- Supported negotiations and design of four low-cost health insurance products to be offered to previously uninsured individuals now seeking insurance pursuant to the Affordable Care Act
 - Analyzed millions of rows of medical claims data in SQL to categorize key populations' medical spend breakdown and forecast revenue/cost implications for both the insurance company and hospital groups
- Developed new strategy for a \$7.0B 100+ facility hospital group entering health insurance market; created forecasting model of revenue and membership uptake for new Medicare Advantage health plan

GLOW – Gay, Lesbian, Bisexual, Transgender, Allies of Oliver Wyman

Boston, MA; New York NY

Global Co-Chair; Tools & Training Team Leader

2012 –2015

- Developed, executed globalization plan for LGBTQ workplace equality across 20+ Oliver Wyman offices
- Oversaw five work streams, organized annual strategic planning offsite, managed \$100,000 annual budget

ADDITIONAL INFORMATION

- **Volunteering:** Crisis Text Line: Volunteer 4 hours per week as a crisis management counselor via anonymous text message across a variety of mental health support topics (e.g., suicide, bullying, LGBTQ, self-harm, eating disorders, abuse)
- **Additional Activities:** Dartmouth Class of 2012 Executive Committee (Present); Harvard Mather House non-resident tutor
- **Technical skills:** SQL; Microsoft Office (Excel, PowerPoint); Adobe InDesign and Photoshop
- **Interests:** Vegetarian cooking, twentieth century historical fiction and non-fiction, long distance running

ALASTAIR BLAKE MD

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA
MBA Candidate Class of 2018; Major in Healthcare Management

Philadelphia, PA
2016-2018

- Thouron Scholarship winner and Kaiser Fellow.

UNIVERSITY OF CAMBRIDGE, Gonville and Caius College
MB/BChir (Doctorate in Medicine – M.D.)

Cambridge, UK
2009- 2012

Academic Awards:

- Dorothy Knott Prize (2012) – Top 5 out of 150 students for coursework.
- William Harvey Studentship (2010) – Top 10 out of 150 students for summer exams.

UNIVERSITY OF CAMBRIDGE, Gonville and Caius College
BA in Physiology, Development and Neuroscience.

Cambridge, UK
2006 -2009

Academic Award:

- College Scholarship (2007) – Awarded for 1st Class grade in exams.

EXPERIENCE

BARTS HEALTH NHS TRUST and NW LONDON HOSPITALS NHS TRUST
Resident Physician of Internal Medicine

London, UK
2015 –2016
and 2012-2014

- Led ward rounds, defined and implemented treatment plans for 15 acute medical inpatients daily. Successfully treated over 1,500 patients in emergency and outpatient settings with a range of medical conditions.
- Led a three-person team on project that reduced waiting times by 45% for patients with Achilles tendon rupture. Won “*Excellence in Leadership Award*” for contribution to local quality improvement work.
- Elected by physician peers as Junior Doctor Representative on Postgraduate Faculty Board. Presented improvements to training and clinical supervision which were successfully implemented by senior faculty.
- Completed British Board certification examinations (Membership of the Royal College of Physicians) one year earlier than expected for my level of training and experience.

CARE QUALITY COMMISSION
National Medical Director’s Clinical Fellow

London, UK
2014-2015

- Nationally competitive fellowship (28 places from over 300 applicants), worked directly for a senior executive in the NHS.
- Led six-person team to design and deliver an innovative best practice website for primary care providers. Site was used over 10,000 in the first two weeks and was shortlisted for Health Service Journal Awards 2016.
- Demonstrated thought-leadership by publishing four peer-reviewed academic papers in high impact journals and a textbook chapter on healthcare quality and regulatory policy.

MCKINSEY & COMPANY
Summer Intern

London, UK
June – Aug 2011

- Undertook two client-facing projects in the Healthcare Payer & Provider practice.
- Generated financial analysis for hospital cost improvement plan with projected 15% annual savings.
- Co-authored business case for two hospital merger (combined revenue £400m). Document approved by executive boards.

ADDITIONAL SKILLS

- **Team working:** Vice President of Conferences for Wharton Digital Health Club (2016/17) | Vice President of College Graduates Committee (2011/12)
- **Leadership:** President of ‘Lead-In’ (2011 – 2015), London-based medical leadership society with 500 members. Personally raised £10k sponsorship and led team of 6 students.
- **Extra-curricular interests:** *Musical:* Cello (Grade 8 Distinction) and jazz guitar. *Sport:* Long-distance runner and skier.

JAMES CALDERWOOD JR, RN

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EDUCATION

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

EXPERIENCE

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

HONORS AND AWARDS

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

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

TIMOTHY CARLON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Administration

2016 – 2018

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

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2013 – 2018

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

DUKE UNIVERSITY

Durham, NC

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

2009 – 2013

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

EXPERIENCE

COMPUTATIONAL BREAST IMAGING GROUP

Philadelphia, PA

Graduate Researcher

2014

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

HEART HEALTH BRIDGE TO CARE (HHBC)

Philadelphia, PA

Treasurer and Medical Student Coordinator

2013 – 2014

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

ADDITIONAL INFORMATION

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

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

OLUWASEUN (SHAY) O. FAMILONI

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EDUCATION

THE WHARTON SCHOOL & UNIVERSITY OF PENNSYLVANIA LAW SCHOOL Philadelphia, PA
Master of Business Administration Candidate; Major in Strategic Management 2016-2018
Juris Doctorate (JD) Candidate 2015-2018

- MBA Honors: Joseph Wharton Fellowship for outstanding academic, personal and professional achievements
- MBA Activities: 2016 Publicity Chair and 2015 Whitney M. Young Conference Marketing Manager, AAMBA
- JD Honors: Institute of Law and Economics Scholar; Associate Editor, *Journal of Business Law*
- JD Activities: Student Advisory Board member and Professionalism Liaison, Center on Professionalism; EAP Advocate and Intake Coordinator, Employment Advocacy Project (EAP); Pan-Africa Chair and Project Peace Mentor, Black Law Students Association (BLSA); JD/MBA Association, Social Committee Member
- 2016 JD/MBA Summer Coursework: Federal Income Tax, Professional Responsibility/Business Ethics, Anti-Trust; Managing the Emerging Enterprise, Responsibility in Global Management

CORNELL UNIVERSITY, SCHOOL OF INDUSTRIAL AND LABOR RELATIONS (ILR) Ithaca, NY
Bachelor of Sciences in Industrial and Labor Relations and Minor in Law & Society 2008-2012

- Honors: Dean's List all academic semesters; National Society of Collegiate Scholars (NSCS), Member; Certificate of Recognition for Academic Achievements and Contributions
- Activities: Vice President, Minority ILR Student's Association (MILRSO); Vice President of Public Relations and Commissioner, CU-Tonight Commission; Transfer Student Advisor, ILR Student Services
- Study Abroad: Completed Strategic Business Management and International Marketing exchange program at Warwick Business School (UK, Fall 2012)

EXPERIENCE

GOOGLE INC. Mountain View, CA
HR Business Associate, Tech HR 2014-2015

- Provided HR support to Google's Ads and Commerce team by problem solving employee and manager inquiries as well as conducting data analysis related to performance management, talent reviews and compensation budgets
- Project managed an 11-person cross functional team responsible for standardizing content development jobs families

AETNA, INC. Hartford, CT
TM Consultant, HR Leadership Development Program 2012-2014

- Selected for 24-month leadership program with rotations in Talent Acquisition, Talent Development, Compensation and Talent Assessment
- Managed the 2014 Talent Review process for 5,000+ employees by planning, coordinating, developing and implementing strategic solutions, and training, while prioritizing resources and time
- Created a training plan for 14,000 acquired employees and facilitated 40+ talent management onboarding sessions
- Served as program manager for Aetna's enterprise mentoring program and project leader for a process improvement initiative, which created efficiencies by increasing matching and reducing waste by ~30%

