

## Resume Packet

<b>NO.</b>	<b>STUDENT</b>	<b>GRAD DATE</b>
1	Agarwal, Animesh	May 2017
2	Almanaseer, Huda	May 2017
3	AuWerter, Alexander	May 2017
4	Belzer, Rachel	May 2017
5	Connor, Matthew	May 2017
6	Damania, Siddharth	Aug 2017
7	Dashputre, Vikram	May 2017
8	Dender, Allison	May 2017
9	Ewell, Kenneth	May 2017
10	Herman, Nathalie	May 2017
11	Holler, Brandon	May 2017
12	Hu, Yang	May 2017
13	Jain, Shubhra	Aug 2017
14	Jayakar, Amit	Aug 2017
15	Kornetzke, Aaron	May 2017
16	Kubo, Alexander	May 2017
17	Le, Lei	May 2017
18	Li, Xiangming	May 2017
19	Nambiar, Aseem	May 2017
20	Paixao de la rosa, Rafael	Aug 2017
21	Reddy, Srinidhi	Aug 2017
22	Reese, Jon	May 2017
23	Rizzo, Steven	May 2017
24	Roy, Riddhi	May 2017
25	Sen, Tanya	May 2017
26	Stratton, William	May 2017
27	Verma, Ankita	May 2017
28	Wyatt, Amanda	Aug 2017
29	Ye, Youran	Aug 2017
30	Yeung, Karen	May 2017

# ANIMESH AGARWAL

1837A Church St, San Francisco, CA 94131  
+1 267-945-3387 | aanimesh@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in healthcare management*

2015-2017

- Associate, Wharton Impact Investment Partners; Coordinator, India Global Immersion Program
- Member, Healthcare, Digital Health, PE/VC clubs
- Awarded Kaiser Family Foundation Fellowship

### UNIVERSITY OF TEXAS AT AUSTIN

Austin, TX

*Master of Science; Major in Biomedical Engineering (neuroscience, medical devices & imaging)*

2009-2011

- Published 3 peer-reviewed articles in Journal of Chemical Physics, Frontiers in Neuroscience & Physical Review Letters
- Elected Secretary, Indian Student Association with 200+ members

### INDIAN INSTITUTE OF TECHNOLOGY MADRAS

Chennai, India

*Bachelor of Technology and Master of Technology; Major in biotechnology*

2004-2009

- Received GE Foundation Scholarship (chosen from ~50,000 engineering students in India)
- Awarded DAAD (German Academic Exchange Service) Fellowship

## EXPERIENCE

### MEDTRONIC (Large medical device company with ~\$30b revenues and ~\$120b market cap)

Minneapolis, MN

**Summer Associate, Corporate Development**

2016

- Negotiated \$40m supply agreement for a JV with India's largest private health system
- Built and owned valuation model for a mid-size acquisition to fill product gap in Medtronic's legacy-Covidien business
- Developed an acquisition-based strategy for Medtronic's entry into renal care services business in emerging markets
  - Participated in high-level management meetings, incl. with CEO, Omar Ishrak, to gain approval to implement this strategy

### VENTUREAST VENTURE CAPITAL (Life sciences venture capital firm with ~\$300m AUM)

Hyderabad, India

**Investment Analyst**

2011-2015

- Developed investment thesis in healthcare diagnostics, waste management, digital health and telemedicine through detailed sector studies, generating ~70 of ~700 deals received each year
- Evaluated ~200 life sciences investment deals; conducted initial due diligence on ~40 deals, detailed due diligence on 10 deals; pitched four deals to investment committee
- Executed exit from biopharma company through sale of listed stock on NASDAQ; developed exit strategy weighing chances of drug failure; supervised summer intern on discovering share price trends for single product pharma companies in the aftermath of Phase III pivotal trial failure
- Executed profitable exit from biotech company through sale of listed stock on the Swiss Stock Exchange
  - Developed exit strategy; appointed and managed investment banker; prepared documentation
- Appointed investment banker to raise \$5m follow-on funding from strategic pharma investor for portfolio company with novel drug delivery mechanism to treat radiation therapy side effects in head and neck cancer patients
- Invested \$4m in world's first non-invasive diabetes diagnostics company
  - Studied diagnostics technology space through interactions with industry specialists
  - Mentored new Analyst in financial modeling and internet research
  - Conducted technical, financial and legal due diligence; negotiated investment terms
  - Recognized potential to enrich the Board with knowledge of local manufacturing processes; provided financial know-how and negotiation support to company to help raise additional \$1m from Indian angel investor
- Analyzed various financial projection scenarios for follow-on investment of \$2m in an enzymes manufacturer
- Devised leveraged expansion strategy for super-specialty clinic chain (portfolio company) to reduce funding requirement from \$30m to \$10m; prepared investment memorandum and financial model to raise \$10m from top healthcare investment fund

## ADDITIONAL INFORMATION

- **Interests:** Exotic number series and their application in unsolved mathematical puzzles; Mountain hiking and camping
- Do not require visa sponsorship for work authorization in United States

# HUDA ALMANASEER

2101 Chestnut St #723  
Philadelphia, PA 19103  
847-571-4380  
halma@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA  
2015-2017

- Awarded Joseph Wharton Fellowship and Healthcare Kaiser Fellowship in recognition of professional and academic achievements
- Member of Middle East & North Africa Club (President), Health Care Club, Wharton Charity Fashion Show, Wharton Women in Business, Digital Health Club, General Management Club
- Global Consulting Practicum: Developed recommendations for improving cancer treatment facilities in Ghana and Senegal
- GMAT: 750 (98<sup>th</sup> Percentile)

### NORTHWESTERN UNIVERSITY

*Bachelor of Arts in Psychology, Minor in Business Institutions, Certificate in Integrated Marketing*

Evanston, IL  
2007-2011

- Study Abroad at Arcadia Center for Hellenic, Mediterranean, and Balkan Studies (Athens, Greece)

## EXPERIENCE

### MCKINSEY & COMPANY

*Summer Senior Implementation Coach*

Chicago, IL  
May-June 2016

- Developed benchmarking standards for adult and pediatric health quality metrics used in a value-based care program
- Created dashboard templates in Tableau Software used for calculating healthcare cost-savings based on quality improvements

### NORTHWESTERN MEMORIAL HOSPITAL

*Operations and Performance Analyst*

Chicago, IL  
2014-2015

- Led development of \$170M FY15 and \$190M FY16 Patient Care budgets and constructed dynamic staffing budget workbooks utilized by front-line managers to make daily nursing staffing decisions for inpatient units
- Managed Nurse and Technician staffing for 39 units / ~1000 FTEs and made hiring recommendations to Associate Chief Nurse based on analysis of volume fluctuations and turnover to ensure units are properly staffed and under budget
- Designed and launched pilot for an innovative RN float pool program that allocates nurses of each unit into a more flexible multi-specialty team

