



The Wharton School Class of 2018 2nd Year Resume Book

Resume Book Details

Academic Year: 2018

Who Can Apply

Student Group(s): 2nd Year MBAs

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SUSAN M. ADLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA
2016-2018

- Member of Wharton's Healthcare and Marketing clubs; Penn Biotech Group (PBG) Healthcare Consulting Club
- Leadership: Co-President of PBG Consulting, Venture Fellow for Wharton's Leadership Ventures, Healthcare Club VP of Communications and Social Media; 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

SANOFI GENZYME

MBA Summer Associate, US Marketing

Cambridge, MA
Summer 2017

- Prepared for the pediatric launch of a first in class biologic to treat a common dermatological disease.
- Conducted expert interviews with HCPs, implemented Pediatrician survey that resulted in novel findings.
- Identified key HCP segments to target and provided deep dive on role of Pediatrician. Developed recommendations for Pediatrician engagement, presented final recommendations to senior management. Findings and recommendations were adopted into brand plan.

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 audiences.
- 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.
- 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 the 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 Delaware Health Exchange Consumer Assistance Function. Developed Delaware State Plan Management Business Operations and Process Manual that outlines policies and procedures for state health insurance plans. Facilitated focus groups, 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 state 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.

TATEV AMIRYAN

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EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate, Finance/Business Analytics 2016-2018

Master of International Studies Candidate, Europe Program

- Member of Tech Club, Data Analytics Club
- GMAT 740 (97th Percentile)

YEREVAN STATE UNIVERSITY Yerevan, Armenia
Bachelor of Economics, Diploma with Honors 2005-2009

- GPA 5.0/5.0. Ranked top 2% in class of 250 students.
- Organized scientific, educational and cultural events as a class representative for the Student Council.
- Led team of four students at university-wide debate competition to win grand prize and "Best Debater" award.

EXPERIENCE

ASTRAZENECA Gaithersburg, MD
MBA Intern, Diagnostics Strategy Summer 2017

- Initiated and led payer policy research and identified major payer segments based on biomarker testing reimbursement requirements.
- Developed a strategy with the tactical toolkit to address potential reimbursement issues and to ensure patients' easy access to genetic counseling and testing.

ADVANCED DENTAL SERVICES, PC Philadelphia, PA
Practice Manager 2013-2016

- Increased annual revenue from \$650k to \$1.3M by implementing a comprehensive marketing and services plan and shifting the focus of the practice to high-margin services.
- Applied financial modeling to assess the investment opportunities in new service areas, leading to diversification of revenue streams by introducing new procedures – accounting for 15% of gross revenues.
- Led the transition to a paperless practice by implementing eServices, an electronic records system and a faster, safer and more accurate business system. Reduced costs of labor by 25% and office overhead by 7%.
- Organized an efficient collection system by making changes to the financial policy and co-pay collection, and implementing a follow-up system for overdue accounts, resulting in near perfect collection lists comprised mostly of pending insurance claims.
- Contracted with healthcare financing companies, to provide special financing options for clients, thus ensuring payment, and brought the treatment plan acceptance rate from 65% to 80%.
- Doubled new patient acquisition from 15-20 patients to 30-35 through the implementation of new marketing strategies focused on online advertising and improving the company's web presence, social media, and search engine optimization.

Practice Coordinator 2012-2013

- Analyzed patient no-show and retention rates and implemented an automated appointment reminder service and new patient recall system, decreasing no-show rate from 25% to 5% and increasing productivity by 20%.
- Implemented ZocDoc, an online healthcare scheduling service, to attract new patients, making the appointment scheduling process easy and resulting in a new patient referral source and improved online presence.

ADDITIONAL INFORMATION

- **Community:** Volunteered thirty-five hours a month at Fidelity Home Health, a homecare agency. Initiated free blood pressure checks program in community centers and patients' follow-up program. (February 2014-March 2016)
- **Interests:** Reading, swimming, racket ball, piano and choir at Sarajyan Music School with Honors Diploma
- **Languages:** Russian, Armenian (native)
- **Technical Skills:** MS Office, JMP, R
- **Other:** Certified 1st class chess player, member of Chess Federation of Armenia, achieved top 10 rank in national championships

AYA BENDAVID

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EDUCATION

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

- Recipient of the Darivoff and the Kaiser Families MBA Fellowships for academic and professional excellence
- Teaching Assistant, Life Sciences & Management, Capstone entrepreneurship and leadership program
- Board Member of Wharton's European and Global Health Volunteers clubs

RADZINER SCHOOL OF LAW, THE INTERDISCIPLINARY CENTER (IDC) **Herzliya, Israel**
LL.B in Law major in International Law, Bachelor of Arts in Business Administration **2007-2011**

EXPERIENCE

NOVARTIS ONCOLOGY (multinational leading pharmaceutical company) **East Hanover, NJ, USA**
Summer Associate, Commercial Leadership Development Program **Summer 2017**

- Identified, planned and executed large-scale strategy project impacting growth plans for a third of the melanoma brand
- Analyzed existing research and partnered with vendors to recommend data-driven long-term solutions for new patient segment
- Received acknowledgement from senior leadership who decided to integrate findings in upcoming launch plans

PENTAX MEDICAL, HOYA CORP. (Holds 30% of global endoscopy market) **Hamburg, Germany / Tokyo, Japan**
Director of Global Product Management **2014-2016**

- Led product development process and launch of 4 products in the German R&D center, employing 40 engineers; strategized, planned and executed the global product roadmap and go-to-market with regional teams
- Led multi-national team of 100+ in design and development of new large-scale technology platform for gastroenterology, targeting emerging markets; managed project budget of \$15M with expected sales of \$300M+ in first five years
- Managed new products global marketing communication budget of \$2M+ including collateral, value proposition, messaging and launch events; drove regional product managers in localization processes, first quarter beat revenue projections by 30%
- Initiated global team collaboration resulting in 25% project cost savings; launched project communication dashboard, resulting in higher transparency, increased organizational efficiency and 25% faster response time
- Strategized website re-design to enable intuitive customer experience plan to improve profitability with existing customers, and to increase their awareness of new products; resulted in sales increase of 40% within 3 years

EARLYSENSE (Startup focused on prevention of patient deterioration through IoT) **Tel Aviv, Israel**
Marketing and Product Manager **2012-2014**

Associate Marketing Manager / Site Manager (Los Angeles) / Applications Specialist / HR Associate **2008-2011**

- Promoted 5 times as the organization expanded from 20 to 100+ employees, having demonstrated managerial skills
- Initiated new product development, resulting in: 60% reduction in unit price, greater affordability for hospitals and 300% increase in sales per average deal
- Increased distribution channels by 300% through relationships building, strategic planning, development of new market segments, market research, competitive analysis, messaging and training
- Managed affiliate partnership initiatives resulting in first strategic partnership with Welch Allyn and \$4M investment
- Structured customer operations and improved complaint management; resulted in 30% growth of existing customer sales
- Established the relationship with Boston office, trained cross-functional teams
- Developed and executed marketing strategies including first product launch which resulted in sales of over \$3M in first year
- Led company's branding, conferences and lead generation activities doubling physician Key Opinion Leader base
- Managed implementation and operation of company's first clinical beta sites, including staff training (over 300 physicians and nurses), soliciting feedback; generated first breakthrough purchase of 200+ systems

GOLDFARB SELIGMAN & CO (Ranked Tier 1 in Tech, Startups, VC, Corporate and M&A) **Tel Aviv, Israel**
Junior Legal Associate (Attorney at Law, member of the Israeli Bar Association, reg. license 64435) **2011-2012**

- Co-managed start-up, medical device and tech clients across a wide variety of legal processes
- Co-led 5+ due diligences and acquisitions of start-ups by Fortune 500 companies

ADDITIONAL INFORMATION

- **Israel Defense Forces:** Oversaw the welfare of 500 soldiers in the Artillery Corps attending integration challenges; negotiated terms of service to facilitate soldiers financial and psychological needs (2004-2006)
- **Interests:** Scuba diving, cooking, pilates, psychology, traveling and volunteering in third world countries
- **Languages:** Native speaker of Hebrew, proficient speaker of German

LUKE A. BETTERMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Major in Healthcare Management Program

2016-2018

- **Award:** Kaiser Fellowship for exceptional professional, academic, and personal achievement
- **Leadership:** Wharton Graduate Association: VP Careers, Health Care Club: VP Alumni Relations, Wharton Leadership Ventures Fellow, McNulty Leadership Program Nonprofit Board Fellow

UNIVERSITY OF NOTRE DAME

Notre Dame, IN

Bachelor of Arts, Major in History (Honors Program)

2007-2011

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

EXPERIENCE

MEDTRONIC

Boulder, CO

LDRP Summer Associate - Business Development & Licensing

Summer 2017

- Coordinated due diligence process for potential \$150M investment in the women's health sector, liaising with external partners and 100+ internal team members across commercial, R&D, and operations functions
- Developed investment roadmap for Medtronic's OR Safety business, utilizing a detailed investment thesis framework to evaluate and prioritize acquisition/partnership opportunities

SPRINGHILL CONSULTING GROUP

Chicago, IL

Director

2014-2016

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

Manager

2013-2014

- **Example Project: Medical Device Strategic Assessment**
 - Managed a team of four analysts in the global strategic assessment of a prototype percutaneous surgical device to determine if further research and development investment was warranted
 - Delivered a final recommendation of further investment to the Strategic Planning team assigned to the device, recognizing a strong strategic fit given the client's existing product portfolio and market trajectory

Senior Analyst

2012-2013

Analyst

2011-2012

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

ADDITIONAL INFORMATION

- **Additional Clubs/Activities:** Executive Coaching and Feedback Program, Health Care Conference, Wharton 22's
- **Interests:** SCUBA diving, skiing, cycling, travel, film, computer technology

JAMES CALDERWOOD JR, RN

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EDUCATION

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

- Communications Fellow and Wharton Fellow Scholarship recipient
- Board Member of Wharton's Health Care, Agribusiness, and Rugby clubs
- Teaching Assistant for multiple healthcare management classes both undergraduate and graduate
- Semester-long Field Projects on Medicaid Managed Care as well as the Department of Veterans Affairs

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Bachelor of Science in Economics **2007-2012**

- Leader, Wharton Leadership Ventures Board, non-profit consulting in Mexico, Patagonia and Grand Teton, 2008-12
- Elected Cohort Representative and Mentor, Wharton Cohort System Board, 2007-10

THE NURSING SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Bachelor of Science in Nursing (Registered Nurse) **2007-2012**

EXPERIENCE

THE CLEVELAND CLINIC **Cleveland, OH**
Administrative Intern, Strategy Office **2017**

- Guided top executives, clinical leaders, and also helped lead focus groups, on the future of the Clinic to assist in creation of provider staffing models report based on predicted changes in technology, population health, specialty care, etc.
- Conducted robust quantitative and qualitative analyses that guided regional expansion strategy including hospital acquisitions
- Evaluated opportunities for the Clinic's \$8 billion long-term investment fund; role included market, business diligence, financial analysis, and legal diligence through the Finance Office

THE ADVANCED MEDICAL TECHNOLOGY ASSOCIATION (AdvaMed) **Washington, DC**
Policy Analyst, Payment and Health Care Delivery Policy **2012-2016**

- Saved substantial consulting fees by taking initiative to learn R statistical suite to analyze 9 million line CMS data base.
- Utilized R statistical suite competency to create custom financial/marketing reports for members such as J&J and Medtronic, which encouraged creation of a for-profit entity of AdvaMed
- Developed three payment models based on different interpretations of a CMS Proposed Rule to project financial impacts on the industry and government by working with member companies and internal experts
- Assisted in managing a balanced annual research budget of over \$1 million based upon AdvaMed's Strategic Pillars
- Supported medtech start-ups in navigating FDA, CMS, and private payer spaces

UNITED STATES SENATE **Washington, DC**
Barbara Jordan Health Policy Fellow **2012**

- Sponsored by Kaiser Family Foundation to work on healthcare policy issues including health care reform, Medicare, Medicaid, and Native American Affairs in US Senator's office
- Consulted the Senator on diverse topics including clean drinking water, medication access, and HIV/AIDS
- Presented the potential effects of sequestration on the Indian Health Service and how to mitigate them to senior staff

ADDITIONAL INFORMATION

- **Arctic Scholar Recipient**, Explorers Club Research Fellowship, studied tool development in the Arctic, 2016
- **President's Volunteer Service Award**, from President Obama for typhoon relief with military in Philippines, 2014
- **University of Pennsylvania Innovation Grant Recipient**, received for designing a safer IV pump, 2012
- **Published** chapter in *India's Healthcare Industry*, following Wharton trip on healthcare innovation to Hyderabad, India, 2011
- **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 TV 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:** Volunteered with medical organizations and travel in 30+ countries, American Indian Nurses Association member, won Philadelphia Sailing Cup in 2011, mechanics, blacksmithing, farming.