EQUAL EMPLOYMENT OPPORTUNITY COMMISSION (EEOC) Washington, DC
Investigative Assistant Winter-Spring 2011

- Interviewed and investigated 90+ discrimination complaints; drafted charges of discrimination
- Determined whether cases held merit under employment discrimination laws

ADDITIONAL INFORMATION

- **Organizations:** Management Leadership for Tomorrow, MBA Prep Fellow & Ascend Coach for first year Penn student
- **Activities:** Organized and led a European trip which involved visiting 15 countries in 30 days; Toastmasters International Tall Tales Contest Winner – Aetna Speaks Up Chapter
- **Languages:** Fluent in Yoruba

CHRISTINE GOLDRICK

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA
2015-2018

Master of Business Administration Candidate

- **Honors:** Anne M. Harding Endowed Fellowship for outstanding leadership and service, Wharton Social Impact Initiative Fellowship

HARVARD KENNEDY SCHOOL OF GOVERNMENT

Cambridge, MA
2015-2018

Master of Public Administration Candidate

- **Honors:** Harvard Kennedy School Presidential Scholarship, Alfred K. Priest Scholarship

DARTMOUTH COLLEGE

Hanover, NH
2007-2011

Bachelor of Arts; Major in Government, Minor in French

- **Honors:** GPA 3.7/4.0, *cum laude*, Departmental Honors, Recipient of the President's Milton Sims Kramer Prize for impact on Dartmouth community, Carl F. Schipper Fellowship for achievement in leadership

EXPERIENCE

ANALYSIS GROUP

Boston, MA

Summer Associate

June-August 2016

- Conducted econometric analysis to produce expert reports on regulatory issues for clients in litigation
 - Created statistical analysis plan and executed data analysis using Python, Stata, and Excel on the presence of housing discrimination due to gender identity in Boston
 - Researched university endowments, royalties, and other revenue streams for expert report on the microeconomics of tax exemption for university defendant in litigation
 - Synthesized results of quantitative studies for forthcoming meta-analysis on the effect of direct-to-physician marketing on physician prescribing behavior

CIGNA HEALTHCARE

Philadelphia, PA

Value Based Reimbursement Summer Associate

May-June 2016

- Supported strategic operations team of the health insurance company's fee-for-value business
 - Researched and produced presentation contrasting Medicare and Cigna's bundled payment models for senior executives. Developed recommendations to increase provider ability to bear financial risk
 - Created payment process maps for Cigna's new value-based programs. Identified operational solutions to reduce financial reporting turnaround times by 20 percent

CLINTON HEALTH ACCESS INITIATIVE

Mbabane, Swaziland

New Diagnostic Technologies Associate

2014-2015

- Advised senior officials of the Ministry of Health to improve efficiency of supply chain, financial management, and delivery systems; led in-country workstream to improve laboratory testing services.
 - Developed and costed six implementation plans for national scale-up of new HIV testing technology to inform Ministry selection of a \$6.5MM rollout strategy to reach 145,000 HIV patients by 2016, a 110-fold increase in tests
 - Forecasted annual demand for +800 laboratory reagents and consumables to maintain reliable supply of products for 2.2MM tests and ensure patient access to laboratory testing; built streamlined \$5MM laboratory budget
 - Created strategy to manage backlog of untested patient samples by optimizing laboratory equipment usage and available staff; implemented plan increased laboratory capacity to handle samples by 33%
 - Hired, trained and managed New Diagnostic Technologies Analyst

INNOVATIONS FOR POVERTY ACTION

Kampala, Uganda

Senior Project Associate

2012-2014

- Managed nationwide study evaluating the impact of programs that used SMS technology to report real time public service deficiencies to government officials
 - Led team of over 90 employees to survey 6,000 households and 200 politicians in 9 languages for the largest survey conducted by IPA in Uganda to date
 - Managed relationship with NGO partners, including conducting trainings on research methods and advising on program design; handled \$670,000 study budget and reporting to project's donor organizations
 - Developed and piloted seven quantitative survey instruments; wrote and analyzed data using Stata for three reports on preliminary research findings; conducted 30+ qualitative semi-structured interviews

ADDITIONAL INFORMATION

- **Skills:** Basic proficiency in SAS, Python, R, SQL. Intermediate proficiency in Stata and JMP. Advanced Microsoft Excel.
- **Interests:** Women's crew (Greenwich High School Varsity Rower 2004-2007), Korean cuisine, Hiking

ETHAN HARRISON HAIMM

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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

- Member of Wharton Health Care and Digital Health Clubs

UNIVERSITY OF PENNSYLVANIA

Bachelor of Arts in Biological Basis of Behavior; Minor in Hispanic Studies

Philadelphia, PA
2007-2011

- *Summa cum laude*, Phi Beta Kappa
- Semester abroad in Buenos Aires, Argentina (Fall 2009)
- Undergraduate honors thesis studying mouse model for seizure susceptibility

EXPERIENCE

MANATT HEALTH (*Health Policy & Business Advisory Division of Manatt, Phelps & Phillips, LLP*) Manager (2016); Consultant (2014-2015)

New York, NY

- International Patient Growth Strategy for Leading Children's Hospital
 - Performed data analysis, research and stakeholder interviews to evaluate current state of client's international patient program; findings indicated strong historical performance, but lack of sufficient infrastructure and strategy to sustain future growth
 - Presented set of proposals to address identified challenges and support client in growing program revenue by 50% over five years; recommendations included revising organizational model, entering new target markets and implementing new patient care model to enhance patient experience
- Medicaid Delivery System Reform
 - Performed project management to guide client through competitive application process to receive \$127M from New York State to transform Medicaid care delivery
 - Facilitated multi-stakeholder workgroups charged with developing implementation plans for defined projects, including creating integrated delivery system, integrating primary care and behavioral health and transitioning to value-based payment
- Growth Strategy and Business Plan for Hospice Provider
 - Identified and evaluated three potential growth strategies to help client grow hospice program, ranging from incremental and organic growth to geographic expansion through acquisition
 - Facilitated discussions with leadership to understand implications of each strategy (e.g., growth opportunity, required investment, risks) and developed five-year pro forma and implementation plan for selected strategy

NEXERA (*Health Care Consulting Division of Greater New York Hospital Association*) Consultant (2013-2014); Analyst (2011-2012)

New York, NY

- Hospital Supply Chain Cost Reduction
 - Achieved over \$4M in supply chain savings for hospitals through various cost reduction strategies, including benchmarking, vendor consolidation, capitated pricing and vendor negotiation
 - Collaborated closely with physicians, nurses and hospital leadership to review financial performance data, evaluate cost reduction options and standardize use of high-cost medical devices

ADDITIONAL INFORMATION

- **Volunteering:** Penn Alumni Interview Program and Musicians On Call, an organization that brings the healing power of music to hospital patients
- **Languages:** Proficient in Spanish (reading and speaking)
- **Interests:** Discovering new music through blogs and concerts, learning about meteorology and storm tracking

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

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; 1st among 9500 non-profits)
- **Maid in India:** Pearson Fellow for Social Innovation (\$5,000 grant, 2011); UnLtd India Investee (\$8,000 grant, 2012)
- Select personal and organization grants: Share & Care Foundation (USA), Asha Vijay Foundation (USA), TakingITGlobal (Canada), YMCA (India), and Vitamin Angels (India)

Other Affiliations:

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

ALEX KAIN

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EDUCATION

UNIVERSITY OF PENNSYLVANIA – WHARTON SCHOOL OF BUSINESS **PHILADELPHIA, PA**
Master of Business Administration, major in Healthcare Management **2016 – 2018**

- Clubs: Wildmen Hockey Board (Operations) & Team Captain, Healthcare, Digital Health, Public Speaking, Ski & Snowboard, Tennis, PE/VC, Yoga & Wellness, Storytellers, Dealmakers, MBA Pub, and Adam Smith Society