### CANCER TREATMENT CENTERS OF AMERICA (CTCA)

*Decision Support Analyst, Finance*

Schaumburg, IL  
2013-2014

- Created interactive departmental performance dashboards in Qlikview business intelligence tool for executive leadership, including a 5-hospital physician revenue dashboard
- Quantified financial impact of recent implementation of a surgery supplies project in conjunction with Revenue Cycle
- Developed utilization models, reimbursement trends, and denial rates for a set of genomic tests implemented to help mold a personalized treatment plan for patients

### Management Fellowship Rotational Program

2011-2013

- Selected from 400 candidates for 6-person accelerated leadership development program consisting of rotations in core healthcare business functions across hospitals (Philadelphia, Phoenix, Atlanta, Chicago locations) and departments including CEO, Strategy, Operations, Business Development, Finance, and Talent
- Led executive strategy session to explore and concretize growth opportunities based on 5-year patient volume forecast model I established for the hospital
- Prepared final statements required to close books for physician group; Further built cost accounting system by assigning Relative Value Units (RVU) to new procedures

## ADDITIONAL INFORMATION

- **Internships:** Marketing Research Assistant, Kellogg School of Management; AMA Foundation Intern, American Medical Association; Development Intern, Citizens United for Research in Epilepsy (CURE)
- **Languages:** Native speaker of Arabic, Conversational in Spanish
- **Technical Skills:** Qlikview Dashboard Modeling, Kronos Labor Analytics, Cognos Budgeting, Lawson Budgeting, AllScripts EPSi & AMPFM, MedAssets XDM Denial Management & CDM Master, Microsoft Products, SPSS, DonorPerfect
- **Interests:** Yoga and Wellness Club, Ski Club, Boxing Club, Traveling, Piano, Surfing

# ALEXANDER "TOBY" AUWERTER

2027 Arch St. Apt 301 • Philadelphia, PA 19103 • (440) 781-6594 • auwerter@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Healthcare Management and Finance*

2015-2017

- Awarded Kaiser Fellowship and H.O West Scholarship for exceptional professional, academic, and personal achievement
- President, Wharton Health Care Club: 200+ membership of healthcare professionals
- President, Penn Biotech Group: PBG is a student run strategic consulting organization serving clients in biotechnology and medical devices with 200+ members across PhD, Masters, and MD programs at UPenn
- Director (2016), Project Leader (2015), PBG: Led team of five PhD candidates to build industry overview of microbiome space and evaluate leading companies as PL; oversaw two projects and managed project leaders as Director
- Active member: PBG, WHCC, Executive Coaching and Feedback Program, Consulting club, Golf club, Brewmaster's Guild
- GMAT: 770 (99<sup>th</sup> percentile)

### DUKE UNIVERSITY, PRATT SCHOOL OF ENGINEERING

Durham, NC

*Bachelor of Science in Engineering; Major in Biomedical Engineering, Minor in Economics*

2005 - 2009

- Cumulative GPA: 3.61; Dean's List 5 of 8 semesters; Study abroad at University of Queensland, Brisbane, Australia

## EXPERIENCE

### DELOITTE CONSULTING

Philadelphia, PA

Summer Associate

Summer 2016

- Managed the creation of a new, enterprise-wide R&D organization at a leading global biopharmaceutical company (market cap >\$150B) along with project leadership team; total value created by the project is estimated at over \$400M annually
- Led workstream to define vision for operating model, organization design, and guiding principles for new organization; final deliverable was approved by project Partner and Deloitte Life Sciences industry specialist
- Synthesized industry wide assessment of key capabilities, current strengths/weaknesses, and future trends for multiple functions within biopharma R&D based on interviews with subject matter experts and key project stakeholders; assessment allowed client to identify gaps b/w their R&D practices and industry best practices

### JUVENTAS THERAPEUTICS

Cleveland, OH

Manager, Field Clinical Operations (2014-15) & Field Clinical Engineer (2012-14)

2012 - 2015

*Juventas is a clinical stage, venture backed biotech company developing novel, non-viral gene therapies for the treatment of Heart Failure (HF), Peripheral Artery Disease (PAD), and Wound Healing*

- Led clinical development activities including trial protocol and procedure design efforts for Phase II HF and PAD trials, including patient population selection and endpoint design
- Pioneered analytics system to track and project clinical trial enrollment and persuaded CEO to change enrollment strategy, cutting trial enrollment time by ~45%; system is now the backbone for Juventas' timelines and clinical development strategy
- Developed cost effectiveness model, pricing and evidence generation strategy, and reimbursement framework for JVS-100 gene therapy; CEO adopted each as primary plan for commercializing JVS-100
- Oversaw daily operations for national 20-center Phase II HF trials treating over 160 patients; managed physicians and clinical engineer team on first-in-man procedure delivering gene therapy to the heart
- Created and managed competitive intelligence program after approaching Senior VP of Business Development, leading weekly updates to educate executive team
- Led creation of 100-page core product development strategy document; now primary source for potential investors / partners
- Evaluated and created statistical analysis plans for two trials; provided primary data analysis for three Phase II trials

### ST. JUDE MEDICAL

New York, NY

Senior Technical Service Specialist (2011-12), EP-TSS (2010-11), & EP Field Intern (2009-10)

2009 - 2012

- Increased St. Jude volume at NY Presbyterian Cornell from ~25 procedures/year to ~250/year. Boosted sales over 300% at account, making it 3rd largest account in NY. First to be awarded sales commission in training class of 24 hires
- Operated St. Jude's cardiac mapping system to support full range of cardiac ablation procedures daily; completed 18-month training on SJM's entire electrophysiology and cardiac rhythm management product lines in 15 months
- Awarded AMS Team Selling Award (2010), a company-wide, national sales award for exceptional account growth

## ADDITIONAL EXPERIENCE

- **Community Involvement:** Founding member of Rainbow Babies and Children's Foundation Associate Board (2014-2015); Recruitment Campaign Co-Chair (2014) and Investment Team Leader (2013) for Social Venture Partners
- **Certifications:** International Board of Heart Rhythm Examiners Cardiac EP (2011) and Cardiac Devices (2011)
- **Interests:** Tennis (#1 singles player for national qualifying USTA 5.0 team, 2011), fitness, podcasts