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, First Year Honors (top 20% year 1), and Director's List (top 10% spring 2017)
- *Co-Chair, Wharton Health Care Business Conference 2018*. Share primary leadership of marketing, theme, and content for the largest student-run health care business conference in the country
- *Field Application Project*. Advised a national primary care medicine group on value-based care opportunities. Identified pilot projects with potential to create \$7M in new revenue through Medicare Advantage or Medicare Shared Savings Programs
- *Winning Team, Wharton Healthcare Design Challenge*. Designed an interactive tracking interface to reduce discharge-to-door times from a large academic medical center emergency department from more than double the national average

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. Tau Beta Pi, 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

CIGNA **Philadelphia, PA**
Value-Based Reimbursement Summer Associate **2017**

- Developed a strategy to accelerate the growth of episode-based contracts for procedures as part of Cigna's commitment to matching the Centers for Medicare and Medicaid Services goals of tying 90% of payments to quality and delivering 50% of reimbursements through alternative models by 2018
- Conducted stakeholder interviews and built tools quantifying the value of concrete practice changes for partner groups
- Presented final report and recommendations to senior leadership including the CMO and multiple vice presidents

COMPUTATIONAL BREAST IMAGING GROUP **Philadelphia, PA**
Graduate Researcher **2014**

- 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
- Improved previously developed algorithms by reducing run time by 50%, reducing failure rate from 25% to <5%, and adding extensive comments and help files to >10 programs, 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 Philadelphians with chronic cardiovascular disease
- 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
- Secured \$10,000 grant from Independence Blue Cross allowing HHBC to operate independently from its larger sister clinic

ADDITIONAL INFORMATION

- **Technical Skills:** Mastery – MATLAB; Experience – JMP, LabVIEW, LaTeX
- **Interests:** Skiing, scuba diving, trivia, member of Wharton's Health Care, Ski/Snowboard, and Scotch/Whiskey clubs

NATHALIE G. CERNASOV

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Joint Major in Marketing and Operations Management **2016-Present**

MASSACHUSETTS INSTITUTE OF TECHNOLOGY **Boston, MA**
Bachelor of Science, Major in Biology, Minor in Business Management **2009-2014**

- Research assistant at Bear Lab, Picower Institute for Learning and Memory—research focused on pathobiology of Fragile X Syndrome and developing *in vitro* high-throughput assays to screen for novel therapeutics for disease treatment (2011-2013)
- Active member of the student-run, ASA-approved MIT Emergency Medical Services and ambulance operation (2009-2014)
- MIT IDEAS Global Challenge Contestant—participated in the innovation and entrepreneurship competition for innovative service projects that positively impact underserved communities (2011-2012)

EXPERIENCE

Ortho Clinical Diagnostics-Clinical Labs **Raritan, NJ**
Product Manager -MBA Intern **2017-Present**

- Developed a pricing strategy for a new multi-test dry-slide diagnostic technology launching globally in 2018, including pricing corridors and pricing guidelines for global regions
- Performed a market assessment for a new mid-volume integrated diagnostic analyzer. This included determining market size and opportunity, summarizing the competitive landscape, and defining key customer needs and customer sub segments. Key deliverables will support R&D documentation in the product development process in late 2017

Medinnox, LLC **Morristown, NJ**
Co-Founder **2014-2016**

- Co-Founded Medinnox, LLC- a company that enables doctors and other healthcare professionals to pursue and develop their ideas while still practicing medicine fulltime
- Offered local MDs at Morristown Medical Center (NJ) entrepreneurship and innovation courses and assistance patenting and prototyping their ideas using local D.O.D. labs and resources
- Patent owner/developer of an implantable micro-device designed to measure blood viscosity and provide real time tracking of those measurements wirelessly
- Developer of patent-pending “wearable” extension of previously listed patent—a non-invasive technology to measure hydration levels in professional and amateur athletes
- Other initial projects included implementation of wireless networks in delivery of healthcare in hospitals and the reduction of incidence of pressure ulcers in hospitalized patients

Albea Group **New York, NY**
Marketing Intern **2011**

- Conducted preliminary market research to assist Albea’s expansion to BRIC counties
- Worked with global product development directors to oversee production of new manufactured goods—from R&D labs to the consumer
- Prepared marketing sheets for new products, maintained product catalogues, managed incoming samples, and helped prepare for client meetings
- Communicated with suppliers and Full Service team to support sales initiatives and growth

Lancaster, Coty Inc. **New York, NY**
Marketing & Sales Intern **2008**

- Project leader in the analysis and report of brand’s “in-store” presence and competitor marketing strategies
- Researched & presented suggestions for altering brand’s presence to better complement subconscious consumer behavior

ADDITIONAL INFORMATION

- **Other Patents:** Developer of patented technology that significantly reduces sun and on-coming headlight glare in vehicles by coupling variable transparency smart glass with mapping data
- **Interests:** Avid scuba diver, hiker, and skier
- **Languages:** Native speaker of English and Romanian

ANGELINDA CHEN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA
2016-2018

Master of Business Administration Candidate, Major in Strategic Management

- First Year Honors - top 20% of class; William E. Newcomb Entrance Fellowship; GMAT: 760
- Leadership Fellow - coached and facilitated team development for 18 first-year students; Admissions Fellow - interviewed candidates for the MBA class of 2020; Communications Fellow - TA for first-year core communication class
- Wharton Social Impact Fellow - defined and analyzed categories of gender lens investments

QUEEN'S UNIVERSITY

Kingston, Canada
2008-2012

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

- Dean's List with Distinction for 4 consecutive years - top 10% of class; Scotiabank/Queen's University Leadership Award for academic standing and proven leadership abilities
- 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

AMGEN

Thousand Oaks, CA
Summer 2017

MBA Intern, Commercial Leadership Program – Oncology Business Unit

- Investigated innovative programs for patients, healthcare providers and customer accounts to help a \$4B mature market oncology product improve brand experience and strengthen brand loyalty in advance of upcoming biosimilar competition
- Collaborated with Business Analytics, Marketing, District Sales Managers, Field Sales representatives and external agencies to gather insight into key patient and physician pain points that impact their access and use of therapy
- Designed implementation plans for the top four recommended opportunities with a combined potential impact of \$5M+; presented recommendation to cross-functional brand team and incorporated select programs in the 2018 brand plan

ACCENTURE

Canada, US, Emerging Markets
2015-2016
2013-2015

Strategy Consultant

Management Consulting Analyst

- Ranked top 3 amongst 45 Canadian Analysts; 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

- Conducted in-market research in China, Mexico, Brazil and remotely managed teams in Colombia and Nigeria to interview insurers, focus groups, non-profits, governments; collected first-of-its kind data on women's financial protection needs
- Led team of 3 to build models that quantified the \$1.4 - \$1.7T in women's global insurance spending; lead to in-market investment decisions on products and distribution channels tailored to women
- Managed global team of 5, including non-native English speakers, to author "SheforShield" report; published in Sep 2015

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
- Built consensus on transition strategy amongst 10+ senior executives by facilitating round-table discussions and evaluating each strategy's cost effectiveness and employee impact; clients subsequently executed on the transition strategy over 3 years

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
Summer 2010

Hospital Logistics and Sourcing Student Intern

- Assessed financial and personnel impact of implementing a \$1M+ digital communication system in 14 regional hospitals
- Developed 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

- **Languages:** Mandarin (fluent); French (beginner)
- **Interests:** Completed 2 half-marathons; former lifeguard; travel to 25+ countries across 6 continents; completed grade 10 piano, learning violin and ukulele

ELENA H. CHIT

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management; GMAT: 770

2016-2018

- Received two-year Philip J. Whitcome Fellowship for professional and personal achievements
- Consultant – Philadelphia Veterans Affairs Medical Center (Mental Health); Sector Advisor – Wharton Impact Investing Partners (Health & Wellness Team); Student Life Officer – Return On Equality (Diversity & Inclusion Advocacy)
- Activities: Health Care Club; Dance Studio; Politics and Public Policy Club

HARVARD COLLEGE

Cambridge, MA

Bachelor of Arts in Government, Secondary Field in Economics

2008-2012

- Honors: Prasad Family Foundation Fellow; National Merit Scholar

EXPERIENCE

ACCOLADE, INC.

Plymouth Meeting, PA

Corporate Strategy Intern, Strategy and Corporate Development Group

Summer 2017

- Developed detailed P&L category-level comparisons of key competitor's headcount and spend; presented findings to founder, CEO and direct reports; intended to result in modifying 2018 budget spend and compensation approach
- Synthesized key competitor's full current, non-public customer list to inform product development strategy and customer segmentation, targeting, pricing, contracting, and third-party administrator engagement strategies
- Managed team of four undergraduate interns to develop fresh solution offering and engagement strategy for new customer demographic; also guided development of associated pitch deck, business case, and financial model

IBM

New York, NY

Senior Consultant, Corporate Strategy Group

2015-2016

- Analyzed historical revenue, cost, and growth performance for two combined \$28B business units; rationalized portfolio offerings, reduced complexity, and reassigned investment to higher growth products
- Defined three-year strategy for new business unit's \$700M growth target through competitive assessment and client engagement with 30 developer teams, system integrators, and independent software vendors
- Assessed historical performance data and current management practices; evaluated strategic fit of declining \$16B business unit's portfolio offerings; resulting in top account management reorganization

Senior Consultant, Business Analytics & Strategy, Healthcare and Life Sciences

2014-2015

- Managed \$400K project P&L, strategy, and delivery for seven-person team to conduct clinical, technical, and regulatory need-gap analysis and develop solution implementation roadmap for \$1.2B city public health agency
- Led three-person business strategy work-stream to determine key organizational needs within \$92M county health organization's largest \$50M combined Adult Behavioral Health and Restoration: Drug and Alcohol units
- Performed competitive assessment for strategic partner's flagship digital health offering to inform two-year product development strategy and plan; produced strategic alliance's customer pitch and marketing materials
- Developed financial model of four pilot projects with Top 25 pharmaceutical company; resulting in \$1.6M signings

Consultant, Business Analytics & Strategy, Healthcare and Life Sciences

2012-2014

- Created first-of-a-kind database of 40+ data points on 400 accountable care organizations; database is now IBM intellectual capital used for customer segmentation and market sizing
- Facilitated 20, two-hour long workshops with cross-continent four-person team; resulted in authoring data sourcing functional requirements specifications document for client's 1700-person operating company

ADDITIONAL INFORMATION

- **Interests:** Chamber music; Chinese calligraphy; human-centered design; hip-hop dance; memoirs
- **Service:** – Mentor, Apex for Youth, empowering low-income New York City immigrant youth (2015-2016)
– Community Group Co-Leader, Redeemer Presbyterian Church (2013-2016)
– Special Needs Mentor, Chinese Christian Herald Crusades, providing social services (2013-2014)
- **Programming:** Familiar with C, CSS, HTML
- **Languages:** Mandarin Chinese – fluent. French and Singaporean/Taiwanese Hokkien – conversational

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

- Awards: Director's List (top 10% of class) each semester, 2nd place finish – Pfizer Johns Hopkins Case Competition
- Planned the biopharma-focused panel at the 2017 Wharton Health Care Business Conference
- VP of Member Education and Special Events for the General Management Club
- Club membership: Health Care, Marketing, Digital Health, General Management, Skiing, Outdoors

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 for three different professors; researched twin health, credit spreads, and recession impact

EXPERIENCE

PFIZER

New York, NY

MBA Marketing Intern

2017

Lead U.S. launch team of for a rare disease drug

- Managed a cross-functional team of over two dozen employees, including many at the Director level
- Created the launch project management process from the ground up, setting the structure for the rest of the launch
- Wrote a detailed launch workplan and budget, identifying and tracking progress against ~300 key activities and milestones necessary to achieve a smooth launch
- Developed and presented the brand's strategic operating plan to upper-level management

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

- 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
- Created five segment-specific client outreach strategies, conducting market research and coordinating workshops of 10+ Managing Directors and other staff; target industries included large pharma, biotech, med devices, diagnostics, and services
- Coordinated internal capabilities assessment that led to a shift in our work model towards more advanced data analytics
- Implemented a new recruiting initiative designed to increase yield of healthcare-qualified applicants
- Led training sessions and developed training material for junior staff to prepare them for Life Sciences casework

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 a royalty assessment of rheumatoid arthritis drugs
- 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

ADDITIONAL INFORMATION

- **International**: Dual United States and European Union citizenship
- **Avid Outdoorsman**: Eagle Scout, trained leader of student camping trips in college, skier, camper, canoer, and kayaker
- **Other Interests**: Make-a-Wish Foundation, ultimate frisbee player, reader of world history, and connoisseur of craft beer

MELANIE FAN

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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 Club, Wharton Health Care Business Conference, PE/VC Club, Wharton Wildmen Hockey

DUKE UNIVERSITY Durham, NC
Bachelor of Science: Economics (High Distinction). Bachelor of Science: Statistical Science (Distinction) 2008-2012

- GPA: 3.82/4.0 (cum laude); Dean's List - 7 of 8 semesters
- Active in Duke Business Society, Admissions Ambassadors, Duke Financial Tutoring

EXPERIENCE

DOXIMITY San Francisco, CA
MBA Intern, Business Development & Operations Summer 2017

- Worked directly with co-founders and senior management team of digital health startup building an online network for medical professionals with >70% of U.S. physicians on platform
- Led initiative to analyze demographics and engagement for physicians targeted by pharmaceutical clients, resulting in actionable insights for increasing advertising revenue and strategic recruitment of new members

FRAZIER HEALTHCARE PARTNERS Seattle, WA
Associate, Growth Buyout Team 2014-2016

- Assessed over 30 potential investment opportunities and executed leveraged buyout transactions for a middle-market healthcare services-focused private equity firm with over \$2.9bn of committed capital
- Collaborated with management teams of five portfolio companies to achieve financial and operational targets, assess strategic alternatives and analyze add-on acquisitions
- Successfully closed four platform acquisitions (including firm's largest investment to date), one transformative add-on acquisition, one international tuck-in acquisition and one sale of platform investment

Select Transaction Experience

Golden State Medical Supply, a \$375mm pharmaceutical repackaging business

- Performed detailed financial analyses, conducted extensive due diligence and managed third-party diligence providers, resulting in control investment in company
- Led debt financing process through discussing opportunity with over ten lenders, analyzing economics of proposed terms and driving lower rates by proactively bringing groups into syndicate

Leiter's Compounding, a \$30mm compounding pharmacy

- Implemented extensive market research and diligence of potential opportunities in compounding space to support investment thesis, eventually leading to acquisition of this business
- Collaborated with legal, financial and tax advisors to negotiate acquisition and streamline transaction process

United Derm Partners, a \$55mm dermatology practice group

- Researched dermatology market through analyzing multiple platform acquisition opportunities, mapping competitive landscape and analyzing reimbursement trends, leading to control investment of this Mountain West asset
- Spearheaded buildout of detailed financial model using both assumptions for existing base business and projections for future acquisitions given a roll-up growth strategy

The Center for Orthopedic Research and Excellence, a \$40mm orthopedic physician group

- Analyzed investment structures and valuations in order to mitigate risk and preserve upside, resulting in convertible note investment with option to convert into pre-structured equity deal
- Worked with CFO to build projections of volumes, rates and compensation for group's ~100 providers; resulted in more robust budgeting and reporting process

UBS INVESTMENT BANK New York, NY
Analyst, Global Healthcare Group 2012-2014

- Executed equity and debt financings and performed M&A analyses for mid- to large-cap healthcare companies
- Used comparable companies, precedent transactions, Discounted Cash Flow, M&A and Leveraged Buyout models

ADDITIONAL INFORMATION

- **Interests:** Learning new languages, ACC basketball, trying different cuisines, hiking (Patagonia, Pacific Northwest)
- **Languages:** Mandarin Chinese (fluent), Spanish (conversational)

AILEEN FERNANDES

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management and Entrepreneurship

Philadelphia
2016-Present

- Director's List Fall 2016 (top 10% of class), Semester in San Francisco Fall 2017, Healthcare Management Program
- President of Digital Health Club, Member of Wharton Venture Partners (GMAT: 730, 96%)

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Bachelor of Arts in Economics, Concentrations in Management: Organizational Effectiveness and Operations & Information Management

Philadelphia
2007-2011

- Hong Kong University of Science & Technology Fall 2009 – Study abroad program
- Student Federal Credit Union Vice President – Increased retention rate by 55% of 100+ employees through enterprise-wide cultural transformation effort to promote camaraderie through networking events and structured development program

EXPERIENCE

DOXIMITY, online network for medical professionals with >70% of U.S. physicians on platform

Business Development Intern

San Francisco
Summer 2017

- Conducted market analysis of current hospital marketing product, surveyed hospital executives on product needs, and recommended repositioning and expansion strategy to increase business from \$6M to \$10M in next six quarters
- Explored 3 potential partnership opportunities, that would result in >\$20M revenue and 10% increase in monthly active users
- Analyzed advertising trends of \$30M business and developed plan to drive registration of top targeted users