INDIANA UNIVERSITY – KELLEY SCHOOL OF BUSINESS **BLOOMINGTON, IN**
Bachelor of Science in Business, with honors and distinction, major in Finance **2008 – 2012**

- GPA: 3.7/4.0
- Key Activities: I-Banking Workshop, Business Honors Program, Sigma Alpha Mu Fraternity (2x Rush Chair), Dance Marathon

PROFESSIONAL EXPERIENCE

CRESSEY & COMPANY LP **CHICAGO, IL**
Private Equity Associate **2014 – 2016**

- Member of investment team for healthcare services focused private equity firm with over \$1B under management
- Primary sector coverage: senior care, outpatient physical therapy, dentistry, veterinary drug compounding

Investment Screening

- Conducted macro research on healthcare sector to determine firm-wide focus areas for investment consideration
- Defined key value drivers and characteristics of attractive platform in targeted sectors
- Managed business development efforts by prospecting, targeting, and networking with business operators and owners
- Initiated process to maintain continuous deal flow, which led to largest number of dollars and deals invested in firm's history

Deal Evaluation & Execution

- Crafted investment theses, highlighting merits and risks, and presented recommendations to investment committee
- Met with management teams and observed core operations to determine quality and scalability of key business functions
- Analyzed target's business trends and KPI's to create financial models that illustrated rates of returns for investors
- Coordinated and managed teams of advisors to conduct operational and financial diligence during new deal preparation
- Negotiated key leverage terms with lenders, and legal and diligence items with sellers

Portfolio Management

- Worked with portfolio executives on growth strategies, operational development, capital raising, and budgeting
- Completed sale of two portfolio companies (Encompass Home Health - \$750M / Hospice Compassus - \$315M)

LAZARD **NEW YORK, NY**
Investment Banking Analyst (Telecom, Media, and Technology Group) **2012 – 2014**

- Advised Fortune 500 publicly-traded and privately-owned clients on range of strategic transactions
- Completed four M&A deals in two years, including both buy-side and sell-side engagements
- Performed extensive valuation and financial analysis, and managed deal processes on behalf of clients
- Drafted offering memorandums and management presentations in preparation for sell-side assignments

ADDITIONAL INFORMATION

COMMUNITY ENGAGEMENT

- Indiana University MBA Workshop – Co-Chair **2016 – Present**
- Tennis Opportunity Program (TOP) – Founder & Chair of Fundraising Board **2015 – 2016**
- One Million Degrees – Peer Mentor **2014 – 2015**
- Project HAPPY – Volunteer **2013 – 2014**

INTERESTS

- Health and wellness, personal investing, skiing, golf, global travel, biographies, NY sports teams

INNA KARYEVA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

2016-2018

- Operations Committee Member, Healthcare Conference Club; Member of Healthcare Club; Mentor, GUIDE Program; Board Member, Wildmen Hockey; Russia and FSU Club, Out for Business, Wharton Graduate Association, Ski and Snowboard Club

CARNEGIE MELLON UNIVERSITY

Pittsburgh, PA

Bachelor of Science in Business Administration, Minor in Global Systems and Management

2008-2012

- Member, Conference Committee Leader, Undergraduate Marketing Organization: Organized speaker series of 10 events per year with 50-75 people at each. Co-led a committee of 7 students to host annual conference with 150-200 attendees.
- Planning Committee, 1000+, a campus-based service org: Directed logistics for 2,500 student volunteers.

EXPERIENCE

EVOLENT HEALTH

Arlington, VA

Associate Director, Health Plan Product Development

2015-2016

Engagement Manager, Payer Strategy and Operations

2014-2015

Associate Program Manager, Payer Strategy and Operations

2012-2014

- Led cross-functional team of 12, from Pharmacy, Clinical Operations, Service Operations, Quality, Compliance, and IT departments, to manage financial on ongoing operations for health plan products.
- Designed, developed and maintained organization's first health insurance exchange platform, utilized by over 5,000 users in 2015.
- Analyzed provider and hospital fee schedule pricing across markets and collaborated with provider network team to design new negotiation strategy. This new pricing strategy was the basis for lowering health insurance premium prices for consumers and organization projected membership growth of 120% by Jan 2016.
- Collaborated with corporate development department to develop business case for new growth in Managed Medicaid; evaluated risk and revenue opportunities and prioritized platform development requirements based on potential client needs.
- Developed plan to utilize external health plan administration services including an acquisition, a partnership, or building capabilities internally. Provided recommendation to partner with a Third Party Administrator services company which saved Evolent \$15M over 2 years.
- Implemented a new and innovative broker credentialing process. Credentialed 800+ brokers in 2 months, which was 2x faster than the old system.
- Managed applications for licensure with state governments and Center for Medicare and Medicaid, call center set-up, plan benefit design and build, regulatory submissions and marketing materials for multiple Medicare Advantage product launches.

ADDITIONAL INFORMATION

- **Interests:** Trying new restaurants (24 out of 25 target restaurants in DC), Ran three marathons in four years, art and exploring museums
- **Positions:** Deputy Project Leader, Compass -Led team of 8 individuals, developed strategic marketing plan for local non-profit that increased the organization's volunteer base by 75%; Developed website for Healthy Babies Project, Inc.; Founding Member and Mentor, Women at Evolent
- **Languages:** Native speaker of Russian and Ukrainian. Conversational in French

VINAYAK KUMAR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

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

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Doctor of Medicine Candidate

2013-2018

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

SCHOOL OF ARTS & SCIENCES, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2009-2013

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

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

EXPERIENCE

GLOBAL DEVELOPMENT COLLABORATIVE (GDC)

Philadelphia, PA

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

2009-2016

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

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

CENTER FOR MEDICARE AND MEDICAID INNOVATION

Baltimore, MD

Intern, Researcher

2014-2015

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

ADDITIONAL INFORMATION

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

DAVID JUNGHOOON LEE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in finance

Philadelphia, PA
2016-2018

- Active member of Finance, Veterans, and Korea clubs
- GMAT Score: 750 (98th percentile)

GEORGE FOX UNIVERSITY

Bachelor of Arts in Business Administration; Major in accounting/finance

Newberg, OR
2005-2012

- Graduated *summa cum laude*
- Dean's list (3 semesters); recipient of merit based scholarship
- GPA: 3.92/4.00

EXPERIENCE

WILLIS TOWERS WATSON

Reinsurance Broker

Seoul, Korea
2014-2016

- Moderated between reinsurers and Korea Electric Power Corporation (KEPCO), which generates more than 85% of South Korea's electricity with annual insurance premium volume of \$36million; served as intermediary for overseas reinsurance arrangement
- Oversaw unprecedented revaluation of KEPCO power plants; managed the process performed by in-house engineers and external professionals, resulting in 28% increase in annual fee/premium
- Handled large sized Property & Engineering risk placements to global reinsurance markets, including but not limited to: Kumho Group (as exclusive broker), Samsung Electronics, and LG Chemical
- Provided insurance and risk management consulting for international development projects (with insurance premiums exceeding \$1million) including overseas gas terminal project in Myanmar and Steel Mill project in Indonesia; secured maximum reinsurance capacity in Korean and Singapore markets, and minimized client's collection risk by restructuring contractual context, which resulted in winning \$1million exclusive annual contract
- Won insurance bid for third largest cinema group in Korea against rivals with lower prices; suggested consulting service emphasizing personal liability claims, a frequent risk factor in cinema business

Global Accounts Manager

2012-2014

- Managed 150+ annual insurance policies of 60+ multinational corporation clients operating in Korea, including British American Tobacco, Cigna, Diageo, Gap, Rolex, Marriott Hotels, Porsche, and Phillip Morris
- Oversaw commercial general liability insurance for all five Marriott hotel chains in Korea; provided insurance consulting for Pangyo Marriott from its construction stage to final operation, as well as insurance for its vendors
- Selected to lead expense control task force team; successfully reduced gift, entertainment and hospitality expenses by 20%
- Represented Willis Korea in Willis Asia Task Force team in group's effort to implement new global accounting system (EBIX eGlobal) in Asian offices; minimized error and loss time by initiating implementation of automated client billing system