# RACHEL BELZER

858-922-2983 | Rachel.Belzer.wg17@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2015-2017

- **Honors:** Awarded the Diane and Robert Levy Fellowship for outstanding academic and professional accomplishments; First year honors (top 20% of class)
- **Leadership:** Omnicom Fellow, Admissions Fellow, VP of Startup Weekend Health Philadelphia 2016 for Digital Health Club, VP of Communications for Wharton FC, P3 Facilitator
- **Active member:** Digital Health Club, Health Care Club, Tech Club, Wharton Football Club (FC), Wildmen Hockey, Wharton Latin American Student Association (WHALASA)

### DUKE UNIVERSITY

Durham, NC

*Bachelor of Science in Engineering; Major in Biomedical Engineering, Minor in Mathematics*

2007-2011

- **Senior Design Project:** Designed and developed an assistive device to allow a client with Cerebral Palsy to play the guitar
- **Techtronics Booster Club, After-School Teacher:** Taught 16 middle school students engineering concepts through hands-on experiences (e.g., creating a circuit to amplify music from an iPod)
- **Sydney University, Semester Abroad Fall 2009:** Designed a prosthetic hip implant and business plan to bring to market
- Duke University Field Hockey (Vice President and Co-Captain) & Pi Beta Phi (Vice President of Fraternity Development)

## EXPERIENCE

### SEATTLE GENETICS

Seattle, WA

**MBA Intern, Market Planning & Analytics**

Summer 2016

- Developed and prioritized a lifecycle plan for a pipeline antibody drug conjugate (ADC) to capture over 100,000 new patients based on a quantitative analysis of commercial attractiveness and ease of development for 17 potential opportunities
- Presented recommendations to entire commercial organization including the EVP of Commercial and the VP of Marketing
- Built an automated P&L template to evaluate potential products to be developed internally or acquired externally

### DELOITTE CONSULTING

Seattle, WA

**Business Technology Analyst, Technology Practice**

2011-2013

**Consultant, Technology Practice**

2013-2015

- Promoted from Business Technology Analyst (BTA) in 2013 with highest possible rating at year-end evaluation

### Select Project Experience

#### ***Digital Strategy Consultant for a Consortium of three Credit Unions***

- Coordinated and facilitated two-day ideation session with all three credit unions, producing over 150 new ideas for business and technology initiatives for mobile, web, and social channels
- Crafted three-year roadmap of digital initiatives, providing steps to implement and sequenced timelines

#### ***Digital Messaging Product Manager for a Pharmacy Client***

- Constructed business case for moving customer communications from mailed letters to email, text, and IVR, decreasing mailing costs by \$1.2 million annually and improving customer experience
- Led project to create consistent order status messaging across web and email for mail order pharmacy, increasing customer awareness and decreasing calls to call center by over 7,000 calls per year

#### ***Intake Process Design Consultant for a Healthcare Provider Client***

- Redesigned processes for intake of projects in the healthcare analytics group to efficiently manage project pipeline
- Created automated capacity reports that reduced weekly effort for capacity planning by 75%

#### ***Customer Master Data Analyst for a Life Sciences Client***

- Developed customer data model, allowing client to master customer data for improved sales and marketing
- Delivered detailed implementation roadmap, including technical implementation strategy, data governance roll out plan, and overall key dates and milestones for the customer data management program

## ADDITIONAL INFORMATION

- **Interests:** Playing Soccer (member of Deloitte USA Women's Soccer Team, gold medal at 2014 Deloitte Prague Cup), International Travel (33 countries and counting!), Seattle Seahawks Football (attended both 2015 playoff games in Seattle), California Burritos (especially from Roberto's in San Diego), Digital Health, Biotech
- **Languages:** Fluent in Spanish and Hebrew
- **Programming Languages:** MATLAB, R, and basic SQL and Javascript

# MATTHEW J. CONNOR

1 Creek Park Drive  
Portola Valley, CA 94028  
650-796-0312

[mattcon@wharton.upenn.edu](mailto:mattcon@wharton.upenn.edu)

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Statistics and Business Analytics*

2015-2017

- Directors List Fall 2015 and Spring 2016 (awarded to students with GPA in top 10% of class)
- First Year Honors (top 20% of class)
- Selected as 2016-17 Teaching Assistant for Statistics 701 Modern Data Mining (Prof Linda Zhao) and Statistics 776 Applied Probability Models in Marketing (Prof Peter Fader)
- Presented at Wharton People Analytics Conference, team awarded third prize of more than 100 entrants in case competition for use of probabilistic models to forecast retention at Doctors Without Borders
- Selected as Omnicom Fellow (teaching assistant) to help students become better public speakers
- Member of Data and Analytics Club, Investment Management Club, and Entrepreneurship Club

### PRINCETON UNIVERSITY, SCHOOL OF ENGINEERING AND APPLIED SCIENCE

Princeton, NJ

*BSE, cum laude, Operations Research and Financial Engineering*

2007-2011

- Honors graduate in Operations Research and Financial Engineering, an applied mathematics program in stochastic analysis and optimization modeling; sample courses include Probability and Stochastic Systems, Optimization Under Uncertainty, Regression and Applied Time Series Analysis, Stochastic Calculus, and Optimal Learning Systems
- Awarded Honorary Membership in Sigma Xi (National Scientific Research Society) for senior thesis research paper entitled "Option Pricing with Momentum and Mean Reversion"

## EXPERIENCE

### MAKENA CAPITAL

Menlo Park, CA

*Analyst/Associate*

2011-2015

- Designed and implemented quantitative asset allocation framework for decision making with stochastic outcomes based on Monte Carlo simulations, stress tests, regressions, risk metrics, performance attribution, and optimizations
- Proposed numerous investments designed to align portfolio with risk targets including call option proposal to increase upside potential of portfolio as well as currency and put option programs designed to minimized portfolio volatility and downside. Program generated >\$100M in 2014-2015
- Lead analyst for client consulting projects in South Africa, London, and Australia. Performed analysis and worked with team to develop asset allocation strategy for key outsourced clients

## PERSONAL ACHIEVEMENTS

### iAbetics

2009

- Designed care-management system for Type 1 diabetics, integrating mobile data collection (iPhone app) with web-based database and analytics
- Awarded second place in 2009 CIMIT Prize for Primary Healthcare sponsored by CIMIT, a national competition with 78 teams from 44 universities; 8 of 10 prize finalists were teams led by PhD candidates
- Published article in Journal of Diabetes Science and Technology outlining information engineering approach for type I diabetes care system