AMINO, digital health start-up with mission to connect everyone to the best health care possible

Rock Health MBA Intern

San Francisco
Summer 2016

- Directed API business development strategy; developed embed widget of product with data analysts and design engineers, and pitched feature to 100+ health organizations, resulting in 6 signed contracts and an active pipeline of 30+ clients
- Analyzed website traffic metrics, such as time on site, bounce rate, new visitors, and conversion rate, to create preliminary investor pitch deck in preparation for Series C funding discussions with two venture capital firms

DELOITTE CONSULTING

Human Capital Consultant (2014-2016), Business Analyst (2013-2014)

San Francisco
2013-2016

Earned highest performance rating, "Outstanding Performance" award and 4 monetary applause awards

Strategic and Quantitative Analysis

- Supported the development of Deloitte's Wharton Physician Leadership Academy market analysis and curriculum strategy
- Led human capital technology assessment for pharmaceutical company; structured product management roadmap and data architecture strategy to drive innovation in the employee experience lifecycle for 9,000 employees across 68 countries
- Managed marketing plan for Deloitte's talent strategy labs launch, resulting in firm adoption and \$830K in client business

Process Design and Technology Implementation

- Managed testing strategy, developed user acceptance testing scripts, and partnered with engineering team to triage errors for implementation of time and attendance system at an automotive company
- Optimized talent processes and reduced workload resulting in savings of \$32M for a healthcare provider

MORGAN STANLEY

Strategy, Operations, & Technology – Finance Analyst

New York
2011-2013

Achieved highest performance rating "Exceeds Expectations"

- Developed global workforce restructuring recommendations to implement the CFO's goal to transform the company's global footprint by 2016, targeting growth in emerging market assets and \$180M in operational expenditure savings
- Led project management and reporting for the execution of deployment transitions for 310 support roles across six countries
- Recommended risk management process in preparation for Basel 2.5 capital requirements

ADDITIONAL INFORMATION

- City Year Program Lead – Directed New York program of 50 Deloitte mentors and increased mentor engagement by 40%
- Fall 2015-2016 – Assessed and recommended initiatives to increase local engagement for healthcare non-profit in Nicaragua
- Foil Fencing, exploring new cuisines through cooking and restaurants, hiking, urban gardening

KYLIE A. FRANCIS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA

2016-2018

- Director of Finance for Wharton's FinTech club; member of the PE & VC, Entrepreneurship, Technology and Tennis clubs

HARVARD UNIVERSITY

Bachelor of Arts in Government

Cambridge, MA

2006-2010

- Conducted research for Harvard Business School professors' paper titled "The Consequences of Entrepreneurial Finance: Evidence from Angel Financings", which examined the impact of early-stage financiers on the firms in which they invest

EXPERIENCE

OSCAR HEALTH | Technology-focused health insurance startup

New York, NY

Business Expansion Intern

Summer 2017

- Developed pricing recommendations for the individual and small group segments in four states by analyzing market dynamics and forecasting competitive positioning. Collaborated with the actuarial and sales teams to optimize pricing strategy
- Built and owned a dynamic pricing tool to facilitate decision making for the sales team and leadership committee

KHAZANAH NASIONAL | ~\$40 billion sovereign wealth fund

Kuala Lumpur, Malaysia

Assistant Vice President

2014-2016

Investments Experience

- Conducted macro-economic research and value chain analysis of the agri-food industry in Asia to identify regional investment opportunities; recommended the fund invests in the Indonesian poultry sector leading to a \$100M investment
- Performed valuation analysis, including discounted cash flow, comparable trading companies, transaction multiples and internal rate of return for prospective acquisition targets in the Indonesian poultry sector

Research Experience

- Prepared and presented monthly thematic investment research reports for senior leadership team to aide in strategic asset allocation and portfolio decision making
- Authored concept paper titled "Scaling the Efficiency Frontier: Institutions, Innovation, Inclusion" for the 2014 Khazanah Megatrends Forum; paper was circulated to over 1,000 delegates at the conference

OPERA SOLUTIONS | 'Big Data' analytics consulting firm

New York, NY

Associate

2012-2014

Analyst

2010-2012

Strategy & Operations Experience

- Conducted due diligence for the restructuring of a \$6B European multinational electronics retailer; recommendations led to divestiture of the company's \$54M telecommunications subsidiary
- Led team in negotiations with over 300 vendors for a top global investment bank, achieving cost savings of \$9M annually

Technical Experience

- Managed a global team of data scientists and software engineers in the timely delivery of a movie schedule optimization tool for a leading satellite service provider
- Trained 24 client stakeholders at a leading hospital group during the roll-out of an analytics platform to flag missing charges on patient bills, resulting in a 100% adoption rate

Business Development Experience

- Won first place at the Opera Open, an annual internal innovation competition; presented product idea to CEO and investors leading to receipt of \$50k cash prize
- Built foundation for firm's Government Group; registered firm as a government contractor, wrote white papers, pitch decks and RFP responses that led to closure of the first three public sector deals worth \$10M

TECHNOSERVE

Harare, Zimbabwe

Volunteer Consultant

2012-2013

- Designed a poultry contract farming scheme that links below-poverty-line farmers with inputs and access to buyers; adopted by 70 farmers, the scheme increased their incomes from \$200-\$300 a year to \$1,000 per 8-week poultry cycle

ADDITIONAL INFORMATION

- **Interests:** Podcasts, modern art, yoga, tennis, diving, hiking (trekked to Mt Everest base camp in Nepal)
- **Languages:** Bahasa (native), French (proficient)

CARLOS A. GRASSO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Business Analytics

Philadelphia, PA
2016-2018

- President of Wharton Latin American Student Association (350+ members)
- Visiting Board Member of Rebuilding Together Philadelphia
- Consulting project for Neighborhood Bike Works with Wharton Community Consultants

VILLANOVA UNIVERSITY

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

Villanova, PA
2010-2014

EXPERIENCE

ALLERGAN PLC

MBA Intern, Sales and Marketing

Jersey City, NJ
Summer 2017

- Forecasted incremental revenue for six potential new indications of a psychiatric drug to support the brand's life cycle management strategy; uncovered and presented potential opportunity with peak sales of \$350 Million
- Analyzed growth of different sales channels revealing differences in relative performance. Recommended change in brand's strategy which was implemented by the team

MIURA CAPITAL GROUP, \$1.6 Billion AUM-Murex Capital LLC (U.S.)

Portfolio Manager

Caracas, Venezuela
2014-2016

- Managed \$10 Million U.S. equities portfolio and co-managed \$200 Million corporate bond portfolio for one of Venezuela's leading financial institutions; handled relationship with the firm's senior executives and board of directors
- Led transformation of firm's investment strategy from Venezuela's fixed income instruments to U.S. equities, U.S. corporate bonds, and international corporate and sovereign bonds
 - Developed and executed roadmap to align \$400 Million assets with the firm's updated strategy while minimizing transaction costs by increasing size of fixed income trading orders by 300%
 - Created quantitative and qualitative framework to evaluate all potential investments of the firm resulting in increased discipline and consistency in the decision-making process
 - Prepared board materials to justify increasing average duration in fixed income portfolios, successfully persuading firm's leadership to execute recommendation, leading to improvements in portfolio performance of 2%
- Performed research and due-diligence for firm's largest customer on select private companies for potential investment
- Researched Emerging Markets' economic and business environment to monitor current investments and propose new ideas
- Improved customer experience by developing enhanced monthly reports in collaboration with cross functional team continuously incorporating customer feedback in product

Intern

Summer 2013

- Conducted analysis of current status of firm's investment decision-making process
- Presented analysis of Koc Holding A.S. (Turkey) leading to successful investment

BANESCO BANCO UNIVERSAL

Intern

Caracas, Venezuela
Summer 2012

- Researched Venezuela's financial sector competitive landscape with special emphasis on Banesco's performance, and reported findings to senior management

ADDITIONAL INFORMATION

- **Board member of the Venezuelan Down Syndrome Association (AVESID)**
 - Co-developed program to create self-sustainable micro-enterprises for people with Down Syndrome benefiting 25 young adults
 - Designed and implemented plan to navigate the complex economic crisis in Venezuela
- **Interests:** Soccer, long-distance running, hiking, writing about economic and business topics (writer and collaborator at news websites Confirmado.com, DeInmediato.com, and ConsultoresICG.com)
- **Languages:** Spanish (native), Portuguese (intermediate)

EASON HAHM

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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

- Awards: Director's List (top 10% of class), First Year Honors (top 20% of class), Philip J. Whitcome Fellowship for outstanding academic and professional accomplishments, 2017 Kellogg Healthcare Case Competition Winner
- Activities: Vice President of Internal, Wharton Asian American Association of MBAs; Sponsorship Committee, Wharton Health Care Business Conference; Health Care Club, Wharton Women in Business
- MBA Mentor for Professor Adam Grant's undergraduate course, "MGMT 238: Organizational Behavior"
- Teaching Assistant for Professor Lawton R. Burns' undergraduate course, "Proseminar in Management & the Life Sciences" and Health Care Management MBA course, "The Health Services System"

HARVARD COLLEGE

Cambridge, MA

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

2008-2012

- Awards: Magna cum laude with Highest Honors, 2011 Harvard College Scholar, Harvard College Research Program Grant (6x), Korea Institute Award (2x)
- Activities: President, Harvard University Figure Skating Club; Undergraduate Researcher, The Mooney Laboratory
- Completed senior thesis, "Laser Actuated Albumin Nanoparticles for Immune Modulation" and published three co-authored scientific papers

EXPERIENCE

ABBVIE INC.

North Chicago, IL

Corporate Strategy Office - AbbVie Ventures Intern

Summer 2017

- Supported Senior Director in day-to-day responsibilities, including attending Board meetings, supporting portfolio companies, evaluating new potential investment opportunities, and preparing materials for Investment Committee
- Developed a process to proactively screen early-stage US biotech companies as potential investment opportunities by targeting high-priority accelerators / incubators, resulting in identifying >60 companies with no prior engagement that align with AbbVie's strategy and key areas of focus within oncology, immunology, and neurology
- Led detailed biopharma corporate venture capital benchmarking analysis that was presented to senior leadership to support the establishment of a dedicated annual allocation

WILLIAM BLAIR & COMPANY

Chicago, IL

Healthcare Investment Banking Associate

2015-2016

Healthcare Investment Banking Analyst

2012-2015

- Received consistent top-tier Analyst ranking resulting in direct promotion to Associate
- Advised on 45 M&A and public equity transactions representing a total value of \$7.2B in biopharma and medical technology
- Managed junior deal team across multiple projects and served as key liaison with senior management teams
- Directed day-to-day execution of transactions, including creating extensive go-to-market materials, managing deal marketing process, analyzing client financial and operational projections and coordinating due diligence
- Co-led analyst recruiting at Harvard, and participated in Women's Initiative Network and Analyst Council

Select Transaction Experience

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

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

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

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

ADDITIONAL INFORMATION

Interests: Figure skating, flute performance, personal investment portfolio

Other Activities: Harvard College Interviewer; Auxiliary Board Member & Volunteer Tutor, Midtown Educational Foundation; New York State Emergency Medical Technician (2008-2010)

Languages & Skills: Conversational in Korean; Microsoft Office, Bloomberg and Capital IQ; FINRA Series 63 and 79

NATHAN R. HANDLEY, MD

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EDUCATION

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

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

UNIVERSITY OF MINNESOTA MEDICAL SCHOOL Minneapolis, MN
Doctor of Medicine 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
- Activities: Medical school peer review committee, student-run Phillips Neighborhood Clinic, Ilula District Hospital in rural Tanzania, two national presentations on head and neck oncology research

BIRMINGHAM-SOUTHERN COLLEGE Birmingham, AL
Bachelor of Science in Chemistry, Bachelor of Arts in Philosophy, summa cum laude 2004-2008

- Honors: Phi Beta Kappa, Philosophy Departmental Award, Dean's List

EXPERIENCE

UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Fellow Physician, Division of Hematology-Oncology, Department of Medicine 2015-present

- Leading team in development of Penn Trials, a novel clinical trial management platform designed to improve access to and knowledge of clinical trials for clinicians at Penn Medicine
- 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 urgent care line for all hematology and oncology patients treated at Penn Medicine

PENN MEDICINE CENTER FOR CANCER CARE INNOVATION Philadelphia, PA
Management Fellow Summer 2017

- Defined and prioritized best practices for reducing unplanned acute care for cancer patients, creating a strategy for the Cancer Center following a 30 day readmission guarantee for all patients covered by a large regional payer

STROLL HEALTH San Francisco, CA
Advisor 2013-2015

- Advised 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 San Francisco, CA
Intern and Resident Physician, Department of Medicine 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 a series of presentations at departmental 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:** Continuous self-improvement through meditation, reading, cooking, and parenting

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 HCM Department's Kaiser Fellowship (2016 – 2018)
- Vice President (Speaker Series) of Health Care Club; Vice President (Alumni Relations) of Out4Biz, Teaching assistant for Wharton undergraduate course, *Health Care Systems*; Wharton Welcome Committee

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

AMGEN

Thousand Oaks, CA

Commercial Leadership Program Intern

Summer 2017

- Interned with Amgen's MBA commercial training program on a \$230M P&L U.S. brand team
- Analyzed market size and revenue impact of a drug side-effect
- Developed a series of marketing strategies aimed at mitigating business risk of side-effect with potential upside of \$20M-30M

WHARTON FIELD APPLICATION, consulting project for an industry top-ten pharmaceutical client

Philadelphia, PA

Client Communication Lead

Spring 2017

- Tasked with evaluating commercial viability of pipeline assets in new therapeutic area
- Served as client interface and managed document requests, materials transfers, and project timeline

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 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 channel marketing that focused on search and social acquisition campaigns from inception to reporting

MEMORIAL SLOAN-KETTERING CANCER CENTER

New York, NY

Session Assistant

2010-2012

- Coordinated clinical care team and patient flow for medicine and surgical oncology clinics
- Interfaced between clinical team, EMR, and pharmacy software
- Performed referrals, billed patient visits, scheduled treatments and surgical cases, and entered lab work

ACCESS HEALTH NETWORK

Chicago, IL

Quality and Performance Improvement Intern

Summer 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, Pivotal Tracker, Hubspot, Epic, CPT coding
- **Leadership:** Member of Clinical Systems Troubleshooting Team at MSKCC (2011 – 2012), Community Volunteer at Doximity (2012 – 2016), Mentor at iMentor NYC (2011 – 2012)
- **Interests:** Aspiring cook, amateur swimmer and triathlete, and live music enthusiast

PANKAJ JETHWANI, MD

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EDUCATION

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

- Recipient of Kissick Alumni Scholarship; awarded to one rising second year who reflects the values and work of Dr. Kissick
- Recipient of Kaiser Family Foundation Scholarship for outstanding professional and academic accomplishments.
- Led a team to design Value-Based Care strategy for a leading national primary care physicians group
- Winner (2nd of 44 teams) of Pfizer Case Competition (Johns Hopkins University) on increasing elderly vaccination rates

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 ROI for an online second opinion program

EXPERIENCE

IORA HEALTH Boston, MA
Summer Associate – Clinical Performance and Development 2017

- Improved medication management for MA patients, potentially saving \$4 per patient per month (\$1Mn system-wide) in costs and enhancing drug adherence in complex polychronic patients
- Developed a downstream cost management tool for Market Directors to better manage costs of globally capitated patients

STEWART HEALTH CARE SYSTEM Boston, MA
Summer Associate – Hospital Services Group 2017

- Worked with 5 Stewart hospitals to diagnose reasons for delayed first case starts in the OR. Devised a strategy to increase on-time starts, and piloted transformation efforts in 2 hospitals, improving on-time starts from 30% to 60% in 1 month

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 care quality, with the goal of improving service levels at 2,100 primary health centers targeting 70Mn citizens.
 - Launched Program Management Office within the Health Department; plan directly impacts 120,000 employees
 - This has led to improvement in facility utilization (40%), physician productivity (20%) & key primary care indicators
- Assessed remedial education program delivered in 280 public schools; recommended improvements in training & curriculum
 - 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
Advisor 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 in India, selling 4.9 million meals to 51,000 patients, improving malnutrition in 70% patients in 6 months

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.