REPUBLIC OF KOREAN ARMY

Machinery Equipment Supply Sergeant at 39th Infantry Division

Changwon, Korea
2007-2009

- Issued machinery equipment for battalion's machinery inventory
- Represented battalion in 2008 Republic of Korea Armed Forces Day event in Seoul as exemplary soldier

ADDITIONAL INFORMATION

- **Interests:** Travelling to breweries, Racquetball, European Soccer
- **Positions:** Youth leadership member for community outreach at Joyous Church; volunteered for serving local elderly seniors and homeless
- **Languages:** Native speaker of Korean

DAVID J. LI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA

2016-2018

- Affiliations: Wharton Technology Club, Entrepreneurship Club, Digital Health Club

WALTER A. HAAS SCHOOL OF BUSINESS, UNIVERSITY OF CALIFORNIA, BERKELEY

Bachelor of Science in Business Administration

Berkeley, CA

2008-2012

- Affiliations: Undergraduate Finance Association, Haas Business School Association
- Awards: Rothstein Kass Hedge Fund Case Competition Spring 2010 – 1st Place
Merrill Lynch, Pierce, Fenner & Smith Exemplary Performance Award 2009

EXPERIENCE

LONGITUDE CAPITAL

Senior Venture Capital Analyst

Menlo Park, CA

2014-2016

- Evaluated, executed and monitored investments for \$1.2bn venture capital fund focused on the healthcare technology sector
- Prepared and presented in-depth investment proposals, including detailed analysis on product profile, market dynamics, intellectual property and regulatory pathways, for Investment Committee consisting of all 10 investment professionals
- Conducted on-site due diligence alongside company management, Longitude advisors and key opinion leaders to evaluate companies' critical technologies, product development plans and financial profile
- Worked alongside management teams of various portfolio companies to develop and implement key strategic initiatives
- Performed financial analysis on term sheet structures to optimize capitalization structure and inform investment decisions

Selected Investment and Portfolio Experience:

- **BAROnova's \$36.5mm Series D equity financing (completed)**
 - Developed internal financial projections and product development timelines alongside CEO and VP, R&D
 - Actively engaged in quarterly Board of Director discussions regarding corporate and development strategies
- **Oculeve's \$25.0mm Series C equity financing (terminated due to acquisition)**
 - Spearheaded critical diligence efforts to evaluate regulatory and development pathway, engaging with industry leaders, Oculeve management team and Longitude advisors
 - Negotiated term sheet structure alongside Partner prior to deal termination due to \$200mm+ acquisition by Allergan

LAZARD FRERES & CO.

Investment Banking Analyst – Mergers & Acquisitions

San Francisco, CA

2012-2014

- Performed financial and strategic analyses on a wide range of companies from multi-billion-dollar hospital equipment manufacturers to venture-backed startups, utilizing LBO's, accretion/dilution's, DCF's and comparables analyses
- Worked with management teams to conduct detailed diligence in developing dynamic operating models
- Ranked as a top performer of Lazard's 2012 Analyst Class (consisting of over 55 analysts worldwide) for 2 years

OPEN WATER CAPITAL

Search Fund Associate Intern

Menlo Park, CA

2011-2012

- Worked alongside Founding Partners to identify attractive opportunities in various technology-enabled services sectors
- Created dynamic database to identify and evaluate attractive opportunities in the healthcare and education services sectors

ADDITIONAL INFORMATION

- **Interests:** Automobile enthusiast, avid guitar player, aspiring globetrotter, San Diego Chargers fan
- **Languages:** Conversational fluency in Mandarin Chinese and basic proficiency in Spanish
- **Community:** American Cancer Society - San Francisco Volunteer Council Member and Road to Recovery Coordinator
- **Technical:** FactSet, Capital IQ, ThomsonOne, PitchBook and Adobe Photoshop

NATHAN LIPKIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Member of Wharton's Healthcare Club, Digital Health Club, Entrepreneurship Club, Private Equity & Venture Capital Club
- GMAT: 750 (98th Percentile)

NORTHWESTERN UNIVERSITY

Evanston, IL

Bachelor of Science in Journalism, Major in Economics

2008-2012

- Led the sports section for *North by Northwestern*, a national award-winning student publication, and more than doubled the number of writers on staff through promotion of the program and mentoring of existing writers
- Strengthened local businesses through projects with Students Consulting for Non-Profit Organizations, including the creation of a marketing strategy for a computer literacy center and customer segmentation analysis for a mental health center

EXPERIENCE

GI PARTNERS

San Francisco, CA

Private Equity Investment Associate

2014-2016

- Developed investment theses and presented potential transactions to the Investment Committee, leading to four closed deals, and conducted business due diligence by identifying and constructing analyses to prove theses; selected projects include:
- **\$1.25 billion investment in Netsmart Technologies and Allscripts' Home Care segment (2016):**
 - Created detailed analyses to evaluate customer-level pricing and volume trends in conjunction with the home care and behavioral health technology markets to identify white space within the current customer base and industry
 - Managed third parties to support structure of the Transitional Services Agreement for the Allscripts carve-out
- **Cross-border investment in Logibec, a Canadian healthcare software company (2015):**
 - Conducted detailed potential customer and competitive landscape analyses to evaluate client retention trends and the potential to expand the company's presence in other provinces
 - Implemented new M&A strategy with the Chief Strategy Officer by creating a process for evaluating new opportunities, identifying potential targets and creating a management system to track discussions with executives
- **Investment in a manager of Skilled Nursing Facilities (2015):**
 - Compared the returns for acquiring a facility (owned or leased) against constructing a new facility with the CFO, leading to the recommendation to pursue a new build initiative in addition to the existing tuck-in acquisition strategy
 - Managed the transition from the previous CFO to replacement by taking a leadership role within the existing team and ensuring consistency, as well as guiding the new leadership by suggesting new process improvements

JEFFERIES LLC

New York, NY

Investment Banking Analyst, Mergers & Acquisitions Group

2012-2014

- Built financial models to evaluate and support potential transaction structures and frame recommendations, leading to more than ten closed deals on both the buy-side and sell-side; selected projects include:
- **Sale of Athletico Physical Therapy to Harvest Partners (2014):**
 - Created bottoms-up facility-level operating model for more than 75 facilities and conducted new build analysis to identify typical life cycle and returns for a new facility; aided the strategy team in evaluating new market facility builds
- **Public to public acquisition of Met-Pro Corporation by CECO Environmental Corp. for \$210 million (2013):**
 - Evaluated the impact of synergies and transaction structures on shareholder value, pro forma ownership and leverage, supporting the recommendation to shift from a merger of equals approach to a fixed price collar acquisition

ADDITIONAL INFORMATION

- **Interests:** International travel (Asia, South America), new musical instruments (saxophone), Boston athletics, reading historical nonfiction and long-form journalism, wine, wellness
- **Positions:** Member of Finance Committee for Alternative Family Services, a provider of foster care services for youth (2 years); member of Advisory Board for GLOW Foundation, fostering financial literacy for disadvantaged students (1 year)
- **Technical Coding:** Python, SQL
- **Languages:** Conversational in Russian and Spanish

ERIC LU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate

2016 - 2018

- Director of Finance for Wharton Social Impact Club, Project Manager with Wharton Community Consultants
- Member of Health Care, Digital Health, Technology, and Private Equity & Venture Capital Clubs
- GMAT: 770 (99th percentile)

HARVARD UNIVERSITY

Cambridge, MA

Bachelor of Arts in Environmental Science and Public Policy, Secondary in Economics