## ADDITIONAL INFORMATION

- *Team Building, Leadership, and Interests:* Captain of 2011 Ivy League Champion Baseball team. Awarded Kafer Trophy for outstanding character and leadership as a senior. Completed 2013 Ironman 70.3 California. Completed Ironman Arizona 2014 and finished in top 30 at 2014 HITS National Triathlon Championship
- *Skills:* R (statistical computing); MATLAB; in-depth experience with MS Excel including VBA; Basic familiarity with JAVA, HTML/CSS, PHP/MySQL
- *Scores:* GRE: Math 169 Verbal 162 (GMAT equivalent = 750, 98<sup>th</sup> percentile) SAT: Math 790 Verbal 720 Writing 770 SAT II: Math II 800, US History 750

# SIDDHARTH DAMANIA

2021 Chestnut Street #609 | Philadelphia, PA 19103  
763-843-4787 | sdamania@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2015 – 2017

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

### STANFORD UNIVERSITY

Stanford, CA

*Master of Arts in Public Policy*

2011 – 2012

*Bachelor of Arts in Economics*

2008 – 2012

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

## EXPERIENCE

### MEDTRONIC, PLC (DIABETES GROUP)

Minneapolis, MN

*Summer Associate, Business Development & Strategy*

Summer 2016

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

### OLIVER WYMAN

New York, NY

*Associate*

2015

*Senior Consultant*

2014

*Consultant*

2012– 2013

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

*Business Analysis & Strategic Insight*

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

*Health Innovation & Multi-Stakeholder Transformation*

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

*Organizational & Operational Improvement*

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

### SPIRITUAL NUTRIENTS (Family-owned natural products business)

Minneapolis, MN

*Operations & Business Development Consultant*

2012 – 2015

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

## ADDITIONAL INFORMATION

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

# VIKRAM A. DASHPUTRE

225 S. 18<sup>th</sup> Street, Apt. 401

Philadelphia, PA 19103

910-232-1514

[vikramd@wharton.upenn.edu](mailto:vikramd@wharton.upenn.edu)

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA

2015-2017

- First-Year Honors, recipient of Kaiser Family Foundation Grant
- Member of Wharton's Healthcare Club, Digital Health Club, Politics & Public Policy Club

### THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

*Bachelor of Science in Business Administration; Concentration in Finance*

Chapel Hill, NC

2006-2010

- GPA: 3.84 / 4.00; earned BSBA with Highest Distinction
- Morehead-Cain Scholar: full merit scholarship based on leadership, academic achievement, and public service

## EXPERIENCE

### DAVITA HEALTHCARE PARTNERS

Summer Associate, Integrated Care Partnerships

Denver, CO

2016

- Led development of business case for risk-based partnerships with payors and providers managing small dialysis populations; conducted needs assessment for potential partners, including Medicare ACOs and regional health plans
- Proposed strategy to manage risk internally by building actuarial model, simulating distribution of potential outcomes, and recommending specific payment structures and partnership types to pursue

### ENHANCED EQUITY FUNDS

Private Equity Associate

New York, NY

2013-2015

- Collaborated with five functional areas of a loss-making clinical laboratory portfolio company to produce a detailed liquidity forecast, operating budget, and multi-phase cost savings plan establishing a path to profitability
- Executed roll-up strategy for \$80MM national pain management practice by coordinating due diligence, deal execution, and refinancing processes related to add-on acquisitions
- Assessed new investment opportunities in the hospitalist, radiology, and home care industries, by generating financial projections, evaluating market opportunities, and analyzing business models, ultimately resulting in three executed LOIs

### NEWYORK-PRESBYTERIAN MORGAN STANLEY CHILDREN'S HOSPITAL

Analyst, Morgan Stanley Ambassador Program

New York, NY

2012-2013

- Selected through competitive process as only individual across multiple divisions within Morgan Stanley to be loaned for a full year of service to NewYork-Presbyterian Hospital
- Managed project to design a standardized clinical pathway for pediatric asthma patients across two inpatient facilities at NewYork-Presbyterian Hospital with a goal of decreasing treatment variation and optimizing resource utilization
- Led committee to improve patient throughput and created dashboards to monitor hand-off issues, turnaround time, and best-practice compliance as part of system-wide efforts to reduce length of stay and improve coordination across departments

### MORGAN STANLEY

Analyst, Healthcare Investment Banking Group

New York, NY

2010-2012

- Ranked as one of two top performing analysts across entire healthcare group for two years in a row based on technical skills, project management, communication, judgement, and leadership
- Developed financial models to assess corporate valuation, calculate financial impact, and determine ability to raise and repay debt during the M&A advisory process for Alkermes in its \$1Bn merger with Elan Drug Technologies and related financing
- Designed analytical framework to be used as a basis for transaction negotiation and led due diligence conversations between management teams in Sigma-Aldrich's \$350MM acquisition of BioReliance Corporation

## ADDITIONAL INFORMATION

- **Interests:** Travel, mindfulness techniques, foreign policy, and international cuisine
- **Other:** Fluent in Marathi; proficient in Spanish; previously held U.S. State Department Secret Security Clearance



# ALLISON DENDER

226 West Rittenhouse Square, Apartment 2714 Philadelphia, PA 19103  
516-660-0216 | [dendera@wharton.upenn.edu](mailto:dendera@wharton.upenn.edu)

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA  
2015-2017

#### *Master of Business Administration Candidate; Major in Healthcare Management*

- Directors List (top 10% of Class), First Year Honors, Wharton Fellowship Recipient
- President, Private Equity & Venture Capital Club; Member, Healthcare and Tennis Clubs; Field Application Project Consultant, Docent Health

### WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL

St. Louis, MO  
2006-2010

Simultaneously earned Graduate and Undergraduate degrees in 4 years: Combined GPA: 3.8/4.0

#### *Master of Science in Finance*

- Charles F. Knight Scholar (Distinction awarded to the top three graduate students); Beta Gamma Sigma

#### *Bachelor of Science in Business Administration, Majors in Finance and International Business, Minor in Spanish, magna cum laude*

- Scholarship Recipient; President, Alpha Kappa Psi Business Fraternity
- Captain, Women's Varsity Tennis – Nationally ranked #14 in NCAA Division III

## EXPERIENCE

### COMMUNITY VETERINARY PARTNERS *Portfolio company of Cortec Group, a \$1.1 billion fund* MBA Intern and Board Observer

Philadelphia, PA  
Summer 2016

- Analyzed opportunities for operational improvement across 21 hospitals for President / COO and CFO
- Motivated practice managers to implement price increases that add \$500,000 of annual revenue