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 public-sector focused consulting firm. Clients include Wadhvani Institute of Artificial Intelligence (USA), WISH Foundation (USA) and Private Provider Interface Agency (PIIA) of PATH (India).

ALEX KAIN

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EDUCATION

UNIVERSITY OF PENNSYLVANIA – WHARTON SCHOOL OF BUSINESS **PHILADELPHIA, PA**
Master of Business Administration, major in Health Care Management / Entrepreneurial Management **2016 – 2018**
▪ Activities: PE/VC Club, PE/VC Conference Coordinator, Health Care Club, Wharton Wildmen Hockey (Team Captain & Operations Board Member), Ski & Snowboard Club, Public Speaking Club

INDIANA UNIVERSITY – KELLEY SCHOOL OF BUSINESS **BLOOMINGTON, IN**
Bachelor of Science in Business, with honors and distinction, major in Finance **2008 – 2012**
▪ Activities: Investment Banking Workshop, Business Honors Program, Sigma Alpha Mu Fraternity (2x Rush Chair)

EXPERIENCE

ENCLARA HEALTHCARE (Consonance Capital Portfolio Company) **PHILADELPHIA, PA**
Executive Intern **April 2017 - Present**
▪ Worked directly with CEO and CFO to implement processes during extreme growth stage (20% annual EBITDA growth)
▪ Created driver-based budget model to forecast revenue and cost targets; gained sponsor approval
▪ Developed strategic alternatives plan for the Board, guiding future outlook for financings, growth, and scaling initiatives
▪ Analyzed departmental KPI's and presented findings to the Board; resulted in a functional reorganization
▪ Provided predictive analytics and monthly commentary on medication cost & utilization metrics for company's largest clients

NORTHWOOD HEALTHCARE PARTNERS (Healthcare Private Investment Firm) **PHILADELPHIA, PA**
Acquisition Consultant **June 2017 - Present**
▪ Worked with Managing Partner on long-term hold, proprietary investment opportunity in eye care sector
▪ Built financial model to illustrate returns to both investors with permanent capital base and physician owners
▪ Structured deal economics and created Board presentation to pitch target on sponsor recapitalization

CRESSEY & COMPANY LP (Healthcare Services Private Equity Fund) **CHICAGO, IL**
Private Equity Associate **2014 – 2016**
▪ Presented investment opportunities to senior investment committee; resulted in 6 platform acquisition LOIs in the veterinary, dental, adult day care, outpatient physical therapy, radiology, and home health spaces
▪ Identified attractive healthcare segments, analyzed market characteristics, and evaluated management teams/core operations
▪ Analyzed financial metrics to create financial models that illustrated rates of returns for GP and LPs
▪ Coordinated and managed teams of advisors (lawyers, consultants, accountants, etc.) during diligence for new investments
▪ Advised 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 (Merger & Acquisition) Investment Bank **NEW YORK, NY**
Investment Banking Analyst – Telecommunications, Media, and Technology Group **2012 – 2014**
▪ Completed four M&A deals in two years, including both buy-side and sell-side M&A engagements
▪ Analyzed the LatAm Telco sector and advised clients on corporate strategy in a highly regulated environment
▪ Drafted offering memorandums and management presentations in preparation for sell-side assignments
▪ Hand-picked to lead group's analyst recruitment program charged with soliciting and securing top ranked candidates

ADDITIONAL INFORMATION

- Business biographies, NY Rangers, skiing, global travel

DAN KENNEDY

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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

- GMAT: 760 (99th Percentile).
- Recipient of Arthur L., Celeste G. and Mary Elizabeth Foster Memorial MBA Fellowship (Merit-Based Scholarship).
- President, Wharton Health Care Club; Co-Chair, Wharton Health Care Conference Value-Based Care Panel.
- Member of Health Care, Digital Health, Wharton Health Care Conference, GUIDE Mentor, Soccer, Golf, and Ski Clubs.

UNIVERSITY OF NORTH CAROLINA

Chapel Hill, NC

Bachelor of Science; Major in Business Administration & Bachelor of Arts; Major in American History

2007 - 2011

- Graduated with Highest Distinction, GPA: 3.85/4.00; Dean's List, 2007 - 2011.
- Study Abroad: China, Summer 2010; Greece, Summer 2009.

EXPERIENCE

ATHENAHEALTH

Watertown, MA

MBA Intern

Summer 2017

- Developed acquisition integration strategy for acquired cloud-based electronic medical record provider by performing organizational sales and account management process cross-walks, staffing assessments, and best practice reconciliations.
- Built supporting pro forma unit cost analysis that illuminated greater than 50% variance between the two organizations.
- Presented recommended strategy to athena's entire Executive team; recommendations for timing and strategy were approved.

EVOLENT HEALTH

Arlington, VA

Associate Director, Corporate Development

2015 - 2016

- Constructed Road Show and Analyst Day presentations for C-level management to prospective investors in support of Evolent's June 2015 IPO. Resulting investor interest led to IPO pricing above the anticipated valuation range, leading underwriters to exercise their right to purchase an additional 1.75M shares and raising a total of \$195M.
- Drafted significant portions of IPO offering memorandum (S-1), including target addressable market analysis and customer case studies. Sections were incorporated into the final document that was approved by the SEC and distributed to the public.
- Supported entire life cycle of M&A process, including identification of targets, due diligence, and deal structuring; research led to initial discussions with over 25 targets and late-stage negotiations with a risk-coding company.
- Managed Senior Analyst who built business case models and designed pricing for prospective long-term clients.
- Promoted to Associate Director during first full promotion cycle, versus typical two-year schedule.

Senior Analyst, Corporate Development

2013 - 2015

- Designed and helped finalize operating agreements with hospital partners, resulting in four deals that contributed over \$170M in contracted revenue.
- Constructed financial model considering economic ramifications of potential sale of Evolent; model was presented by Evolent CEO to Board of Directors as it considered strategic alternatives ahead of IPO decision.
- Created intellectual property, including reusable template for administrative cost and pricing models, that allowed the Corporate Development team to significantly increase the quantity of operational and deal pricing work completed.

SUNTRUST ROBINSON HUMPHREY

Atlanta, GA

Investment Banking Analyst, Health Care Practice

2011 - 2013

- Received highest rating possible in annual review, ranking as top performer in bank-wide peer group of over 100 Analysts.
- As sole Health Care Practice Senior Analyst during second year, completed debt and equity financings raising \$10.9B, as well as three mandated M&A transactions, helping the Health Care group exceed annual budgeted revenue by 5%.

ADDITIONAL INFORMATION

- **Volunteer:** Chair of Evolent Health's Movember Team: Organized and coordinated fundraising and company-wide events to raise awareness for men's health issues; raised over \$26K in 2015.
- **Interests:** Basketball, camping and hiking (Eagle Scout and completed two-week treks in both New Mexico and the Boundary Waters in Canada), international travel, and soccer.

JOHN J. KIM

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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**

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

DARTMOUTH COLLEGE **Hanover, NH**
Bachelor of Arts, Major in Economics, Minor in Geography **2006-2010**

- Graduated magna cum laude, Phi Beta Kappa
- President of Korean Students Association, Member of Agape Christian Fellowship

EXPERIENCE

GENENTECH, INC **S. San Francisco**
Summer MBA Associate **Summer 2017**

- Led payer market research to assess management implications of a complementary diagnostic for a \$1+ billion late-stage pipeline product in chronic disease
 - Managed internal stakeholders across seven different functions and business units to align on input in payer discussions
 - Communicated upside forecast potential of complementary diagnostic to vice president and senior directors of internal market strategy department
- Supported development of internal training module to strengthen presentation skills for 25+ manager-level colleagues

ARTISAN HEALTHCARE CONSULTING **Waltham, MA**
Team Leader **2016-2016**
Senior Consultant **2014-2015**
Consultant **2012-2014**
Associate **2010-2012**

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

ADDITIONAL INFORMATION

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

LORIE LIN

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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 merit-based Kaiser Fellowship and Joseph Wharton Fellowship for exceptional professional and personal achievement; GMAT: 740 (97th percentile)
- Leadership: Digital Health Club – VP of Community, Innovation & Design Club – VP of Careers
- Member of Public Speaking Club, Wharton Women in Business, Healthcare Undergraduate Mentorship Program

TUFTS UNIVERSITY

Medford, MA

Bachelor of Arts in Quantitative Economics

2007-2011

- Graduated cum laude; Minor in Entrepreneurial Leadership Studies

EXPERIENCE

BD (BECTON, DICKINSON AND COMPANY)

Mountain View, CA

MBA Intern, Innovation Hub

Summer 2017

- Part of an entrepreneurial team charged with building internal “start-ups” that leverage technologies in artificial intelligence, virtual reality, and machine learning to drive growth across BD’s medical and life science business units
- *Project Robotics*: Designed business case for robotics as a whitespace market development strategy in emerging markets; modeled addressable market opportunity and presented recommendations to executive leadership team
- *Project NLP*: Developed proof-of-concept prototype of a voice-based natural language processing (NLP) application for chronic disease management; prioritized use cases and designed conversational interfaces based on user behavior model

ATHENAHEALTH, INC.

Watertown, MA

Senior Associate, Product Innovation

2015-2016

- Product delivery lead driving the end-to-end agile development of the company’s premier electronic health record (EHR) for emergency departments; successfully onboarded four hospital clients onto the platform within first month of launch
- Scoped MVP user and business requirements, managed product roadmaps and prioritized functionality backlogs
- Led an entrepreneurial team of designers and developers in the buildout of complex clinical workflow and solution designs
- Executed pilot feedback program with clinicians, aimed at defining a minimally viable user experience through User Stories and Acceptance Criteria
- Created client-facing collateral, release notes, product demonstrations, and provided onsite client support

Senior Associate, Corporate Development

2014-2015

- Successfully completed acquisitions of RazorInsights and webOMR, accelerating market entry into a \$900B inpatient care industry with two cloud-based technologies. Led financial diligence, valuation, and modeling; drafted M&A memorandum for Board of Directors
- Collaborated with Legal, Finance, and Marketing to ensure successful deal execution, communication, and organizational alignment at the executive level
- Supported post-deal operational integration: Coordinated the onboarding of twenty new employees in hospital sales and implementation, leading teams to book 120% of annual sales target
- Managed and vetted partner relationships in a pipeline of 80+ companies to fill product gaps based on competitive analysis and client feedback; initiated internal process to operationalize the lifecycle of M&A and partnership considerations

BROWN BROTHERS HARRIMAN & CO.

Boston, MA

Associate, Healthcare Banking

2013-2014

Analyst, Healthcare Banking

2011-2013

- Lead associate on the bank’s healthcare corporate lending team, supporting a portfolio of \$200M in committed capital
- Ran financial and market due diligence for \$100M in senior debt originations for middle-market healthcare service, technology, and medical device companies
- Constructed and maintained dynamic cash-flow models forecasting operating scenarios, including compliance to leverage and debt service covenants
- Composed and presented investment proposals to Corporate Credit Committee of senior partners

ADDITIONAL INFORMATION

- **Interests:** Co-founder and lead guitarist of all-female rock quintet, Paper Waves, successfully raised \$10k in crowd-funding campaign to support album launch in June 2015; avid badminton player, improvisational cook and noodle enthusiast
- **Languages:** Fluent in Mandarin Chinese

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 Technology Club, Private Equity & Venture Capital Club, Healthcare Club, Digital Health Club
- GMAT: 750 (98th Percentile)
- Created a solution that optimizes the VA Hospital's mental health staffing using a real-time algorithm based on patient mix
- Provided health plan with patient engagement strategy for new market entry based on demographic and competitor analyses

NORTHWESTERN UNIVERSITY **Evanston, IL**
Bachelor of Science in Journalism; Major in Economics **2008-2012**

- Led the sports section for a national award-winning student publication, more than doubling the number of writers on staff
- Strengthened local computer literacy center and mental health center with Students Consulting for Non-Profit Organizations

EXPERIENCE

NUNA HEALTH *Healthcare data analytics company with ~\$90 million in funding* **San Francisco, CA**
Product Strategy Summer Associate **2017**

- Directly led a long-term planning process, including numerous management meetings, and created a document solidifying the company's mission and business unit strategy; the project created a basis for future product roadmaps
- Analyzed the marginal cost of onboarding and maintaining a client based on vendor contracts and data for employee time and infrastructure usage allocations; identified that the current pricing model overstated these costs

GI PARTNERS *Technology enabled services-focused private equity fund with ~\$12 billion AUM* **San Francisco, CA**
Private Equity Investment Associate **2014-2016**

- Developed and presented investment theses for \$2 billion fund to the Investment Committee, leading to four closed deals, and partnered with management teams to direct product development, strategy and human capital; selected projects include:
- **\$1.25 billion investment in Netsmart Technologies and Allscripts' Home Care segment (2016):**
 - Identified white space within the current customer base and industry by analyzing customer-level pricing and volume trends in the home care and behavioral health technology markets
 - Managed external teams to directly influence the Transitional Services Agreement negotiation for the Allscripts carveout by identifying the true additional standalone costs of the segment after integration with Netsmart
- **Cross-border investment in Logibec, a Canadian healthcare software company (2015):**
 - Prioritized the creation of potential new technology offerings through comparing the time to market for each solution, cost and development team work hours required, and revenue potential, leading to focus on three specific products
 - Implemented a new M&A strategy, including processes for identifying and evaluating targets and a management system to track discussions with executives; completed and integrated first acquisition shortly after close
- **Investment in a manager of more than 60 Skilled Nursing Facilities (2015):**
 - Created a strategic plan for new facility development through a cost-benefit analysis comparing the acquisition of an existing facility against construction, leading to multiple new construction projects as part of the new initiative
 - Managed a CFO transition by taking a leadership role within the existing team and ensuring consistency with prior management practices, as well as guiding the new team 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)
 - Public to public acquisition of Met-Pro Corporation by CECO Environmental Corp. for \$210 million (2013)