2008 - 2012

- *Summa cum laude* with Highest Honors in Field, Concentration GPA 3.98, Phi Beta Kappa
- Awarded \$5K Hoopes Prize, Environmental Economics Stone Prize for senior thesis on carbon taxes and inequality in China

EXPERIENCE

OLIVER WYMAN

New York, NY

Engagement Manager, Health & Life Sciences

2016

Associate

2015

Senior Consultant

2014

Consultant

2012 - 2013

- Rated as one of highest-performing consultants in class (top 10%), promoted at every career review cycle
- Select projects include:*
- Health insurer covering 6M lives: Redesigned \$500M+ of physician incentives to promote higher-quality care; achieved executive approval and implementation of eight recommendations; directed overall project execution with team of three
- Electronic health record startup with \$200M in funding: Led an organizational capabilities assessment and redesign to reduce overhead costs by 25%; recommendations were implemented by CEO in following year
- \$70B drug retailer chain: Led complete redesign of promotional planning process; architected an 8-billion row SQL analytical platform and identified \$300M+ of profit opportunity; managed team of three consultants and two clients
- 30M member non-profit: Identified eight new healthcare revenue models that both met client's social impact criteria and delivered \$50M in annual revenue potential
- \$5B clothing company: Guided post-merger integration with finance and facilities executives; analyzed profitability and inventory needs for a newly acquired product division

HARVARD INSTITUTE OF POLITICS

Cambridge, MA

Treasurer, Executive Team of the Student Advisory Committee

2010-2012

Chair, Harvard Public Opinion Project

2009-2010

- Spearheaded strategy and Institute-wide events across 13 programs and 130+ students as part of four-person executive team
- Allocated \$60K to Institute programming and administered \$24K in grants to other students planning public service events
- Led 25 students in design and analysis of the Institute's biannual national millennial survey; served as expert panelist on California NPR program; presented results to Brookings Institute, New York Times, and other national news outlets

N.E.W. CHINA CUSTOMER SERVICE (NOW ASURION)

Shanghai, China

Marketing Intern

2010

- Awarded full funding through Harvard's Weissman Fellowship to develop business and language skills abroad in China
- Conducted weekly, on-site secret shopping assignments in local dialect to evaluate salesman effectiveness; used insights to develop and present marketing proposal to senior management

ADDITIONAL INFORMATION

- **Public / Social Sector Experience:** New York Cares SAT tutor for ten disadvantaged public school students, improved scores by 20% over school year (2014-2016); Policy Matters Ohio economic policy research intern, developed two position papers on Ohio's carbon tax proposals and payday lending practices (2009)
- **Technical Skills:** Data analysis (Excel, SQL, STATA, R); Computer programming (C, Javascript, HTML, PHP)
- **Languages:** Mandarin and Shanghai dialect (conversational); Latin (advanced reading)

CLIFFORD M. MARKS

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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, a partial-tuition scholarship in recognition of professional and academic achievements.
- VP for Community for Wharton Health Care Club, Secretary of Events for Wharton Politics & Public Policy Club, member of publications committee for 2017 Wharton Health Care Business Conference.

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Medical Doctor Candidate 2013-2018

- Received Twenty-First Century Scholarship, a full-tuition merit award for academic achievement and leadership.
- Served as quality improvement coordinator at United Community Clinic, a student-run clinic in West Philadelphia that provides primary care and helps patients sign up for insurance through the Affordable Care Act.
- Coordinated pilot and evaluation of a new electronic medical record optimized for mobile devices across multiple medical and surgical floors at the Hospital of the University of Pennsylvania.

HARVARD UNIVERSITY Cambridge, MA
A.B. in Economics 2006-2010

- Graduated *cum laude*, GPA: 3.75 / 4.00.

EXPERIENCE

HARVARD BUSINESS SCHOOL Boston, MA
Health Care Research Associate for Michael Porter 2012-2013

- Co-authored two business school cases with Michael Porter – the first on outcomes measurement at a German prostate cancer clinic, and the second about a bundled payment system in Stockholm County, Sweden.
- Aided in strategic planning and launch of the International Consortium for Health Outcomes Measurement, a non-profit devoted to fostering greater use of outcome measurement in health care by collaborating with physicians and patient advocates to create standardized sets of outcome measures for cross-clinic, national, and international comparison.

INSTITUTE FOR HEALTHCARE IMPROVEMENT (IHI) Cambridge, MA
Writer/Editor 2012-2013

- Wrote and edited posts for IHI's improvement blogs on topics ranging from medication adherence to home health care.
- Authored two IHI-published reports – the first on the health care policy landscape in the aftermath of the 2012 election, and the second, co-published by the Commonwealth Fund, on system-wide strategies to lower hospital readmissions.

NATIONAL JOURNAL Washington, DC
Economics Reporter 2010-2011

- Covered economic policy, including the federal budget, housing, the Federal Reserve, and U.S. job training programs.
- Assisted in organizing, writing for, and editing an economic policy newsletter sent each morning to thousands of subscribers.
- Researched policy topics, such as the root causes of persistently high unemployment, for events and magazine features.

THE HARVARD CRIMSON Cambridge, MA
Managing Editor 2009

- Led over 200 reporters and editors at Harvard's daily newspaper; oversaw daily management and long-term planning.
- Managed daily news section and weekly sports, arts, and magazine sections.
- Coordinated coverage of major news resulting in stories that gained national attention, including large-scale budget cuts in response to the financial crisis and a drug-related homicide on campus.

ADDITIONAL INFORMATION

- **Community Activities:** Volunteer Team Leader at Hillary for America; member of Penn interdisciplinary team partnering with the Camden Coalition to address the health and social needs of patients with frequent hospitalizations.
- **Interests:** Devouring political news/biographies, dive bars, playing guitar, running on Philadelphia's Schuylkill River Trail.

LAUREN MILLER

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EDUCATION

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

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

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

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

UNIVERSITY OF PITTSBURGH **Pittsburgh, PA**
Bachelor of Science in Neuroscience; Minors in Chemistry, Spanish; Certificate in Bioethics **2009-2013**

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

EXPERIENCE

INTERSECT ENT **Menlo Park, CA**
Clinical Affairs Intern **Summer 2016**

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

PENN CENTER FOR INNOVATION (PCI) **Philadelphia, PA**
PCI Technology Transfer Fellow **2014-2016**

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

EARLY STAGE MEDICAL DIAGNOSTICS COMPANY **Philadelphia, PA**
PBG Healthcare Consultant **Fall 2015**

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

ADDITIONAL INFORMATION

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

JOSHUA E. MOORE

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joshmo@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Healthcare and Finance

2016-2018

- Recipient of Wharton Healthcare Management program's Kaiser Fellowship
- VP of Administration for Wharton's Finance Club; Member of Wharton's Healthcare Club
- GMAT: 740

WASHINGTON UNIVERSITY IN ST. LOUIS

St. Louis, MO

Bachelor of Arts; Majors in Economics and Finance

2007-2011

- GPA: 3.62/4.0; Graduated with Honors; Olin Business School Dean's List

EXPERIENCE

INTERNATIONAL BUSINESS MACHINES, GLOBAL BUSINESS SERVICES

New York, NY

Managing Consultant

2015-2016

Senior Consultant

2013-2015

Consultant

2011-2013

- Recognized on five occasions by IBM GBS leadership for project contributions and thought leadership
- Managed and trained four business analysts in software development lifecycle methods, delegated projects, generated an integrated project schedule, and collaborated with project management and other team leads to generate work breakdown structure
- Led a schedule work group to develop the project work breakdown structure and schedule, tracked progress and budget, and strategically adjusted task timing and scope to continually address critical success factors
- Created a Monthly Status Report to the Center for Medicare and Medicaid Services (CMS) that detailed progress against the project schedule and proposed strategies for addressing observed schedule variances. CMS provided \$163 million to fund the project
- Analyzed portfolio of business intelligence solutions and made a recommendation for integrating onto a single platform; leadership adopted the recommendation and supported its implementation
- Improved project team efficiency by enhancing reporting capabilities through automating and standardizing multiple reporting functions using Excel and Visual Basic for Applications