### SENTINEL CAPITAL PARTNERS *Middle market private equity firm investing a \$1.3 billion fund* Senior Associate

New York, NY  
2012-2015

- Promoted from Associate; evaluated 200+ investment opportunities; defended recommendations to partnership; monitored the development of portfolio companies including financial reporting, acquisitions, organizational structure, executive recruiting, and corporate strategy; Board Observer of four portfolio companies
  - Developed fund level annual investor meeting presentations, working directly with the Managing Partner
- #### *Select Investment and Portfolio Management Experience*
- Hospice Advantage (sold to Hospice Compassus) – Leveraged buyout of a regional hospice care provider
    - Played leading role in financial, accounting, industry, reimbursement, and regulatory diligence to model and analyze the impact of future payment reform, and prepared investment recommendation leading to successful acquisition
    - Executed roll-up investment thesis by leading analysis, negotiations, and execution of 13 add-on acquisitions
  - Corporate Visions – Leveraged buyout of a provider of marketing and sales enablement solutions
    - Analyzed complex financial accounting changes and developed pro forma financials
    - Managed an Associate and third party consultants to execute leveraged buyout transaction
  - North American Rescue – Provider of trauma-medical equipment to the military and first responder markets
    - Executed successful sale to Blue Wolf Capital
  - Critical Solutions International – Provider of IED-detection vehicles
    - Created management incentive structure to align management and investor incentives
    - Sourced letters of credit and developed cash flow analysis; won \$74 million international contract

### PIPER JAFFRAY & CO.

New York, NY  
2010-2012

#### *Investment Banking Analyst Industrial Growth and Financial Sponsors Investment Banking Groups*

- Received Associate promotion offer; accumulated extensive transaction experience including LBOs, mergers, acquisitions, equity and debt offerings
- Sell-side advisor to Petrochoice (portfolio company of KRG Capital Partners) on sale to Greenbriar Equity Group
- Assisted with start-up of the Industrial Technology practice by creating industry materials and sourcing new clients

### GOLDMAN SACHS

New York, NY / London, UK  
Summer 2009  
Fall 2008

#### *Summer Analyst Bank Debt Portfolio Group*

#### *Credit Analyst/Intern Credit Risk Management and Advisory (Finance Division)*

## ADDITIONAL INFORMATION

- Founder of TactSense – Provider of sensory stimulation products for dementia patients
- **Community Leadership:** Youth, Inc. (venture philanthropy) Junior Board Executive Co-Chair, Fiver Children's Foundation Junior Board, Alzheimer's Association Junior Board, Women's Investor Network
- **Interests:** tennis, running, cooking, travel

# KENNETH W. EWELL

1728 Spruce Street, Apartment 1F, Philadelphia, PA 19103  
609-471-0923 | kewell@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*M.B.A. Candidate; Majors in Health Care Management and Organizational Effectiveness*

Philadelphia, PA  
2015-2017

- Leadership Fellow; Nonprofit Board Fellow (Cristo Rey Philadelphia); Omnicom Communication Fellow
- Member of General Management Club, Health Care Club, PE/VC Club, Food Club, Wine Club
- GMAT: 760 (99<sup>th</sup> percentile)

### PRINCETON UNIVERSITY

*Bachelor of Arts, Economics*

Princeton, NJ  
2005-2009

- Senior Thesis: *The Top 10% and Economic Growth in America, 1929-2006*
- Men's Varsity Lightweight Crew (2005-2009); VP, Princeton Pre-Business Society (2007-2009)

## EXPERIENCE

### MEDTRONIC

**Leadership Development Rotational Program (LDRP) Intern, Diagnostics**

Minneapolis, MN  
June-Aug. 2016

- Identified and presented business case opportunity to division General Manager for entry into new \$120M+ market for LINQ, an implantable remote patient monitor; initiated pilot study discussion with large hospital; recommended next steps
- Analyzed economic value case using payer dataset; identified up to \$12M in system savings achievable within 5 years
- Collaborated with functional groups across Medtronic; sourced and conducted interviews with 6 leading surgeons to understand status quo and market needs; commissioned and managed qualitative market research study with \$40K budget
- Received highest rating from direct manager (5/5)

### QUVAT CAPITAL PARTNERS

**Junior Associate**

**Senior Analyst**

Singapore; Jakarta, Indonesia  
2014-2015  
2013-2014

- Evaluated and managed emerging markets investments; managed and led exits for \$500M Indonesian private equity fund
- Reported directly to founder & CEO, who currently serves as Indonesia's trade minister
- Led individuals and cross-cultural teams in major transactions, including \$100M IPO of Indonesian cinema chain operator Blitztheater in partnership with Korean conglomerate co-investor, and sale of King Koil Shanghai to CITIC Capital Partners
- Initiated and led training and mentorship program for 12+ junior analysts; named Head of Training by CEO

### IMPACT INVESTMENT EXCHANGE

**Social and Financial Analyst Intern**

Singapore  
Oct. 2012-Dec. 2012

- Partnered with social entrepreneur to build operating model for Sun-eee, a clean energy company, leading to \$450K capital raise and electricity provided to 9,100 Cambodian families for the first time; received full-time offer at end of internship

### PRINCETON IN ASIA

**Fellow**

Manila, Philippines  
2011-2012

- Selected by Princeton University's 118-year-old service fellowship organization to lead non-profit initiatives in Manila
- Provided leadership and support for Kearny Alliance (export-led job creation) and Called to Rescue (anti-child trafficking)
- Designed application-based program to create bottom-of-the-pyramid jobs through ongoing marketing and support to a portfolio of local entrepreneurs; presented to Kearny Alliance Executive Director
- Led first fundraising for Kearny Alliance scholarship program, funding 25% of an int'l trade-focused MBA scholarship

### J.P. MORGAN SECURITIES, LLC

**Analyst, Healthcare Investment Banking**

New York, NY  
2009-2011

- Closed transactions including Epocrates \$86M IPO, sale of mtm laboratories to Roche for \$260M; served on buy-side for \$1.2B high-growth medical technology company and sell-side for \$250M revenue cycle management company
- Selected to coordinate Princeton recruiting events; consolidated, tracked, and managed feedback on all analyst candidates

## ADDITIONAL INFORMATION

- **Volunteer Work:** Youngest member of 7-person investment committee for Sovereign's Capital, a multiple-bottom-line emerging markets investment fund (June 2013-June 2015); founder of Inklings Singapore, a 35+ member community focused on values-driven market transformation (est. Apr. 2014)
- **Interests:** Road biking, rowing, scuba diving (Advanced Adventure certification), traveling, and C.S. Lewis