ADDITIONAL INFORMATION

- **Positions:** Member of Finance Committee for Alternative Family Services
- **Interests:** International travel, learning the saxophone, Boston athletics, long-form journalism, cryptocurrency
- **Technical Coding:** Python, SQL
- **Languages:** Conversational in Russian and Spanish

J.C. LOPEZ

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

MBA Candidate; Major in Healthcare Management

Philadelphia, PA
2016-2018

- Penn Wharton Innovation Fund Selection Committee: Assessed 10 applications per month of early stage companies on their business model, commercial potential and uniqueness
- Member of Health Care Club, Digital Health Club, Global Health Volunteers, Private Equity/Venture Capital Club
- Joseph Wharton Fellowship

THE PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA

MD Candidate

Philadelphia, PA
2013-2018

- President - Penn HealthX: Advocated for the development of preeminent medical student entrepreneurship education program, raising over \$300,000 through presentations to alumni donors
- Vice President - Medical Student Government
- Co-Chair - Francis C. Wood House
- Class of '59 Scholarship

STANFORD UNIVERSITY

BS in Biology, Minor in Chemistry

Stanford, CA
2009-2013

EXPERIENCE

GENENTECH

Business Development MBA Associate

South San Francisco, CA
2017

- Developed comprehensive landscape analysis and corporate strategy on the role of artificial intelligence, big data, and multi-omics data in the biopharma space
- Conducted diligence screens and term sheet negotiations on multiple deals in areas such as ophthalmology, neuroscience, and research platforms
- Led cross functional teams composed of internal researchers, in-house legal counsel, and finance team members to execute research collaborations, MTAs, and in-licensing deals

MILITIA HILL VENTURES

Intern

Philadelphia, PA
2016-2017

- Analyzed the commercial gene therapy landscape that ultimately influenced the firm to pursue a new business venture
- Developed the business model for a novel commercial gene therapy entity; conducted primary research, projected market size, and evaluated financing strategies
- Evaluated pre-clinical technologies on the basis of commercial potential and scientific validity; advised on future applications and development pathways

ANGHIO LLC

Co-Founder/CEO

Philadelphia, PA
2015-2016

- Directed a team of three people to execute the company's R&D, regulatory, and IP strategy leading to development of a proof-of concept prototype of a sutureless anastomotic device
- Raised over \$20,000 in capital and in-kind services to fund continued development of the company's proprietary technology
- Prepared and filed provisional patent application; named co-inventor
- Awarded Plexus Innovation Grant, Ben Franklin Technology Partners FabNet Grant, and Penn Wharton Innovation Fund Grant, and placed as DevelUPmed Competition Finalist

PENN CENTER FOR INNOVATION

Intellectual Property Fellow

Philadelphia, PA
2014-2015

- Evaluated 32 (average number per fellow of 20) early stage medical technologies on the criteria of patentability and commercial potential and presented recommendations of best development course to senior licensing officers for technology
- Developed over 10 Non-Confidential Summaries to promote Penn developed technologies for licensing and partnership

ADDITIONAL INFORMATION

- **Languages:** Fluent in Spanish, proficient in Catalan
- **Interests:** Family, boating, wine, swimming, water polo, traveling

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, VP Training & Education with Wharton Community Consultants
- Member of Health Care, Digital Health, Technology Clubs; Master Class organizer for Wharton Health Care Conference
- Fall 2016 and Spring 2017 Director's List (top 10% GPA in class), 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

WELLTOK, INC.

Newport Beach, CA

Executive Intern for Jeff Margolis, Chairman & CEO

May – August 2017

- Led annual strategic planning process across 30 senior executives in preparation for 2-day Board retreat
- Prioritized CEO's competing demands, coordinated requests and to-dos, and attended all meetings in "Chief of Staff" role
- Created investor materials and managed due diligence processes in partnership with the SVP of Corporate Development

OLIVER WYMAN

New York, NY

Engagement Manager, Health & Life Sciences

2016

Associate

2015

Consultant, Senior Consultant

2012 - 2014

- Rated as one of highest-performing consultants in class (top 10%), promoted at every career review cycle

Select projects include:

- \$10B hospital system: Designed all product features for a new payer-provider partnership and insurance product
- 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
- \$20B hospital system: Evaluated risk-based managed care opportunities in Medicare Advantage and self-funded employer markets across 18 geographies and oversaw development of a value-based reimbursement model with team of 2 consultants
- \$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

ADDITIONAL INFORMATION

- **Public / Social Sector Experience:** Member of the Board of Directors, Therapy Center of Philadelphia; 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 position papers on carbon tax proposals and payday lending (2009)
- **Technical Skills:** Data analysis (Excel, SQL, STATA, R); Computer programming (C, Javascript, HTML, PHP)
- **Languages:** Mandarin and Shanghai dialect (conversational); Latin (advanced reading)

MICHAEL SEATON MITCHELL

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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**

- Earned First Year Honors (top 20% of WG'18 Class) & Director's List Honors (top 10% of WG'18 Class) for Fall 2016
- Recipient of Kaiser Family Foundation Grant: merit-based scholarship awarded following admission
- Led field application project for Riverside Partners portfolio company; Sourced & organized Investing Panel at 2017 Wharton Healthcare Conference; Winning Team Member of 2016 MBA Big Idea Competition; Wharton Leadership Venture (Andes Mountaineering); Member of Healthcare, Digital Health, PE/VC, Public Speaking, and Ski clubs

UNIVERSITY OF NORTH CAROLINA **Chapel Hill, NC**
Bachelor of Science; Major in Business Administration **2007-2011**

- GPA 3.6 / 4.0; Dean's List Honors
- Board Member of Carolina Challenge Entrepreneurship Competition; Secretary of Phi Delta Theta; Member of Winning Team in UNC's 2009 Undergraduate Venture Capital Investment Competition

EXPERIENCE

DOXIMITY – Healthcare social network with greater than 70% of U.S. physicians on the platform **San Francisco, CA**
Business Development MBA Intern **Summer 2017**

- Developed monetization framework for product generating >10% of MAU engagement
- Built multi-stage plan to increase engagement and analyzed core products and expansion opportunities for users
- Assisted in execution and expansion of company's largest news/publishing partnership

ENHANCED EQUITY FUNDS – Middle Market Healthcare Private Equity Fund with \$600 million AUM **New York, NY**
Private Equity Senior Associate **2016**
Private Equity Associate **2014-2015**

- One of three Associates promoted directly to Senior Associate, without an MBA, in firm history
- Assisted Partners and healthcare executives to grow portfolio companies' revenue by 60% cumulatively over 2.5 years through organic, de novo, and acquisition strategies
- Reported directly to Firm's Managing Partner and CFO leading fund-level returns analyses used to make capital allocation and investment decisions, fundraise, and report LP communications
- Developed KPI and pipeline reports for investment professionals and company management used to manage business; focused on critical business drivers including revenue and collections, volume, labor productivity, and customer pipelines
- Analyzed new platform investments resulting in three executed LOIs
- Selected Transaction Experience and Portfolio Management (# of Acquisitions Completed):
 - NextCare (15 add-ons) is the largest private urgent care provider and only M&A consolidator in the U.S. operating 120+ clinics. Coordinated two senior credit facility refinancings and amendments to acquire \$20M of EBITDA
 - WhiteGlove Health (1 add-on) is a clinically integrated network and value-based care company. Managed customer loss with Partner and served as finance leader; identified opportunities to decrease overhead by 20% and increase sales by 15%
 - MedTest (1 add-on) is a diagnostic services company selling solutions for chemistry, toxicology, and cardiology to healthcare labs. Spearheaded add-on acquisition; developed relationship with seller, coordinated diligence process, directly negotiated purchase agreement with seller and company counsel, and secured financing

CAIN BROTHERS **New York, NY**
Investment Banking Analyst **2012-2013**

- Top-rated Analyst based on technical skills, quality of work product, client relations, teamwork, and work ethic
- Closed M&A sell-side assignment of US Community Behavioral, a \$13M EBITDA healthcare company providing vital community-based services to individuals with intellectual and developmental disabilities
- Closed minority equity and debt recapitalization of a \$16M EBITDA mail-order diabetic supply company

RAYMOND JAMES (FORMERLY MORGAN KEEGAN) **Atlanta, GA**
Investment Banking Analyst **2011-2012**

- Mandated \$50M distressed restructuring and refinancing for provider of Medicaid Management Information Systems

ADDITIONAL INFORMATION

- Interests: Cycling, running, exploring new restaurants and food, watching UNC Basketball and Carolina Panthers football

ANDREW T. MOLCHAN

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EDUCATION

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

Master of Business Administration Candidate, Intended Major in Business Analytics

Master of Computer Science and Information Technology (MCIT) Candidate

- Pursuing dual degree with the Wharton School and the Graduate School of Engineering's MCIT program, an elite-level (14% acceptance rate) program that provides both foundational and advanced computer science coursework
- Awarded Joseph Wharton Fellowship based on professional accomplishments, leadership, and personal character
- Selected to consult for Wharton Small Business Development Center's Growth Consulting Team
- Nominated for Communications TA Fellowship based on written and verbal communication skills

GEORGETOWN UNIVERSITY Washington, DC
Bachelor of Science, Major in Physics and Minor in Classical Studies 2006-2010

- GPA: 3.96/4.00, *summa cum laude*
- Named Marshal of the Sciences for graduating with the highest GPA among all B.S. candidates at Georgetown College
- Elected to Phi Beta Kappa as a junior, an honor bestowed on 1% of the junior class
- Thesis research on an innovative cancer therapy was featured on Georgetown's homepage

EXPERIENCE

MEDTRONIC Northridge, CA
MBA Summer Associate – Product Management/Upstream Marketing Summer 2017

- Responsible for developing mobile app strategy for Medtronic's Non-Intensive Diabetes Therapies unit
- Led development of Medtronic's first type 2-focused quantitative study to identify patients' needs and preferred app features
- Conducted internal interviews, synthesized research and collaborated with engineering and design teams to create product roadmap and evaluate potential partnerships
- Analyzed profit opportunity of app and presented results to key stakeholders and leadership

T. ROWE PRICE Baltimore, MD
Vice President - Portfolio Investment Analyst 2012-2016
Investment Fellow 2010-2012

- Responsible for generating investment ideas and overseeing the execution of multimillion-dollar trades for securitized products (a unique fixed-income asset class) at a global investment management firm with over \$800 billion in assets.
- Led the technology and data teams in developing enhancements to accommodate workflows specific to securitized products; the improvements allowed the securitized products team to transition their trading platform from spreadsheets to the firm's proprietary modeling application, greatly enhancing the transparency, accuracy, and execution speed of the modeling process
- Leveraged a specialized R package called "Shiny" to develop two single-window trading applications that were used to inform investment decisions of up to \$100 million
- Created a weekly chart packet using R to identify attractive investment opportunities; presented the packet to a large potential client, resulting in the client's decision to advance to the final stage of negotiations with T. Rowe Price
- Conducted an original research study that identified bond classes most insulated from the European economy, resulting in the investment advisory committee implementing a broad strategy shift that led to outperformance for our funds

ADDITIONAL INFORMATION

- **Technical Skills:** R and VBA (advanced proficiency); Python and Java (working proficiency); Web Technologies (HTML5, CSS3, JavaScript, and jQuery), SQL, C++, and MATLAB (basic proficiency)
- **Volunteer Experience:** Performed statistical analysis of customer data for an urban development nonprofit to identify customer segments and target marketing efforts
- **Interests:** Beer Brewing (specialty: Irish stouts and brown ales); Music (currently learning guitar, prior experience performing on piano, clarinet and saxophone); Movies (wrote a script in Python to pull metadata from the web for 650 movies; plan to use data as the foundation for a web app)

BRENT MULLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA
2016-2018

Master of Business Administration Candidate; Major in Health Care Management

- Academic Achievement: Director's List for Fall 2016 and Spring 2017 semesters
- Club Leadership: Co-President, Food Club; SVP Communications, Digital Health Club; SVP Race Planning, Roadrunners & Triathletes Club; VP Training and New Players, Squash Club
- Community Building:
 - Venture Fellow for Spring 2018 Utah Canyoneering trip: I will guide 15 participants in developing leadership and teamwork skills during a weeklong, team-based, backpacking expedition
 - HCM Summer Placement Team: I will mentor ~10 first year HCM students and provide advice throughout their summer internship search; I will organize career panels and other events for all HCM first years
- GMAT: 760 (99th percentile)

YALE UNIVERSITY

New Haven, CT
2007-2011

Bachelor of Science in Chemistry with honors | GPA: 3.77

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

EXPERIENCE

DAVITA HEALTHCARE PARTNERS

Denver, CO
2017

Redwoods Summer Associate

- Identified opportunities to improve quality of care and reduce cost by ~\$300k among patients with end-stage renal disease
- Developed tactical plans that the on-the-ground nurse navigators will use to deliver improved care to patients, focused on (1) reducing hospital readmissions and (2) improving transportation options to dialysis appointments

OLIVER WYMAN

Boston, MA
2014-2016

Associate

- Led teams of 2-4 consultants on 10 projects, primarily in the health care, B2B software, and grocery industries
- 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
 - 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

OC&C STRATEGY CONSULTANTS (now Oliver Wyman)

Boston, MA
2012-2014

Consultant

- 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
- Selected project experience:*
- 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
2011-2012

Associate Consultant

- 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

ASHLEY NGUYEN

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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

- **Awards:** Joseph Wharton Fellowship for exceptional professional and personal achievement
- **Leadership:** President/Director of Sourcing for Global Health Volunteers; Nonprofit Board Fellow for Valley Youth House; Director of Social Impact Week for Social Impact Club; Health Care Business Conference Team
- **Membership:** Wharton's Consulting Club, Health and Wellness Associate for Wharton Impact Investing Partners, Yoga & Wellness Club

UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

Bachelor of Arts, Major in Economics, Minor in Public Policy

2007-2011

- **Awards:** High Honors in Economics (3.85) and UC Berkeley Distinction of General Scholarship (3.80)

EXPERIENCE

ROCHE/GENENTECH, INC.

South San Francisco, CA

MBA Summer Associate, Global Product Strategy (GPS)

Summer 2017

- Designed and launched qualitative research to develop patient segmentation strategy for Phase III immunology molecule by managing 2 vendors, conducting in-depth primary and secondary market research, and leveraging insights to define hypotheses for testing in quantitative phase.
- Co-led Roche Competitive Agility Pilot in collaboration with the Wharton School and GPS University to align and engage +25 cross-functional team members in segmentation approach, process, and research strategy.