Selected Project Experience

- Implemented healthcare informatics services to modernize one of the nation's largest healthcare delivery systems, serves millions of patients annually. Drafted white paper that provided the high-level design for Team IBM's solution. Delivered under budget and secured follow-on opportunity worth \$10M+
- Performed Risk Management for multi-vendor, 200+ FTE healthcare payer implementation, specialized in conflict resolution and negotiations. Identified contractual, operational, and regulatory risks. Proposed and executed mitigation and recovery plans resulting in cost avoidance of over \$2.3 million

WESTERN ASSET MANAGEMENT

Los Angeles, CA

Investment Management and Marketing Intern

Summers 2010 & 2008

- Presented investment recommendations based on market research, individual credit, and relative value analyses to high yield portfolio manager
- Developed credit research and aggregated market data

RENAISSANCE FINANCIAL

St. Louis, MO

Financial Advisor Intern

Summer 2009

- Researched and presented investment candidates within the large cap U.S. equity market

ADDITIONAL INFORMATION

- **Interests:** Stand-up paddle boarding, body surfing, free diving, Hawaiian-style spear fishing, and sashimi
- **Volunteering:** Alumni advisor for Books and Basketball, a non-profit student run organization at Washington University in St. Louis
- **Skills:** Microsoft Visual Basic for Applications and SQL

BRENT MULLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

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

YALE UNIVERSITY

New Haven, CT

Bachelor of Science in Chemistry with honors | GPA: 3.77

2007-2011

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

EXPERIENCE

OLIVER WYMAN

Boston, MA

Associate

2015-2016

Senior Consultant

2014

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

Selected project experience:

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

OC&C STRATEGY CONSULTANTS (now Oliver Wyman)

Boston, MA

Consultant

2014

Associate Consultant

2012-2013

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

Selected project experience:

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

THE LUCAS GROUP

Boston, MA

Associate Consultant

2011-2012

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

ADDITIONAL INFORMATION

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

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

REV REDDY

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA
2016-2018

- GMAT: 760; Recipient of \$6,000 Kaiser Fellowship
- Director of Conference for Media & Entertainment Club; Drummer in Follies Band; Member of Fintech, Family Business and Entrepreneurship Clubs; actively engaged in live music performance (vocals, keyboard, guitar and drums) at open mic nights
- Concurrently work part-time for most recent employer and continue to run start-up

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Bachelor of Science in Economics; Majors in Finance and Health Care Management

Philadelphia, PA
2008-2012

- Active in music performance having co-founded rock band; led student-founded online grocery delivery start-up
- Graduated *magna cum laude*; GPA: 3.62 (Wharton GPA: 3.72)

EXPERIENCE

APPRIZA PAY

Co-Founder and Controller

Houston, TX
2015-Present

- Co-founded/invested (20%+ stake) in cross-border remittances financial technology startup (\$3.5M funding to date)
- Built/maintain company's financial model & books of accounts including consolidation of subsidiaries'
- Developed/implemented policies/procedures for internal controls, accounting standards, and expense reimbursement
- Worked with CFO to establish administrative/operational bank accounts for company

NAVIGATION HEALTH

Co-Founder and Chief Executive Officer

New York, NY
2014-Present

- Co-founded/lead venture focused on providing technology solutions for hospitals' international patients departments
- Oversaw development of robust cloud-based platform for providers to streamline international patient flow/communication, managing development team in Canada & India
- Piloting product in 700+ bed hospital in India and in early stage sales cycle with a top 20 U.S. health system

CONTINENTAL HOSPITALS

Vice President of International Business

Hyderabad, India
2013-2014

- Led/managed team of five focused on growing new international patient program at internationally accredited hospital/member of Parkway Pantai, largest private hospital group in Southeast Asia
- Worked with 10+ referring providers to market services to patients primarily from Nigeria, Oman, Uzbekistan
- Provided services to 15+ international patients/month translating to run-rate revenue impact of \$1M+
- Spearheaded recruitment of hospital COO & VP of Finance having interviewed 50+ candidates

MCKINSEY & COMPANY

Healthcare Analyst

San Francisco, CA
2012-2013

- Business Analyst on four healthcare practice engagements for three different clients
- Identified target savings of up to \$500K for hospital based on optimizing surgeon supply choice
- Helped develop \$30M+ market opportunity for academic medical center based on geographic patient marketing
- Assisted on two \$10M+ turnaround efforts primarily by outlining labor redesign opportunities
- Co-published practice document detailing how providers can build appropriately-sized physician networks

ADDITIONAL INFORMATION

- **Interests:** Play drums, guitar, keyboard and sing pop/rock covers; produce/mix in Pro Tools; recent collector of rock vinyl records; watch the NFL, avid fan of the Houston Texans; play tennis/golf socially with friends and family
- **Positions:** Board Member of Appriza Pay, Member of Mensa Society, Avid Pro Tools Certified Operator

JOSHUA TALBOT

2023 Rittenhouse Square #202, Philadelphia, PA 19103

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Joshua.Talbot.WG18@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Healthcare Management, Finance; GMAT: 740

2016-2018

- Board for Digital Health, Global Health Volunteers; Member Wharton Venture Partners Healthcare Track, Tennis, Golf

UNIVERSITY OF VIRGINIA

Charlottesville, VA

BS in Systems Engineering, BA in International Economics, Minor: Engineering Business

2009-2013

- Summa Cum Laude, Louis T. Rader Outstanding Student Award (one student each graduating class), Varsity Cheerleading
- Modeled algorithmic risk frameworks for Cloud-Computing Architecture and Cyber-Security Systems, led to \$100k in grants

EXPERIENCE

DELOITTE CONSULTING LLP

Arlington, VA

Technology Consultant, Business Technology Analyst, Summer Scholar

2012-2016

Healthcare Business Analytics and Modeling

- Daily managed 7 technical team members in implementing a multi-year modernization for big data drug analytics platform for Office of Business Informatics (OBI), supporting regulation for the \$400B Pharma industry
- Interacted directly with Food & Drug Administration (FDA) clients across 5 domains to understand business challenges and present data analytics visualization solutions that consolidate major data for enhanced analysis
- Co-led OBI drug supply chain data analytics and financial modeling enhancement allowing inspectors and regulators to identify trends and spot anomalies. Reduced review period for pre-market drugs from 18 to 12 months

Intrapreneurship and Business Development

- Spearheaded internal startup with five team members that used health data from wearables, blockchain technology, and predictive analytics to create a smart patient intelligence platform. Received investment from the office of the CTO
- Founded the FDA Nerve Center, a business development group with Deloitte executive backing and financial sponsorship, across 270 practitioners at FDA. Resulted in new business opportunities for Deloitte at FDA, dozens of mentorship relationships, and helped beat FY15 targets by \$14M and grow revenue 25% to \$60M per annum
- Created and led innovation group to help foster a culture of innovation across the 500 Business Technology Analysts (BTAs), exposing BTAs to thought leadership, agile practices, and Design Thinking

Social Impact

- Selected from hundreds of practitioners to represent Deloitte in moderating project development workshops and panels for the IMF and World Bank's African Youth Forum (AYF) held in Abidjan, Cote d'Ivoire
- Led 2-3 delegates from each African country through targeted workshops to address challenges in health, entrepreneurship, and education. Resulted in 100% funded 2017 AYF strategy project, and new relationships with African Development Bank
- Brainstormed, created, and advised annual STEM workshops with 200 Deloitte practitioners and 475 DC Preschool-6th grade low-income students for Aiton Elementary School Impact Day. Event now continuing in its fourth year