# NATHALIE HERMAN

201 S. 18<sup>th</sup> Street  
Philadelphia, PA 19103  
415-350-3341  
naherman@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2015-2017

- Active member of Women in Business, Health Care, Digital Health, Consulting, Golf, and Ski Clubs
- Board Member, Health Care Club Social Media & Communications; Board Member, Consulting Club Member Education
- Awarded Kaiser Fellowship for exceptional professional, academic, and personal accomplishments

### WELLESLEY COLLEGE

Wellesley, MA

*Bachelor of Arts, Major in Economics and French*

2007-2011

## EXPERIENCE

### LEK CONSULTING

Los Angeles, CA

*Summer Consultant*

Summer 2016

- Collaborated with blood-based cancer diagnostic company to develop short and long-term U.S. biopharmaceutical partnership strategy; identified and prioritized top biopharmaceuticals for \$100M+ collaboration; outlined diagnostic company value proposition and created pitch deck for discussion
- Performed due diligence on regulatory lab testing company with \$30M revenue; conducted 15-20 key opinion leader and customer interviews; identified and quantified five revenue and three cost-based synergies yielding an additional ~75% in revenue and ~10% in cost savings; developed purchase recommendation to support acquisition

### THE AMUNDSEN GROUP, AN IMS HEALTH COMPANY

San Francisco, CA/Boston, MA

*Formerly The Amundsen Group, Inc.*

*Consultant*

2013-2015

*Associate Consultant*

2011-2013

- Collaborated with top 10 large pharmaceutical companies to develop and implement revenue maximizing strategies by quantifying patient and/or payer behavior at a wide range of price points in specific disease areas
- Designed physician and payer market research surveys and interview guides to understand physician prescribing and payer coverage for pre-launch high cost specialty drugs; conducted physician and payer interviews; synthesized and extracted insights from research data; developed optimal launch strategies based on healthcare market landscape
- Led client team with yearly revenue of \$1M through data transition during the IMS Health acquisition, contributing to key internal Amundsen data analytics IP
- Collaborated with project teams of two to six people to build Excel models forecasting net revenue and market share for clients to understand the driving factors of brand growth
- Delivered client site presentations outlining optimal launch strategies, contracting recommendations between the drug manufacturer and payers, and patent loss trajectories
- Managed one to three analysts and led project work streams; mentored and developed junior associates' analytical skill sets by developing a standard training module for on-boarding new hires detailing to use of internal and external data sources

## ADDITIONAL INFORMATION

**Languages:** Fluent in Czech and French

**Positions:** Wellesley College Alumni Interviewer, Wellesley College Club of Northern California

**Software:** SQL, Tableau, VBA, SAS, Tactician

**Interests:** Coding, tennis, yoga, food and wine documentaries, Nora Ephron movies

# BRANDON M. HOLLER

259 S Van Pelt St  
Philadelphia, PA 19103  
612-387-6447  
bholler@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA  
2015-2017

- Leadership Fellow
- Member of Health Care Club, Digital Health Club, Wharton Rugby Football Club, Wine Club, Dance Studio
- Managing Editor of “*The Pulse*” publication for the Wharton Health Care Business Conference

### NORTHWESTERN UNIVERSITY

*Bachelor of Science in Industrial Engineering and Economics*

Evanston, IL  
2004-2008

- Active in New Student Orientation, Sigma Chi Fraternity, Intramural Volleyball Captain
- Derby Days Chairman in charge of week long student led events to raise funds for Chicago Children’s Hospital

## EXPERIENCE

### QUARTET HEALTH

**Business Development Summer MBA Intern**

New York, NY  
Summer 2016

- Developed economic model to quantify the value proposition to hospitals and health systems operating in fee-for-service reimbursement environments and proactively addressing transition to value-based reimbursement arrangements.
- Supported multiple sales campaigns developing messaging, economic models, and engaging with potential customers.
- Performed scan of adjacent digital health companies and prioritized potential partnerships to augment core capabilities.

### HEALTHSCAPE ADVISORS

**Manager**

**Senior Consultant**

Chicago, IL  
2014-2015  
2011-2014

- Performed behavioral health transition strategy including capability assessment, evaluation of vendor solutions, contract development and negotiations securing over \$90M in savings from baseline over 3 years.
- Managed the 18-month large scale business transition implementation of new behavioral health vendor through project lifecycle including business requirement development, oversight of technical and business solution development, and a testing and readiness assessment ensuring a successful go live.
- Led 5-person analyst team through customization of Payer Risk Adjustment Analytics across 4 regional business units of \$52B multi-state health plan. Developed a portfolio of customized strategic intervention action plans for each business unit to improve risk measurement of enrollee population in preparation for poster-reform (ACA) operations.

### FTI CONSULTING, HEALTHCARE PRACTICE

**Senior Consultant**

**Consultant**

Chicago, IL  
2011-2011  
2008 - 2010

- Led analytical development of innovative new Clinical Effectiveness service offering using comparative statistical analysis and data visualization to identify physician variation and track financial and clinical impact of process redesign initiatives.
- Performed comparative statistical analysis of physician clinical effectiveness identifying \$24M in cost savings. Co-led 15-member cross-functional process redesign team to improve cost efficient care of lower joint knee and hip replacement surgeries.
- Conducted due diligence for service line alignment for \$230M academic level 1 trauma center. Performed profitability analysis, market sizing, growth opportunity identification and cost reduction strategies. Contributed to proposed strategic plan for realignment with capital invested in orthopedic and cancer service lines with projected ROI of 7x over 15 years.

## ADDITIONAL INFORMATION

- **Interests:** Member of Wharton Rugby Football Club, Assisted with annual rugby tournament as first year
- **HealthScape Advisors Center for Operations:** Volunteered for internal Center for Operations while maintaining leadership position with a long term client implementation resulting in firm recognition for “Living Our Values.”
- **Enroll America Volunteer:** Participated in “Get Covered America” campaign helping uninsured low-income individuals get access to health benefits

## YANG HU

201 S 18<sup>th</sup> St Apt 1204, Philadelphia, PA 19103  
281-907-3891  
yanghu@wharton.upenn.edu

### EDUCATION

#### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2015-2017

- Awarded Joseph Wharton Fellowship and Kaiser Fellowship for outstanding academic and professional accomplishments
- Co-Chair of the Student Admissions Program; Vice President of the Wharton Global Health Volunteers Club
- Member of Wharton Health Care Club, Social Impact Club, and Greater China Club
- Project Manager of a Field Application Project consulting for a San Francisco-based telemedicine startup on growth strategy

#### UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Bachelor of Arts, Major in Economics; summa cum laude; Distinctions in Economics: GPA: 3.8/4.0*