CLINTON HEALTH ACCESS INITIATIVE (CHAI)

New York, NY

Manager

2016

Analyst, Associate, Senior Associate

2013-2015

- Increased efficiency of family planning projects across 69 low-income countries by spearheading market analytics initiatives. Formed strategic relationships with +30 private, public, and non-profit organizations to implement family planning strategy.
- Nominated for Reproductive Health Supplies Coalition's 2015 Take Stock Hero Award, recognizing work to end stock outs.

Selected Projects

CHAI Technical Lead on Coordinated Supply Planning Group

- Built quantitative tool to manage \$75M worth of family planning product requests each year. In first year of use, tool identified supply imbalances, prompting an additional \$2.2M USAID and \$4.9M UNFPA purchases of contraceptives.
- Appointed to advisory team to embed tool into USAID's Business Intelligence & Analytic Platform.
- Developed a global demand forecast for major family planning products, which is now used as standard by procurers in contract negotiations and market shaping discussions and suppliers in production planning.

CHAI representative on Market Dynamics Working Group

- Spearheaded a landmark data consortium project, collecting proprietary supplier sales data across 11 major suppliers. Designed and pitched project to 25+ partners and suppliers and negotiated long-term agreements to share proprietary data to improve transparency in family planning market in 69 low-income countries.
- Performed in-depth market analyses to shed light for first time into \$380M public family planning market. Authored CHAI's first family planning market report in May 2015, revealing market in terms of volumes, users, and dollars and mobilized donors, procurers, NGOs, pharmaceutical companies to close gaps between goals and current progress.

Team Lead of Indonesian contraceptive implant manufacturers scoping funded by the Bill and Melinda Gates Foundation

- Managed 3-person team in Indonesia to conduct extensive interviews with government officials, manufacturers, and NGO partners; collect information on historical sales; understand procurement policy and regulation; validate product specification and manufacturing processes; and summarize key conclusions and recommendations in market report.

CHARLES RIVER ASSOCIATES

Oakland, CA

Associate

2012-2013

Analyst

2011-2012

- Generated competitive market analyses and quantitative models for collusion and pricing using transactional, financial, and public data through Excel and STATA for various industries including semiconductors, hospitals, airline, and social media.
- Drafted arguments and coordinated efforts across a 5-person team to create expert report discussing impacts of competitive strategy for shipping industry case. Resulted in dismissal of charges, saving \$15–20M in damages for client.
- Developed market analysis illustrating determinant of semiconductor price was industry cycles not alleged price fixing. Analysis supported expert testimony that led opposing party to seek settlement and saved client on damages claimed.

ADDITIONAL INFORMATION

- **Interests:** Cooking (Vietnamese), Karaoke (Singing terribly to '90s and '00s), Yoga
- **Volunteer:** Former Minds Matter Mentor (Guide high-achieving, low-income student to be first in family to attend college)

MEAGAN O'KANE

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EDUCATION

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

- Awarded Kaiser Fellowship for exceptional professional, academic and personal achievement
- Elected Co-President and VP of Careers for Health Care Club; operations committee for Wharton Health Care Business Conference
- Member of Wharton Women in Business, Marketing Club, Dance Studio, Wine Club

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

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

EXPERIENCE

CELGENE CORPORATION **Summit, NJ**
Global Marketing Summer Associate **2017 - 2017**

- Evaluated commercial viability of Irritable Bowel Disease (IBD) patient segmentation for lead asset and recommended go/no-go to senior leadership
- Assessed IBD patient support competitive landscape and conducted market research to design optimal assistance program applicable across three brands
- Directed creative and media agencies, in collaboration with consumer, clinical, and legal teams, to execute pre-launch initiatives toward achievement of critical corporate milestones

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

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

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

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

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

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

ADDITIONAL INFORMATION

Community:

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

Interests:

- Enjoy mentoring, cooking, adopted two rescue cats, running third half-marathon in 2017

MOHONA PAUL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate, Majors in Health Care Management, Finance 2016 – 2018

- Recipient of merit-based Kaiser Fellowship for exceptional professional, academic, and personal achievement
- GMAT: 750 (98th percentile)
- *Appointed Leadership*: MBA Mentor for Professor Adam Grant's *Organizational Behavior* course (selected as 1 of 11 mentors from a cohort of 200+ eligible MBA students); Wharton Health Care Business Conference – Sponsorship Committee; Welcome Committee; Student Life Fellow
- *Membership*: Consulting Club; Health Care Club; Wharton Women in Business; Dance Studio; Yoga & Wellness Club

THE SCHOOL OF ENGINEERING & APPLIED SCIENCE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Science in Engineering, Major in Bioengineering 2011 – 2012
Bachelor of Science in Engineering, Major in Bioengineering 2007 – 2011

- Dean's List (2010 – 2011)
- *Appointed Leadership*: Consultant, Penn Biotech Group; Associate Editor, *Synapse*
- *Membership*: Mentor, WriteOn! – a student-run organization servicing inner-city elementary school students

EXPERIENCE

OXEON PARTNERS New York, NY
MBA Summer Intern 2017

- Conducted comparable company analysis for early/growth-stage community healthcare services companies to evaluate investment potential for a startup seeking Series A funding; analysis was used in successful deal proposal to the startup
- Sourced investment opportunity in the imaging technology space and led due diligence on the company, evaluating product roadmap, distribution strategy, and pricing strategy. Resulting assessment was presented to the President of the venture fund
- Developed a business case for creation of a new venture in the assisted living space; estimated target market size, projected viable revenue model, and proposed potential operational strategy

IBM WATSON GROUP – HEALTHCARE & LIFE SCIENCES New York, NY
Managing Consultant 2016
Senior Consultant 2014 – 2016
Consultant 2014

- Selected as first Consultant on the Watson Healthcare & Life Sciences team; received manager-selected award for high performance, leadership skills, and crucial role in team success (Winter 2014, Summer 2015, Summer 2016)
- Go-to-market strategy development for Watson products in the pre-commercialization stage*
- Conducted market analysis to identify target customer segments and create business case for future product growth opportunities. Recommendations were implemented through Watson's sales and product development strategies
 - Built financial model to project a Watson product's multi-million dollar value proposition. Findings were leveraged by IBM Watson executives to secure pilot projects with top-tier life science companies

Business case creation for multi-million dollar partnership between IBM and Novo Nordisk

- Presented value proposition of a proposed partnership focused on joint development of innovative solutions for the diabetes market to executives from both IBM and the client. Proposal was used for ongoing collaboration with Novo Nordisk
- Conducted market research on the diabetes market to identify areas of unmet need; modeled potential cost savings for this market and revenue generation for Novo Nordisk resulting from the proposed commercialized products of the partnership

IBM GLOBAL BUSINESS SERVICES New York, NY
Consultant 2012 – 2014

Corporate strategy evaluation to improve a global life science company's financial performance

- Led a workstream for a global cross-functional team to develop a survey and analyze results to identify factors leading to the company's declining innovation-focused culture and diminished market competitiveness
- Recommendations, which included initiatives to create innovation funds and revise the company's reward structure, were presented to the client's senior executive team for implementation across the company

ADDITIONAL INFORMATION

- **Community Involvement**: Co-President and Consultant, GIVE – a pro-bono consulting organization (2013 – 2016); Volunteer Committee Member, LUNGeVity – a nonprofit organization focused on raising funds for lung cancer research (2013 – 2015); University of Pennsylvania Alumni Interviewer
- **Interests**: Chicago Bulls, long-distance running (half-marathon races), hot yoga, international travel, reading

PATRICK QUAY

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Marketing & Operations

2016 – 2018

- First Year Honors (Top 20% GPA) | GMAT: 760 (99% percentile)
- Nonprofit Board Fellow, Wharton Venture Fellow for *Tall Ships* venture in New Zealand, Wharton Follies (Writer), PE/VC Club (VP of Communications), PE/VC Conference (Mid Mkt Panel Mgr), Wharton 22s (Board), Rugby Club, Ski Club

WAKE FOREST UNIVERSITY

Winston-Salem, NC

Bachelor of Science; Major in Finance

2004 – 2008

- James Walker Fulton Scholarship (merit based), Dean's List multiple semesters
- WFU Senior Class Campaign (Student Elected), Student Govt (Campus Committee), Kappa Alpha Order (Elected Officer)
- Funded living expenses (100%) and tuition (~10%) with 2 jobs

EXPERIENCE

ACI CLINICAL (specialty contract research organization)

Philadelphia, PA

Strategy & Marketing MBA Intern

Summer 2017

- Led special projects for CEO including expansion of services offered, acquisition strategy, and five-year plan.
- Delivered marketing plan including market size, customer segmentation, targeting, and execution strategy.

STERLING PARTNERS (private equity firm with \$2.5B AUM)

Chicago, IL

Private Equity Associate, Business Services (\$1B & \$250M funds)/ Education (\$200M fund)

2013 – 2016

- *Education Opportunity Fund (1 yr)*: Senior Associate on 3-person deal team launching new fund. Reported to 2 managing directors, screened ~30 opportunities, led execution of all deals, supported sourcing with conferences/ banker outreach.
- *Business Services Group (2 yrs)*: Presented ~50 new opportunities to group, assisted with new deal execution including fund's largest investment, monitored/ assisted special projects for 4 companies in logistics, consumer, software and education sectors, completed 2 research theses to support deal sourcing, assumed some VP responsibilities in 2nd year.
- *Experience*: Platform investments (2), Bids lost in final round (2), Portco M&A (1), Refinancing/ Restructuring (2)

Select Transaction Experience:

- **Innotrac** – Take-private LBO of eCommerce logistics provider for \$8.20/ share (merged with eBay and nka *Radial*)
 - Played critical role in financial modeling and diligence on business, accounting, market, technology, and NOL valuation.
 - Presented model to investment committee and wrote 70+ page memo on transaction, thesis, risks, and diligence findings.
 - Post-deal roles included evaluating acquisition opportunities, renegotiating debt agreement, special projects with mgmt.
- **eBay Enterprise** – Consortium corporate carve-out LBO of eCommerce services division of eBay for \$925 million
 - Oversaw peer running merger model, led diligence of carve-out financials/ synergies, coordinated remaining diligence.
 - Developed narrative for Confidential Information Presentation that supported debt and outside equity capital raises.
- **NRCCUA** – Buyout (no broker) of college admissions services and data provider
 - Crafted and executed diligence plan, designed scopes and managed advisors. Assisted with review of legal documents.
 - Developed financial forecast/ model, developed 100-day plan with management, and authored investment memo.

WELLS FARGO SECURITIES (investment banking division of Wells Fargo & Company)

Charlotte, NC

Investment Banking Analyst, Mergers & Acquisitions (2 yrs)/ Tech, Media, & Telecom (1 yr)

2010 – 2013

- Top rated analyst (5 of 5; top 10%) of 100+ analysts; credited with strong work product, technical and communication skills
- *Select Roles*: Financial modeling, responding to diligence requests, valuation, creation of investment evaluation materials.
- *Experience*: Sell-side engagements (3), Buy-side engagements (2), Fairness opinions (1), Business development (100+)
- *Select Transactions*: Apex Systems acquired by On Assignment (\$600M), Mortgage Cadence acquired by Accenture

MCGLADREY (accounting and tax services firm and nka *RSM*)

Charlotte, NC

Audit Associate

2009 – 2010

- Received only top-tier rating of associates in Mid-Atlantic Region (~150 associates); first associate in class to obtain CPA.

HERITAGE WEALTH ADVISORS (wealth management firm)

Richmond, VA

Associate Intern

2008 – 2009

- Supported wealth advisory, tax/ financial planning teams while completing advanced accounting degree.

ADDITIONAL INFORMATION

- Active Certified Public Accountant (“CPA”) in Virginia; Completed Level I of CFA
- Virginia Commonwealth University, Post-Baccalaureate Degree in Accounting, 2009 (completed to qualify for CPA)
- *Interests*: Outdoors (NOLS, Outward Bound, Vertical), Carolina Panthers (attended Super Bowl 50), and exercise

AMANDA ROBISON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA
Master of Business Administration Candidate; Healthcare Management

Philadelphia, PA
2016-2018

- VP of Analytics Digital Healthcare Club
- Field Project: Evaluating Healthcare Investments for LLR Partners, Private Equity Firm and R&D
- Field Project: Sourcing Innovation Best Practices for the Consumer Healthcare Space for Johnson & Johnson

DUKE UNIVERSITY
Bachelor of Science in Engineering, Major in Biomechanical Engineering

Durham, NC
2007-2011

EXPERIENCE

ATHENAHEALTHCARE
MBA Intern, Integration Services

Boston, MA
Summer 2017

- Spearheaded an initiative to identify variations in the cost of connecting data sources and recommended strategies with over \$5M in potential savings

LIA DIAGNOSTICS
Business Operations Consultant

Philadelphia, PA
2016-2017

- Created a corporate strategy including evaluation of new products and exit opportunities and designed a financial model for the business which were utilized to gain \$2M in additional seed funding

MCKINSEY HEALTHCARE ANALYTICS
Pre-MBA Intern

New York, NY
Summer 2016

- Revitalized a tool for bundled payments that identified bundles with the maximum ROI for implementation

THE ADVISORY BOARD COMPANY
Director, Data Science R&D, Corporate Strategy
Associate Director, Data Science R&D, Corporate Strategy
Senior Analyst, Data Science R&D, Corporate Strategy
Analyst, Corporate Strategy

Washington, DC
2015-2016
2013-2015
2012-2013
2011-2012

- **Experience in:** bundled payment models, claims data, clinical data, electronic health records, quality metrics, physician referral management, population health analyses, coding and reimbursement, predictive models, machine learning
- **Programming:** SQL, Hadoop, Matlab, SAS, R, Mathematica
- Developed data strategy, relationship management, and creation of predictive models and analytics for several new products including one with \$1.6M in sales to date and projected at \$150M within three years
- Evaluated data resources and performed complex data analyses from a \$850M acquisition resulting in two new product offerings which launched in 2016
- Researched, conceptualized, and implemented a data science R&D team for the Higher Education Division and reworked the Healthcare R&D team including: development of reporting structures; team vision and organization; and engagement initiative which resulted in selection for the highly-competitive firm-wide 2015 Fellowship for Emerging Leaders
- Designed intellectual property strategy and recognition plan for the firm and increased patent filings 10-fold

HOSPITAL FOR SPECIAL SURGERY
Intern Technology and Intellectual Property Development

New York, NY
Summer 2010 & 2011

- Gauged technological, financial, IP, business, and manufacturing feasibility for 15+ orthopedic devices

ADDITIONAL INFORMATION

Special Love for Children with Cancer
Board Member
Volunteer

Washington, DC
2015-2018
2011-2015

- Implemented a new donor management system and retention techniques leading to a 30% increase in revenue across 3 years

ANITA SEKAR

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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**

- GMAT: 770 (99th Percentile). Awarded merit-based Joseph Wharton Fellowship.
- Wharton Venture Partners: Developed investment thesis and pitched to VC firms in Silicon Valley and NYC.
- InSITE Fellow: Engage in semester-long projects with local start-ups and venture capital firms.
- Clubs: Healthcare, Technology, Private Equity & Venture Capital, Innovation & Design, Wildmen Hockey.