HEWLETT PACKARD/CONDE NAST

Cupertino, CA

Innovation Intern

Summer 2011

- Defined and designed a prototype for next generation media consumption as creative lead of an interdisciplinary media project. Presented final project to HP and Conde Nast CTOs introducing patentable concepts like "geo-fencing"

ADDITIONAL INFORMATION

Interests: Korean/Hangul (proficiency); Endurance exercise (Marathons, Spartan Races, Olympic Triathlon); guitar/songwriting; Danish pastry making; keychain collecting; mechanics (restored '85 Porsche named "Mr. Jefferson" and KLR-650)

Notable Awards: Eagle Scout; World Bank and Wharton Ideas for Action Finalist and Honorable Mention (1/320); MVP for Global Entrepreneur Business Competition Sponsored by the United Nations Development Program (UNDP)

Halcyon Incubator – Student Language Exchange (SLE): Developed Market Strategy and Sustainable Enterprise Roadmap as a consultant for SLE, a non-profit venture building a generation of leaders who are culturally competent and globally engaged

International Volunteer Experience: Advisor for UNDP sponsored entrepreneurship training in Cambodia, led 10 Cambodian students through business plan optimizing rice-packaging in Phnom Penh; team member for year-long health and youth empowerment project across Africa (South Africa, Kenya, Uganda, Morocco, and Egypt), speaking with nearly 1000 students

KENGO TASHIRO, M.D.

#402 135 S 17th St. Philadelphia, PA 19103 | +1-215-439-8650 | tashikengo@gmail.com

EDUCATION

FULBRIGHT PROGRAM SCHOLAR	2016 – May 2018
THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA <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
HARVARD MEDICAL SCHOOL <i>Primary Care, Internal Medicine Training Program</i>	Boston, MA Oct.-Nov. 2012
UNIVERSITY OF KYOTO <i>Medical Doctorate, Faculty of Medicine</i>	Kyoto, Japan 2005-Apr. 2011

EXPERIENCE

REMIGES VENTURES <i>Part Time Internship at a venture capital focusing on pharma & life sciences</i>	Tokyo, Japan May 2016 - Jul 2016
CENTRAL INSTITUTE FOR EXPERIMENTAL ANIMALS <i>Part Time Intern Researcher in Genetic Engineering, Humanized Mice & Immunology Department</i>	Tokyo, Japan May 2016 - Jul 2016
GLOBAL COLLABORATION CENTER - Seconded from Ministry of Health, Welfare & Labor <i>Founding Member & Chief Medical Officer</i> <ul style="list-style-type: none">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.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.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&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.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.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.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.	Tokyo, Japan 2013-2016
KANAGAWA PREFECTURE GOVERNMENT— Concurrent seconded position <i>Speechwriter & Healthcare Policy Assistant for the Governor of Kanagawa Prefecture</i> <ul style="list-style-type: none">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.	Tokyo, Japan May 2016 - Jul 2016
MINISTRY OF HEALTH, WELFARE AND LABOR <i>Accepted as Ministry Official (First Class) –Immediately seconded to Kanagawa Prefecture</i>	Tokyo, Japan 2013-2016
KITANO HOSPITAL, A TAZUKE RESEARCH INSTITUTE <i>Medical Resident in one of the best training hospitals (Ranked 14th/ 906 programs by Ministry of Health WL)</i> <ul style="list-style-type: none">“Distinguished Presentation Award”, 67th General Meeting of the Japanese Society of Gastroenterological Surgery“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	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

MICHELLE TING

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Strategic Management

2016-2018

- Director, Employer Relations of Wharton Consulting Club; Vice President, Social of Digital Health Club
- Member of Health Care Conference Committee, Health Care Club, Global Health Volunteers, and Human Capital Club

DARTMOUTH COLLEGE

Hanover, NH

Bachelor of Arts in Government and Asian and Middle Eastern Studies

2006-2010

- President of Dartmouth Chinese Dance Troupe; Social Events Manager of Greek Leadership Council; Member of Special Programs and Events Committee
- Intern, Energy and Retail Divisions, U.S. Commercial Service at U.S. Consulate in Shanghai, P.R.C.
- Intern, Office of the Secretary, U.S. Department of Labor
- Alumni Interviewer, Undergraduate Admissions; Volunteer, Dartmouth College Fund; Regional Chair (Philadelphia), Dartmouth Asian Pacific American Alumni Association

EXPERIENCE

KORN/FERRY INTERNATIONAL – *global people and organizational advisory firm; largest provider of executive search in the world*

Philadelphia, PA

Senior Associate, Healthcare Services/Life Sciences and Higher Education

2014-2016

Associate, Healthcare Services/Life Sciences and Higher Education

2013-2014

- Youngest Senior Associate in firm nationwide; assumed responsibilities of both Research Associate and Senior Associate that led to accelerated promotion process. Throughout career, accountable for 60+ engagements totaling \$10M+ in revenue
- Managed clients throughout search life-cycle, including due diligence, candidate presentations, referencing, and offer negotiation – team's average client satisfaction rating was 95%
- Executed simultaneous assignments – prioritized strategic mandates and developed corresponding critical competencies, assessed candidate pools, presented opportunities to marketplace, conducted interviews, and provided feedback to candidates. Key engagements include: search for CEO of academic-commercial joint venture generating \$185K in revenue; recruitment of a Chief Medical Officer to Ameritox that produced \$225K in revenue
- Led teams on leadership searches for 10% of ranked U.S. business schools and public universities, with repeat business success rate of 77%
- Developed first mentorship program across all levels (Partners, Associates and Administrative Staff) of firm's three business units to support new corporate mission of cross-collaboration – piloted in Philadelphia office with 46 participants in 2015

Research Associate, Healthcare Services

2012-2013

- Managed research activities for 12 partners nationwide: executive search strategy development, candidate identification, market research and business development research
- Conducted research consulting projects for clients, including mapping organizational structures of target companies and compensation studies of relevant executive groups; Projects resulted in 90% conversion rate

J. ROBERT SCOTT – *a Fidelity Investments company*

Boston, MA

Researcher, Higher Education/Not-for-Profit and Life Sciences

2010-2012

- Conducted market research across target industries for two U.S. offices and four international offices; performed due-diligence of potential client and target organizations to help firm determine viability of searches
- Researched, synthesized and presented findings on industry/candidate pool trends; authored pitch books, position specifications and candidate appraisals

THE BRONZED BEE, LLC – *a custom airbrush tanning and waxing boutique*

Philadelphia, PA

Co-Founder/Chief Operating and Business Officer

2013-2016

- Managed operational finances, marketing, construction, and hiring; currently employ three estheticians and one manager
- Developed and presented business plan to investors and secured \$20K in seed funding – first year revenue exceeded \$100K
- Earned \$12K in monthly revenue year to date, with net profit margins of 18% from product sales and services
- Secured additional space to support expansion and extend additional service offerings due to client interest

ADDITIONAL INFORMATION

Volunteer: Philadelphia Futures, Cooper University Hospital Trauma Center

Interests: Squash, Running, Kayaking, Hiking, Travel planning, Leading an unofficial food club for Wharton MBAs

Languages: Mandarin and Shanghainese (fluent), Cantonese and Spanish (conversational)

ALLISON E. TOMAN

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Philadelphia, PA 19103
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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

JOHN XAVIER R. VALDES

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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 the Kaiser Fellowship (partial scholarship) upon admission
- GRE – 168 Quantitative (95th percentile), 165 Verbal (95th percentile); TOEFL – 117/120
- Wharton Community Consultants: current engagement explores profit-boosting strategies for local non-profit therapy center
- Consulting Club, Health Care Club

ATENEO DE MANILA UNIVERSITY

Quezon City, Philippines

Bachelor of Sciences in Health Sciences, Minor in Economics

2009-2013

- Graduated magna cum laude with GPA of 3.82/4, Ranked #8 in graduating class of over 2,000
- Freshman Merit Scholar (full scholarship for top 30 accepted applicants)