2008-2012

- Transferred to Penn from Rice University in 2010 after earning 3.8/4.0 GPA in Mathematical Economic Analysis
- President of Penn Undergraduate Economics Society, umbrella organization for the largest major at Penn
- Founder and President of Rice Chinese Theater

### EXPERIENCE

#### CLINTON HEALTH ACCESS INITIATIVE

Phnom Penh, Cambodia

**Volunteer, Malaria Team**

May-August 2016

- Conducted an assessment of grant and financial management systems at the National Malaria Center (CNM), Ministry of Health in Cambodia with an objective to increase spending of \$18 million grants awarded to CNM from The Global Fund to Fight AIDS, Tuberculosis and Malaria (GFATM)
- Developed a Grant Management Manual to formalize the policy and procedures for spending and managing GFATM grants awarded to CNM
- Analyzed the Cambodia national forecasting methodology for malaria drugs and diagnostics and developed a new forecasting tool for recommendation to CNM

#### DELOITTE CONSULTING LLP

New York, NY

**Consultant**

2014-2015

**Business Analyst**

2012-2014

- Developed cost reduction and process improvement initiatives for a regional hospital system. Led 10 executive strategy workshops and created financial models resulting in over \$1 million in savings
- Defined a rigorous approach to analyze the cost of over 800 technology applications at a global bank. Conducted due diligence and led 6 workshops for the technology team to increase its cost transparency
- Team lead for the design and implementation of Connecticut's Health Insurance Exchange mandated by Obama Care. Designed enrollment functionalities and managed \$40 million worth of project deliverables, including a Business System Design and Organizational Readiness Plan
- Created a knowledge management tool for a global biotech client to cover 100 molecular, imaging, and clinical trial databases. This served as the foundation of an industry-wide biomedical research platform
- Improved document migration processes for a global pharmaceutical company's U.K. and China teams. Performed analysis of R&D data to successfully implement a clinical trial documentation system
- Modeled FTEs required to install over 1,000 pharmacy plans and analyzed large benefit option datasets for a large healthcare organization to enter a 10-year partnership with a Pharmacy Benefit Manager
- Assessed a nonprofit organization's success metrics and created a strategy playbook. Defined metrics that track the organization's progress towards meeting its goal of helping at-risk youth find jobs
- Conducted local store visits and country-specific competitor and channel analysis for a children's apparel retailer. Findings contributed to a three-year roadmap for global expansion in China, Brazil, and Germany
- Team lead for Deloitte diversity recruiting at the University of Pennsylvania. Started a recruiting program that introduces consulting to students through community service

### ADDITIONAL INFORMATION

- **Interests:** Author of personal blog with over 1,000 followers, yoga, ballet, exploring new places on foot
- **Position:** Co-founder of UBoost Career, a non-profit career coaching group for international students
- **Language:** Native speaker of Chinese Mandarin

# SHUBHRA JAIN

2400 Chestnut Street, Philadelphia, PA 19013. 650-223-9346. shubhraj@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Major in Healthcare Management, Finance*

Philadelphia, PA  
2015-2017

- Recipient of Merit based Joseph Wharton Fellowship and Kaiser Foundation Fellowship
- Commercializing Penn Technologies as an Associate at PCI Ventures

### STANFORD UNIVERSITY

*Masters, Mechanical Engineering, Major in Biodesign*

Stanford, CA  
2010-2012

- Designed an anticoagulant monitoring kiosk to potentially impact 2 million patients in the United States (Bio-design/California Healthcare Foundation)
- Achieved 30% reduction in manufacturing costs and 20% reduction in assembly time of a cardiac catheter for Medtronic
- Represented School of Engineering in Cross-disciplinary Healthcare Innovation Partnership Initiative
- Formulated key performance indicators to assess user feedback for a low cost CPR simulator for developing countries (Center for Advanced Pediatric Education)

### KASTURBA MEDICAL COLLEGE

*MBBS (= MD); Top 5% of the class*

Manipal, India  
2003-2010

- Represented India to present research in Young European Scientist Meeting, Portugal
- Invited delegate for paper presentation at Moving Academy of Medicine and Biomedicine, Pune

## EXPERIENCE

### BANK OF AMERICA

*Summer Associate, Investment Banking, Healthcare*

New York, NY  
Summer 2016

- Performed credit risk considerations analysis and industry benchmarking for a \$1bn Term Loan refinancing for a \$30bn Market Cap Healthcare Services Client
- Identified potential M&A targets for a high precision surgical instruments company with market deep dive, financial comparable analysis and sophisticated strategic screening criteria
- Executed due diligence for a \$655mn sponsor acquisition financing for a medical device company

### PARKLAND CENTER FOR CLINICAL INNOVATION

*Product Manager*

Dallas, TX  
2014-2015

- Led conceptualization and development of clinical prediction and surveillance software for U.S. hospitals and health systems.
- Managed product lifecycle from conception to release of a \$2.3 million IT solution for risk surveillance and prediction of Sepsis; reduced mortality by 17% and enhanced treatment compliance by over 100% at a 1000 bed county hospital.
- Redesigned a surveillance application to predict the need for ICU transfer. Investigated clinical workflows to identify issues, defined and prioritized new product requirements, brainstormed innovative solution by collaborating with clinical and analytics team.

### INDEPENDENT CONSULTANT

Sunnyvale, CA  
2011-2014

- Conceptualized an elegant solution for Healthbridge.me, a healthcare mobile app startup; outlined their fund raising strategy and drafted grant applications
- Led resource forecasting, allocation and strategic planning for the epidemiology division with a budget of 1.5M\$ in Allergan, a global pharmaceutical company; identified growth opportunities
- Developed the fund raising strategy and led crowd funding campaign for a biosensor startup by developing key marketing messages, promotional materials and pricing strategy
- Analyzed population health surveys, market research reports, and evaluated competitive technologies to develop the go-to-market strategy and pricing model for a medical device startup
- Identified unmet clinical needs and evaluated market attractiveness to outline growth opportunities with a potential market of \$2 billion for Cordis, a cardiovascular devices client; synthesized recommendations in a 200-page strategy handbook

## ADDITIONAL INFORMATION

- **Interests:** Nonprofits, Alumni activities, Hackathons, Latin Dancing, Martial Arts

# AMIT JAYAKAR

2021 Chestnut Street, Apt 609  
Philadelphia, PA 19103  
415-404-8000  
jayakar@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Major Healthcare Management*

- Member of Wharton's Healthcare Club, Sports Business Club, and Squash Club

Philadelphia, PA  
2015-2017

### GEORGETOWN UNIVERSITY

*Bachelor of Arts, Double Major in Mathematics and Economics*

- South Asian Society Marketing Director and Chess Team

Washington, DC  
2005-2009

## EXPERIENCE

### WELLTHIE

**Business Development Manager**

- Managed fundraising process for Wellthie's first institutional investment round by navigating the funding strategy and communication to potential investors during a successful close of the initial \$500,000.
- Created sales infrastructure and go-to-market strategy for targeting prospects of a new core product, which led to the signing of the first enterprise broker customer.
- Conducted contract term negotiation with a Fortune 500 customer, leading to a 10% increase in recognized recurring revenue.