BROWN UNIVERSITY **Providence, RI**
Bachelor of Arts in Economics and Classics **2006-2010**

- GPA: 3.77. Graduated *magna cum laude*. Division I Golf team member.

EXPERIENCE

GUARDANT HEALTH (*Biotechnology start-up developing liquid biopsy technology*) **Redwood City, CA**
MBA Intern, Biopharma Business Development **Summer 2017**

- Completed three strategic projects evaluating partnership activity in companion diagnostics, the commercial value of companion diagnostic partnerships, and trends in the targeted oncology drug development pipeline.
- Assisted in structuring of term sheets, service agreements, and other contracts for 10+ biopharma collaborations.

CAREPORT HEALTH (*Venture-backed start-up acquired by Allscripts, NASDAQ:MDRX*) **Boston, MA**
Director, Product Strategy and Operations **2013-2016**

- As first employee, supported successful growth strategy from inception through acquisition-exit.
- Launched three products and directed five enterprise software implementations at top-tier health systems.
- Developed product requirements by synthesizing input from CEO, outside experts, end-users, prospective customers, competitors, and others; implemented roadmap by managing development team.
- Increased sales pipeline by 150% by developing demos and sales materials, writing collateral content, contributing to thought leadership webinar series, and speaking at conferences.

GEMINI INVESTORS (*Lower middle market private equity firm with \$500M AUM*) **Wellesley, MA**
Private Equity Associate **2012-2013**

- Authored Investment Committee memo for \$2.5M recapitalization of franchise business, including financial projections, competitive landscape, and analysis of member volume and sales trends.
- Sourced and conducted over 25 customer interviews for a portfolio company add-on acquisition.
- Enabled portfolio company to secure \$500K follow-on investment by working with CFO to project additional capital needs and presenting findings to Investment Committee.

THE LUCAS GROUP (*Boutique management consultancy*) **Boston, MA**
Senior Associate Consultant **2012-2012**
Associate Consultant **2010-2011**

- Led two junior colleagues in design and implementation of online survey to assess purchasing behavior for due diligence of lab equipment manufacturer; quantified near-term growth opportunities of \$12M.
- Evaluated industry dynamics of international foodservice markets for Fortune 500 distributor; outlined international entry strategy which motivated executive leadership team to approach an acquisition candidate.
- Analyzed large flight dataset of national emergency air medical services provider and developed model to assess whitespace growth opportunities; presented findings to private equity client.

ADDITIONAL INFORMATION

- **Technical Skills:** R, SQL (beginner), Google Analytics, WordPress, Sketch, Wireframing, UX/UI Design.
- **Interests:** Healthcare reform, Hack-a-thons (placed 3rd in Athenahealth competition), Golf (played for 18 years), Traveling (visited 20+ countries), Mentoring (Minds Matter of Boston Executive Committee member).

ZACHARY SHEINMAN

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EDUCATION

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

- Kaiser Fellowship recipient: awarded based on academic, professional and personal achievements
- Leadership: PE/VC Club (Director of Education), Global Health Volunteers (VP Finance), Club Hockey (Captain)
- Student Life Fellow: serve as mentor to first year students and promote spirited and supportive student community
- Teaching Assistant: Health Care Mgmt. course taught by Doug Present (former CEO of Managed Health Care Associates)

DUKE UNIVERSITY **Durham, NC**
2007-2011
Bachelor of Science in Economics, Minor in Religion, Certificate in Markets & Management Studies

- Cumulative GPA: 3.6 / 4.0 (Dean's List Honors 2007, 2011) | GMAT: 740 (97th percentile)
- Leadership: Duke Water Polo Team (Captain / Goalie), Duke Investment Club (Analyst)

EXPERIENCE

AXIA WOMEN'S HEALTH – OB/GYN practice management portfolio company of Audax Private Equity **Voorhees, NJ**
Summer 2017
MBA Intern

- Contributed to 12 active acquisitions of OB/GYN practices and organic development projects to expand ancillary capabilities
- Created detailed KPI reporting to track financial and operational metrics and identify underperforming practices and services
- Collaborated with CFO to manage physician compensation calculation / presentation and communicate Q2 compensation

THE CARLYLE GROUP | ALPINVEST PARTNERS – \$10bn private equity co-investment fund **New York, NY**
2013-2016
Associate

- Member of global 24-person team with ~\$10 billion of assets under management focused on direct private equity co-investments in leveraged buyout, middle market and growth equity transactions across all industries
- Led business due diligence, built financial models to evaluate returns and prepared investment committee materials
- Collaborated with Investor Relations to help coordinate fundraising as team's junior point person globally
 - Catalina Marketing (~\$2.5 billion): Worked actively and invested alongside Berkshire Partners (equity) and Crescent Capital (mezzanine); built and maintained equity and mezzanine returns models as sole associate on deal team
 - HUB International (~\$4.5 billion): Invested alongside Hellman & Friedman; conducted in-depth analysis of P&C industry, HUB's four major business lines and operational efficiency opportunities as sole associate on deal team
 - Caesars Growth Partners (~\$2.5 billion): Invested alongside Apollo and TPG on spinout / follow-on investment of Caesars; built bottom-up financial model from publicly available information as sole associate on deal team
 - Consilio (~\$100 million): Worked actively alongside Shamrock Capital; conducted thorough analysis of eDiscovery sector while evaluating M&A pipeline and facilitating business introductions post-close as sole associate on deal team

JEFFERIES LLC – healthcare investment banking group **New York, NY**
2011-2013
Analyst

- Advised various healthcare services and life sciences companies on strategic M&A and capital markets financings (debt & equity), facilitating transaction processes, building financial models and preparing valuation analyses
- Co-launched Jefferies' first recruiting initiative at Duke University resulting in 10 fulltime offers in 2 years
 - Aveta Inc. in the sale of NAMM subsidiary to UnitedHealth Group (undisclosed): Maintained company model while positioning NAMM as a physician management leader to strategic buyers; helped deliver fairness opinion
 - ATI Physical Therapy in its sale to KRG Capital (undisclosed): Contributed to drafting of bank book, RAP, lenders presentation and facilitation of lender diligence requests after helping manage negotiated sale process

CAMPUS ENTERPRISES LLC (F.K.A. DDS) – \$400k delivery service business (est. 1994) **Durham, NC**
2008-2011
Chief Executive Officer

- Managed executive board and employees of Duke's oldest and largest student run/owned business growing profitability 43%
- Spearheaded equity revaluation & restructuring from S-Corp to LLC to optimize dividend payout, tax filing, and recruitment

ADDITIONAL INFORMATION

- **UJA FEDERATION OF NY – worldwide Jewish philanthropy (\$200+ million raised p.a. with network of 100+ agencies)**
 - Young Wall Street (Executive Board Member); Volunteer Committee (Vice Chair); JCCA (Board Observer)
 - Spearheaded *Next Gen PE*, a UJA donor subdivision to engage rising private equity professionals
- **Interests:** Meditating, sports, exercising, journaling, music, traveling (Europe, Israel, SE Asia, S. America, Australia)

VIK SRINIVASAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare Management

2016-2018

- Awarded Kaiser Fellowship for outstanding professional, personal and academic achievements; GMAT: 740
- 1st place, 2017 Kellogg/Abbvie Biotech and Healthcare Case Competition (out of 11 presenting teams, 60+ total entrants)
- Advanced to top 1% in both Writing and Reviewing categories of Wharton Writing Challenge (~1/860 students annually)
- Healthcare Career Advisor to 1st years; active in Yoga (Co-Pres.), Storytellers (VP), P3 (Facilitator), Founders Clubs

DUKE UNIVERSITY

Durham, NC

Bachelor of Arts in Political Science; Certificate Degree in Study of Ethics; Minor in Economics

2006-2010

- Graduated *magna cum laude* (3.844/4.0)
- Founded/led five clubs, including Duke Political Union and Duke's 1st political newsmagazine; served as campus columnist

EXPERIENCE

VERB SURGICAL (SPINOFF OF VERILY AND JOHNSON & JOHNSON)

Mountain View, CA

Marketing Summer Intern

2017

Worked as 1st MBA intern for Google- & J&J-funded robotic surgery startup. Projects advanced global go-to-market strategy, buyer segmentation and sequencing, customer value positioning, evidence strategy, people operations, and product development.

- Partnered with clinical, technical, health economics teams to build buyer value model aligning product fit with varying payment systems; leadership deployed tool to develop sales teams, integrated findings into evidence and launch strategies
- Managed initiative to distill, prioritize unmet customer needs; findings presented to board, built into product feature planning

THE ADVISORY BOARD COMPANY (ABC)

Washington, D.C.

Consultant

2015-2016

Senior Analyst

2014-2015

Analyst

2013-2014

Managed one practice area (overseeing 15-20 engagements at a time) with four direct reports and helped launch two other practice areas focused on telehealth and outpatient services. Scoped and directed over 60 different consulting engagements for hospitals and health systems in the U.S. and internationally. Interviewed hundreds of hospital executives to distill best practices.

- Earned firm-wide recognition as finalist (top 12) in consecutive annual case study competitions (in 2015 and 2016), with projects selected as most impactful work out of 500+ engagements completed by division in both years
- Represented firm as media spokesman on hospital strategy, including in *Reuters* and front page *Wall Street Journal* stories

Leadership and Team Management

- Turned around practice area facing 80% attrition rate; revised analyst on-boarding program to promote teamwork, individual contribution, and initiative-taking (as a senior analyst). Team output increased by 35% over baseline within 3 months and team achieved 2nd highest output out of eight consulting practices within one year
- Led five-person team through original research strategy to advise \$5B revenue client around entering data-poor new market; re-engaged client CEO, who was one of 13 who testified to value of ABC partnership at 2015 annual firm retreat

Product Innovation and New Business Development

- Originated best practice research on virtual visit program design, implementation, and management and created scalable financial models and engagement design that guided the launch of a new telehealth consulting practice area
- Co-pioneered new data analytics, replicable engagement structure that spurred creation of a new consulting business that helps hospitals grow ambulatory services; practice area grew to 15% of overall division output and client project requests

Impactful Problem Solving

- Created model that shortened patient waitlists at U.K. hospital; work named among top 20 impact stories at 2015 firm retreat
- Directed go-to-market planning for community hospital to start niche disease service, which client used to secure \$1M grant

U.S. HOUSE CONGRESSIONAL CAMPAIGN COMMITTEE

Washington, D.C.

Deputy Director of Strategic Initiatives (previously Rapid Response Coordinator)

2011-2013

Spearheaded responses to breaking news circulated daily to Members of Congress and the press and featured in national media.

ADDITIONAL INFORMATION

- **Volunteer:** Deputy Project Leader, Compass Pro Bono Consulting – managed three volunteer teams to help D.C. charter schools and education nonprofits restructure governing boards, reduce costs, and expand student enrollment; Pro Bono Consultant, Advisory Board Company Community Impact – facilitated on-site, cross-cultural strategic planning retreat in Pignon, Haiti to aid social services nonprofit with leadership transition, board development
- **Interests:** Distance running, podcasts, long-form journalism, NBA basketball, vegetarian cooking, budget travel

DANIEL TEREPINS

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EDUCATION

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

- Member of Wharton's Entrepreneurship, General Management, Finance, PE/VC, Tech, Fintech and Real Estate Clubs
- Co-President of Brazil Club. Engaged in alumni, recruiting and networking activities for Brazilian candidates
- Admitted to Semester in San Francisco Program (SSF): will spend Fall 2017 at Wharton's SF campus. Curriculum focused on general management, entrepreneurship and technology, leveraging on the people and resources of the Bay Area

FUNDAÇÃO GETULIO VARGAS (FGV-EAESP) **Sao Paulo, Brazil**
Bachelor of Business Administration, Concentration in Corporate Finance **2006-2010**

- Academic exchange program in Maastricht University (Fall 2008), in an international cooperation with FGV-EAESP

EXPERIENCE

DR. CONSULTA (Innovative healthcare service provider in Brazil with \$70M VC-funding) **Sao Paulo, Brazil**
Summer MBA Internship **2017**

- Developed a strategic plan to increase patients' lifetime value (CLV) based on (i) a membership plan distributed through a branded loyalty card; and (ii) a primary care program for chronic patients with incentives subject to medical outcomes

ADVENT INTERNATIONAL CORPORATION **Sao Paulo, Brazil**
Private Equity Associate – Investment Team **2012-2016**
Private Equity Analyst – Investment Team **2011**

- Strategic role in the merger of Dudalina and Restoque, creating the largest high-end apparel company in Latin America. Led financial analysis (Pro-forma financial model, tax scenarios, return analysis), developed value creation plan for the combined company, prepared presentation to the market (i.e., publicly-listed company) and negotiated SPA and SHA
- Managed business and accounting due diligence in the \$350+ million acquisition of a co-control stake in Dudalina, a leading shirts retailer in Brazil, together with Warburg Pincus. Delivered strategic business analyses (thesis, risks, market sizing and growth plan), validated tax incentives (special tax regime), and led financial modeling (projections and sensitivity scenarios)
- Coordinated \$100+ million follow-on investment and debt refinancing for a leading home improvement retailer in Brazil
- Co-responsible for the multi-country re-structuring of Biotoscana, the largest independent specialty pharma in LatAm. Redesigned the corporate structure, reviewed tax structure, identified management gaps and structured financial reports
- Led the Leisure-focused sourcing initiative that resulted in the investment in Cataratas do Iguaçu, the largest operator of national parks in Latin America. Developed pre-due diligence financial model and negotiated term sheet
- Several portfolio responsibilities: member of Biotoscana's Performance Committee, Dudalina's Finance Committee. Support to strategic projects related to Quero-Quero, TransUnion (Latin American assets) and Cataratas do Iguaçu
- Support to fundraising and recruiting activities, including speeches at well-known schools in Brazil (FGV, USP and ITA)

BR PARTNERS **Sao Paulo, Brazil**
Private Equity/Investment Banking Analyst **2011**

- Active role in the prospective acquisition of Burger King's Sao Paulo store chain (~40 stores). Main responsibilities included financial modeling, coordination of accounting due diligence and investment returns analysis

MORGAN STANLEY **Sao Paulo, Brazil**
Investment Banking Analyst **2009-2011**

- Supporting role in the execution of various M&A, equity, and debt transactions, including Energisa's Perpetual Bonds, OSX's IPO, Dufry's DSA, Embraer's Notes Offering, and Cosan's Notes Offering

ADDITIONAL INFORMATION

- **Interests:** Traveling, skiing, soccer, running and music. Member of a music collective in Sao Paulo
- **Venture Capital:** Established with two Advent colleagues a small VC fund to invest in start-up companies in Latin America. Two investments since 2013 in FinTech and Consumer Tech
- **Languages:** Portuguese (native), English (fluent), and Spanish (professional)

MICHELLE TING

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Strategic Management

Philadelphia, PA
2016-2018

- President, Wharton Digital Health Club; Director of Employer Relations, Wharton Consulting Club
- Member of Consulting Club, Health Care Club, Human Capital Club, Asian American Association of MBAs and Japan Club

DARTMOUTH COLLEGE

Bachelor of Arts in Government and Asian and Middle Eastern Studies

Hanover, NH
2006-2010

- President, Chinese Dance Troupe; Events Manager, Greek Leadership Council; Member, Special Programs and Events Committee
- Intern, Energy and Retail Divisions, U.S. Commercial Service at U.S. Consulate in Shanghai, P.R.C. (Winter 2009)
- Intern, Office of the Secretary, U.S. Department of Labor (Winter 2008)

EXPERIENCE

DOXIMITY – *the largest professional medical network in the US, with over 70% of physicians as members*

San Francisco, CA
Summer 2017

Intern, Business Development and Operations

- Worked directly with co-founders and executive team to identify, assess and recommend new business and partnership opportunities within the startup's three verticals: Hospitals, Pharma and Talent Solutions. As a result, the company is pursuing two recommended acquisitions
- Led initiative to restructure sales and retention processes for Talent Solutions. Developed calculator to demonstrate ROI and value proposition for potential and existing clients
- Developed and proposed outreach/marketing strategy for new product targeting resident physicians to be launched in Fall 2017

KORN/FERRY INTERNATIONAL – *largest executive search and talent consulting firm 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

Research Associate, Healthcare Services

2012-2013

Firm-wide Accomplishments & Leadership

- Youngest Senior Associate in firm nationwide; received accelerated promotion, one year ahead of schedule. Managed over 60 engagements totaling over \$10M in revenue. Pitched to potential clients and won \$500,000 of new business in 2015-2016
- Led internal and client teams on executive searches for top universities and major healthcare companies, with repeat business rate of 77%. Key engagements: Dean, Yale School of Public Health; CEO, Baylor Genetics; and President, Healogics Inc.