EXPERIENCE

EPIMETRICS, INC. | *EpiMetrics is a for-profit public health research institution*

Paranaque City, Philippines

Co-Founder, Chief Financial Officer, and Researcher

2015-2016

- Won \$500k in project contracts in EpiMetrics' first year; wrote project proposals and technical reports, and executed studies as consultant for local and multilateral funders and clients
- Created first list of priority diseases for guaranteed coverage by the Philippine Health Insurance Corporation (PhilHealth); presented findings approved by PhilHealth Board of Directors; Project Lead was awarded the 2016 Roux Prize and \$100k
- Led three-person team to create budget impact assessment models for PhilHealth, covering 31 candidate treatment packages
- Evaluated a \$1.5M Department of Health-funded nationwide health leadership training program for public officials. Recommended process improvements based on primary research showing no significant effect on health outcomes
- Uncovered large-scale negligence in nationwide health data, as manager of primary data collection for 196 municipalities; Synthesized reasons for missing data, and presented recommendations to lift 70% missing data rate
- Managed eight-person team and 14 lecturers to execute training modules for 37 Department of Health researchers; program achieved 92% overall rating and is being replicated for the Food and Drug Administration
- Mentored and supervised summer interns to write and submit an unsolicited research proposal which won ~\$42k in funding

ENERGY DEVELOPMENT CORPORATION

Pasig City, Philippines

EDC is the world's largest vertically integrated geothermal energy company, with 1,458MW of installed capacity, \$2.3B in market capitalization and \$712M in revenues in 2015

2013-2015

International Business Development Analyst

- Won \$18M in project funding from a multilateral lender by modeling returns of EDC's first international geothermal project in Latin America; financial model was presented to senior leadership resulting in approval for \$30M drilling phase
- Led international cross-functional team composed of members from EDC Chile, EDC Philippines, and Alterra Power Corp. for the first conversion of an EDC site in Chile from exploration to exploitation status
- Conducted financial analysis and historical transaction benchmarking during due diligence for \$3M acquisition of Hot Rock Limited's geothermal sites in Chile and Peru
- Managed annual budgets and cash flows to EDC Chile for operational and capital expenses; worked with treasury department to minimize negative carry from over \$5M in yearly transfers
- Optimized internal approval limits for Chilean and Peruvian subsidiaries; collaborated with local counsel for documentation

HEALTH SCIENCES SOCIETY

Quezon City, Philippines

Vice President for Community Formation

2012-2013

- Oversaw execution of 12 community-building events for Health Sciences majors throughout the school year
- Developed and implemented first freshman orientation and mentoring program exclusively for Health Sciences majors

ADDITIONAL INFORMATION

- **Community:** Volunteer – New Faith Family Children's Home, Weekly Hospital Visit Leader – Kythe Ateneo (2009-2011)
- **Languages:** Native speaker of Filipino
- **Technical Skills:** Bloomberg, JMP
- **Interests:** basketball, cooking, mixed martial arts, podcasts (Radiolab, Planet Money, On Being, etc.)

PRATYUSHA YALAMANCHI

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

EDUCATION

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

Philadelphia, PA

Doctor of Medicine/Master of Business Administration Candidate

2018

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

HARVARD UNIVERSITY

Cambridge, MA

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

2013

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

EXPERIENCE

PERELMAN SCHOOL OF MEDICINE, Department of Oncology

Philadelphia, PA

Student Researcher

June 2014 - Present

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

PENN CENTER FOR COMMUNITY HEALTH WORKERS

Philadelphia, PA

Student Researcher and Volunteer

May 2014 – Present

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

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

Cambridge, MA

Student Researcher, American Heart Association Student Fellowship, HCRP Fellowship

January 2010-May 2013

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

ADDITIONAL INFORMATION

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

QUINGAN ZHOU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

May 2018

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

YALE UNIVERSITY

New Haven, CT

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

May 2011

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

EXPERIENCE

REGAL MEDICAL GROUP

Northridge, CA

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

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

December 2014 – July 2016

Senior Project Manager, Office of the COO

January – November 2014

Project Specialist, Office of the COO

September – December 2013

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

PROSTATE CANCER FOUNDATION (PCF)

Santa Monica, CA

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

PCF China Initiative Leader/Consultant

January 2012 – August 2013/January - October 2014

Fellow in Social Entrepreneurship

August - December 2011

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

ADDITIONAL INFORMATION

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

YAN ZHOU

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yanzhou@wharton.upenn.edu | 646-546-6833

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2016-2018

- Kaiser Family Foundation Fellowship recipient
- Wharton Health Care Club – VP of Finance, Health Care Business Conference – Content team, Global Health Volunteers
- Wharton Consulting Club, Penn Biotech Group – consulting project with a team of six students across Penn schools

RICE UNIVERSITY

Houston, TX

Bachelor of Arts in Computational and Applied Mathematics and Bachelor of Arts in Economics

2007-2011

- President's Honor Roll – Fall 2008, Fall 2009, GPA: 3.85/4.00, *cum laude*
- Selected as the Academic Fellow for 1st and 2nd year students and student career advisor for the Career Office
- Treasurer for the Business Club and Editor-in-Chief for the Investment Club journal

EXPERIENCE

GE CAPITAL

Norwalk, CT

Risk Analyst – Economic Capital Analysis and Adequacy

2014-2016

- Led and simplified the quarterly capital adequacy assessment process across all businesses to reduce time spent from 1.5 months to 3 weeks, saving ~100 hours across 8 teams
- Developed comprehensive management risk report for the establishing of risk reporting framework by prospecting data dimensions and automating data feed to risk report with SAS for ~\$480B GE Capital portfolio
- Performed outcome analysis on 1.8M transactions to identify key drivers of capital changes as part of Economic Capital simulation model transition
- Created multi-year capital forecast as company shrunk and identified areas of opportunity to ensure positive capital surplus
- Proposed and communicated audit findings and adjustment of \$2M in revenue to senior management on the equity revenue recognition process in the real estate financing business
- Delivered quality and timely results with expanded responsibilities amidst staff shortage and received GE Above & Beyond award for expertise and inclusiveness

GE HEALTHCARE

WI/ UT/ IL

Financial Management Leadership Program

2012-2014

Financial Management Program Intern

2010

- Selected as top 10% of applicants for the two-year rotational leadership program with focus on FP&A, Corporate Strategy, Operational Efficiency, and Controllershship combined with demanding coursework taught by senior professionals
- Top 5% of class in terms of performance rating and classes and recipient of “Outstanding FMP” Award at graduation selected by the program executive committee
- Managed sales to margin financials for 3 Healthcare IT products with \$40M quarterly revenue, including short- and long-term forecasts, risk and opportunity tracking, deal pricing support, and quarter close CFO reviews
- Simplified key HQ qtr close process by 2 hrs daily with revamped templates and improved data visibility for CFO decisions
- Identified and corrected \$1.5M of part costing issues for 2 cardiology products and resulted in margin increase of ~80bps
- Initiated and implemented the global demo inventory obsolescence tracker for Surgery products by working with 6 different regional finance and operation managers and resulted in 30bps of margin improvement through cost savings

PRUDENTIAL FINANCIAL

Newark, NJ

Fixed Income Management Intern

2009

- Performed transaction reconciliation and failed transaction settlement to the custodial banks for 30 client accounts daily

ADDITIONAL INFORMATION

- **GE Healthcare United Way campaign auction night organizer** – planned and executed an Auction Night event with silent and live auctions to raise ~10k of funds
- **Junior Achievement volunteer day organizer** – organized and led 30 volunteers to teach elementary school students
- **Alternative Spring Break** - Fundraised travel and living expenses in college to volunteer in an underperforming Charlotte NC middle school as a teacher
- **Languages:** Native speaker of Mandarin Chinese