Relationship Management

- Served as main point of contact and trusted advisor to clients. Managed due diligence, collected and analyzed data, conducted interviews with key stakeholders, recommended candidates, and negotiated offers on behalf of client
- Presented opportunities to and interviewed executives. Prepared candidates for client interviews and provided feedback
- Directed business development for 12 partners and executed average of 10 projects simultaneously: conducted market research, developed go-to-market strategy for each engagement, and identified potential candidates

Research and Analytics

- Developed outreach strategy for education clients seeking nontraditional executives. Improved candidate response rate by 60%
- Synthesized findings from client interviews and data to develop strategic objectives and corresponding critical competencies for executive positions. Assessed candidate pool against target criteria and presented high-potential candidates to clients
- Mapped organizational structures of target client companies and conducted compensation studies of relevant executive groups. Leveraged research to sell additional search work; projects resulted in 90% conversion rate

J. ROBERT SCOTT – *a global boutique executive search firm*

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 determine viability of searches

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

Philadelphia, PA

Co-Founder/Chief Operating and Business Officer

2013-2016

- Developed and presented business plan to investors and secured \$20K in seed funding – first year revenue exceeded \$100K
- Secured additional space to support expansion and extend additional service offerings due to client interest

ADDITIONAL INFORMATION

- **Alumni Activity:** Volunteer, Dartmouth College Fund; Regional Chair, Dartmouth Asian Pacific American Alumni Association
- **Interests:** Leading unofficial food club for Wharton MBAs, running, travel, mentoring high school students through local nonprofit
- **Languages:** Mandarin and Shanghainese (fluent), Cantonese and Spanish (conversational)

ALLISON E. TOMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA
2016-2018

- Joseph Wharton Fellowship Recipient
- Leadership: Health Care Major Advisor; Wharton Impact Investing Partners (Healthcare Sector Director & Recruitment Chair); 2018 Wharton Health Care Conference Co-Chair (Sponsorship Chair); active member of General Management & Finance Clubs

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
- Leadership: Women's Varsity Cross Country, Varsity Indoor Track, and Varsity Outdoor Track team member; 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

MEDTRONIC, INC. (CORPORATE STRATEGY)

Summer Associate, Emerging Markets Strategy

Minneapolis, MN
2017

- Led development of comprehensive product, services, and market strategies for integrated delivery systems in emerging markets
- Ideated, designed, and piloted time-driven activity-based costing solution for a large hospital system in Hyderabad, India to automate the identification of process efficiencies and cost saving opportunities across clinical pathways
- Formulated five-year plan for transforming costing platform into SaaS-based solution with \$1B+ global market opportunity

HEALTHSCAPE ADVISORS

Manager

Senior Consultant

Consultant

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

SELECT ENGAGEMENTS:

Guided Blue Cross plan in the strategic development 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

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

ADDITIONAL INFORMATION

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

DAVID WILKINSON

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management

Philadelphia, PA
2016-2018

- Healthcare Club, Digital Health Club, Design & Innovation Club, Technology Club, Welcome Committee, Soccer Club (Board member), and Public Speaking Club

WAKE FOREST UNIVERSITY

Bachelor of Science in Finance with a Minor in Spanish

Winston-Salem, NC
2006-2010

- Magna cum laude, Disher Scholarship. GPA: 3.7/4.0
- President & Captain, Club Soccer Team; Student Government Representative; Kappa Sigma Fraternity; Club Golf Team

EXPERIENCE

MEDTRONIC

Leadership Development Rotational Program Summer Associate Global Coronary Marketing

San Francisco, CA
2017

- Developed and presented coronary stent marketing campaign strategy for entry into \$410M segment of coronary artery disease market called chronic total occlusion (CTO)
- Built market sizing model and identified \$40M of potential market opportunity
- Crafted competitive advantage messaging for Medtronic coronary stent and CTO marketing campaign roadmap
- Collaborated with functional groups across Medtronic; conducted interviews with physicians to understand market needs

SENTINEL CAPITAL PARTNERS Middle market private equity firm managing \$2.6B in assets

Senior Associate

Associate

New York, NY
2014-2016
2012-2014

- Led all aspects of investment process including screening prospective transactions, managing internal deal teams and external advisors, negotiating legal documents, and securing debt financing
- Closed 22 leveraged buyout transactions, portfolio company sales and debt financing deals
- Presented and defended 250+ investment opportunities to investment committee
- Participated in Board of Directors meetings and key strategy discussions for portfolio companies
- Ran first-year associate training program; onboarded eight associates

Select Investment and Portfolio Management Experience

- IEP Technologies – \$80M carve-out and \$140M sale of worldwide leader in industrial explosion protection
 - Led corporate carve-out of four divisions from United Technologies across US and Europe
 - Worked with management team to penetrate two new industry verticals, expand operations into several new geographies
 - Sourced, diligenced, and negotiated letters of intent for two add-on acquisitions in England and Belgium
 - Spearheaded sale involving 100+ constituents to Swiss-based buyer without investment bank
- Marketplace Events – \$85M buyout of largest organizer of consumer home and garden shows in North America
 - Orchestrated acquisition of business in new industry vertical. Developed investment thesis and garnered firm support
 - Performed comprehensive due diligence and constructed numerous operating models
- Power Products – \$260M buyout of leading global electrical products supplier
 - Directed six-person deal team through due diligence, deal negotiation and deal execution
 - Coordinated divestiture of two non-core divisions to strategic buyer and negotiated debt recapitalization transaction
 - Led purchase of two add-on acquisitions and designed integration plan with VP of Operations

WELLS FARGO SECURITIES

Investment Banking Analyst Middle Market Investment Banking Group

Charlotte, NC
2010-2012

- Executed debt, equity, and M&A transactions, and competed for prospective investment banking mandates for middle market companies on three- to five-person teams across a range of industries
 - Sell-side advisor to Preferred Care Partners on sale to UnitedHealthcare

ADDITIONAL INFORMATION

- **Interests:** 9-handicap golfer, Minnesota sports fan, avid world traveler, skiing, non-fiction reading
- **Volunteer:** Wake on Wall Street, ALS Association of New York, Wells Fargo Outplacement Seminar

JANGHYUK YIM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Business Analytics

2016-2018

- Member of Wharton Tech Club, Entrepreneurship Club and Analytics Club
- Selected for Semester in San Francisco program, with fellowship; GMAT 730 (96th percentile)

SEOUL NATIONAL UNIVERSITY

Seoul, Korea

Master of Science in Electrical Engineering & Computer Science

2008-2010

- Emphasis in electro-medical engineering; Recipient of scholarship for three semesters
- Engineered video-based eye diagnosis device; tested on 10 patients and presented at a top-tier international conference

YONSEI UNIVERSITY

Seoul, Korea

Bachelor of Science in Electrical & Electronic Engineering

2004-2008

- Recipient of merit-based scholarship for four semesters; Awarded highest honors prize (top 1% in GPA) in 2004
- VP of finance for GLH, a volunteer club for young cancer patients at Yonsei Severance Hospital

EXPERIENCE

EPISOURCE

Gardena, CA

Product Management Intern

Summer 2017

- Spearheaded from concept to MVP development of healthcare data archiving and search tool; facilitated requirements gathering and established business planning, presented product roadmap to CEO and COO, and recommendation accepted
- Devised medical data analytics engine and services, and prototyped data validation analyzer; interpreted healthcare quality care data set from three data sources, built framework and formalized logic set using SQL and R

YINC (Subsidiary of Korean fintech startup raised USD 90 million of investment)

Seoul, Korea

Head of Business Development / Product Manager

2015-2016

- Orchestrated launch of equity-based crowd funding platform; accredited by the Korean government as one of first five companies, raised USD 300,000 of investment, and achieved 30+ media exposures
- Coordinated cross-functional team of five developers and three designers to build web-based system; initiated and implemented online service that connects individual investors and startups, within three months

SOLBORN INVESTMENT

Seoul, Korea

Korean venture capital focused on early-stage investments in tech-based startups

2013-2015

Investment Manager

- Executed full-scope investment of USD 2 million in mobile game startup, largest domestic investment within firm; discovered company, facilitated relationship with board members, and won in competition against four venture capitals
- Orchestrated investment of USD 8 million in leading Chinese e-shopping search portal, first international investment and largest investment in company history
- Boosted growth of 11 companies in portfolio, including medical device manufacturer and B2B software company; analyzed company data and future projection, delivered business network, resulting in 150% increase in valuation

EZCARETECH (Korean healthcare information solution company)

Seoul, Korea

Lead Software Engineer

2012-2013

Software Engineer

2010-2012

- Led team of seven developers to establish Electronic Document System in Korea Cancer Center, a specialized hospital for cancer with 500+ beds; reducing paper consumption by 30+%
- Developed core tools, including search engine and document editor, for Electronic Medical Record system operated by Seoul National University Hospital, third largest hospital in Korea; later exported to Saudi Arabian government at USD 70 million

ADDITIONAL INFORMATION

- **Technical Skills:** Advanced C Sharp, C++, Java, HTML, Javascript, Python, SQL and R
- **Languages:** Korean (native), Japanese (fluent, second grade JLPT)
- **Interests:** Kendo (Japanese fencing) first Dan holder, qualified scuba diver, avid traveler (23 countries)

QUINGAN ZHOU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management; GMAT: 740

2018

- Consultant, Global Health Volunteers, evaluated a Kenyan NGO's financial sustainability strategies and presented solutions
- Team Lead, Penn Center for Innovation Accelerator, assessed product-market fit via market analysis/stakeholder interviews
- Co-Chair, Wharton Health Care Business Conference; Team Captain, 1st place at Kellogg Healthcare Case Competition
- Nonprofit Board Fellow, served on Board of Directors of Carelink Community Support Services; Communications Fellow/TA; active member of Consulting, Health Care, and Digital Health Clubs
- Recipient of Lauren Bessette Fellowship for character and leadership

YALE UNIVERSITY

New Haven, CT

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

2011

- Selected for Directed Studies, an intensive interdisciplinary curriculum that accepts ~9% of each class

EXPERIENCE

UPMC ENTERPRISES (*VC and innovations arm of University of Pittsburgh Medical Center*)

Pittsburgh, PA

Product Management Summer Associate, Population Health; Community Service Chair

Summer 2017

- Created a business plan for a potential new product for a portfolio company focused on post-acute care telemedicine; presented recommendations to CEO on product launch strategies, which aimed to double the company's revenue
- Developed a new company thesis on supporting family caregivers: conducted >20 stakeholder interviews, analyzed current market needs and solutions, and collaborated with design researchers, software engineers and product managers

REGAL MEDICAL GROUP (*a full risk-bearing managed care group with over ½ million members*)

Northridge, CA

Chief of Staff & Assistant Administrator of Operations

2014 – 2016

Senior Project Manager, Office of the COO

2014

Project Specialist, Office of the COO

2013

- Managed 2 departments composed of 2 senior directors and 28 employees; revamped both departments' organizational structures and performance benchmarks, improving client satisfaction and employee productivity
- Oversaw company-wide initiatives with a senior leadership team of 22 executives by building consensus, determining execution strategy, and mediating disputes; resulted in increased effectiveness of intra-departmental communication and more efficient workflows for over 1,600 employees
- Requested and secured the responsibility to direct 14 departments to establish new processes and staffing needs for a new product line that resulted in 2% business growth; this infrastructure prepared a related product line for an 8% growth
- Assembled and led an ad hoc team of 9 executives to complete audits by 18 insurers and government agencies for 4 months; worked with COO to hire and train a permanent department of 6; prevented Regal from losing insurer contracts
- Convinced COO and 11 clinical executives to form an end-of-life care committee; led team to create an algorithm that identified members who could benefit from services; increased monthly end-of-life service utilization by 40%
- Identified and analyzed causes for high executive attrition; created individualized orientation programs by securing participation from 14 department heads; retained 10 of 11 executive hires since January 2014
- Launched company-wide Leadership University, which helped to promote 2 of the 16 selected participants

PROSTATE CANCER FOUNDATION (*PCF, a non-profit raising over \$660 million for research*)

Santa Monica, CA

Consultant, PCF China Initiative

2014

Leader, PCF China Initiative

2012 – 2013

Fellow, Social Entrepreneurship

2011

- Launched PCF's research initiative in China by managing relationships with 26 global institutes/over 200 stakeholders
- Directed a team of US and Chinese researchers to design 2 grant competitions, which provided \$525,000 to 5 Chinese scientists and were featured in Chinese media and WSJ; organized 6 international conferences in China

ADDITIONAL INFORMATION

- **Community Leadership:** BUILD Foundation – LA Associate Board Co-Chair, raised over \$63,000 for under-resourced youths (2016); Riordan Programs Alumni Association – VP of External Affairs, scaled 4 flagship programs
- **Languages:** Fluent Mandarin Chinese; intermediate Spanish; basic Korean
- **Interests:** Interval training, boxing, running, yoga, oil painting