New York, NY  
Summer 2016

### MIAMI CHILDREN'S HOSPITAL

**Business Specialist**

- Negotiated \$5M bundled payment surgery contract with multiple commercial insurance payers. Benchmarked the base-line economics of the hospital and insurance carriers to ensure that the participants' profits were not negatively affected with the transition to a population health management model.
- Developed pilot model for a \$50M service line to assess financial feasibility of value-based health care.
- Implemented new surgery protocol to drive contribution margin increase of 13%. Integrated a custom software tool with physician workflows to drive new best practices.
- Published internal whitepaper to educate other hospital service lines on how to implement value based care.

Miami, FL  
2014-2015

### VISTA EQUITY PARTNERS

**Senior Analyst**

*Select Investment Experience:*

- Evaluated and executed eight software acquisitions accounting for ~\$2B across multiple verticals including healthcare, learning management, energy, and transportation.
- Led detailed business due diligence with management teams, industry experts, and advisors to assess operational strategies, including customer retention, market expansion, and sales rep productivity; directed in-depth due diligence process of the \$800M carve-out acquisition of Omnitracs from Qualcomm.
- Managed fundraising team strategy and authored marketing memoranda for fundraising and investor communication, resulting in the successful raise of the \$1.1B Vista Foundation Fund II.

San Francisco, CA  
2011-2014

*Select Portfolio Company Experience:*

- Implemented a unified sales optimization and customer relationship management tool at two portfolio companies over four months to help integrate sales, billing, and support, resulting in +25% productivity in account management coverage.
- Collaborated with P2 Energy Solutions' CEO, CFO and VP of Sales to develop a dynamic operating model to forecast product cross-sell opportunities; model supported the investment thesis behind P2 Energy Solutions' sale.

## ADDITIONAL INFORMATION

- **Prior Work Experience:** Marsh & McLennan: Actuarial Analyst (2009-2011).
- **Accomplishments:** U.S. Chess Federation Scholastic National Champion (2002).
- **Interests:** Travel: Consumed McDonalds in 29 countries, Basketball sabermetrics, and squash.
- **Positions:** Wharton Healthcare Business Conference Sponsorship Director.

# AARON KORNETZKE

2101 Market St, Unit 1203  
Philadelphia, PA 19103  
608-669-3556  
kora@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Health Care Management and Marketing*

2015-2017

- Commercialization Acceleration Program – Consultant: Consultant for early stage (pre-seed) life science companies
- Authors@Wharton – Student Committee: Plan and manage speaker events featuring world-class authors; 100's of attendees
- Wharton Digital Health Club – VP of Finance: Manage all financial related matters for the club
- Wharton Health Care Business Conference – Marketing Committee: Developed and led the conference's digital strategy
- GUIDE Mentorship Program – Mentor: Mentor for Wharton undergraduate student during the fall and spring semesters

### UNIVERSITY OF WISCONSIN – MADISON

Madison, WI

*Bachelor of Business Administration, Major in Finance*

2007-2011

- Class Rank: 9/585, GPA: 3.9/4.0
- Society of Personal Investments – President: Led the University's largest personal finance student org (~80 members)
- Wisconsin School of Business Quiz Team – Captain: 2<sup>nd</sup> Place, 2008 Fisher College of Business Biz Quiz Competition

## EXPERIENCE

### DOXIMITY

San Francisco, CA

*MBA Intern – Business Development*

2016

- Sourced 3 high-value partnership targets that are now in advanced stage talks. Recommended pursuit of 12 additional targets.
- Developed and recommended a user growth strategy that was well received by senior management and will influence the company's growth strategy. Also developed a framework through which future user growth opportunities can be evaluated.
- Led the strategic assessment of Doximity's API partnership opportunities, resulting in 6 new API partnerships
- Assessed the company's top business development opportunities via market landscaping/sizing as well as competitive analysis which helped senior management to set the strategic priorities for the upcoming quarters

### PROCTER & GAMBLE

Cincinnati, OH

*Financial Analyst – Corporate Strategy*

2013-2015

- Influenced P&G's strategic direction by creating over 25 actionable analyses for senior management, including the CEO, CFO, CMO, Board of Directors and business unit Presidents
- Led P&G's central competitive intelligence operations in close collaboration with 16 business units and 5 regions
- Conducted industry analyses that aided senior management in their decisions to hold or divest each of P&G's businesses
- Created 5 new analytical capabilities including a detailed benchmarking analysis of competitor restructuring programs that helped the CFO improve P&G's own \$10B restructuring plan
- Drove significant productivity gains by centralizing and scaling key pieces of work within the Corporate Strategy team, enabling headcount to be reduced by ~15%

*Financial Analyst – Global Business Services*

2011-2013

- Led financial analysis and strategy for a cross-functional team in negotiations with 3 IT partners, resulting in the establishment of a new IT infrastructure and service partnership for P&G, valued at \$75M+ over 5 years
- Designed and implemented all financial models and work processes necessary to execute a new application development partnership with Infosys, valued at \$10M+ per year
- Performed financial analysis in support of contract negotiations with IBM, P&G's largest HR services provider with \$200M+ spend over 5 years, leading to a contract renewal worth \$40M+ in savings over 5 years

## ADDITIONAL INFORMATION

- **Positions:** President – Wisconsin Alumni Association, Cincinnati Chapter, 2012-2015: Led Cincinnati's University of Wisconsin alumni group of ~1,300 (130 active members). Redesigned Board of Directors structure, generating higher engagement and project ownership. Developed a chapter mission and strategy. Instituted the first volunteering initiative.
- **Community Involvement:** Junior Achievement, Leukemia & Lymphoma Society, American Cancer Society
- **Interests:** Wakeboarding, Surfing, Snowboarding, High Stakes Poker, Soccer, Running, Reading, Guitar



# ALEXANDER KUBO

1930 Chestnut Street, Apartment 6B, Philadelphia, PA 19103  
(908) 892-1389 | akubo@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Majors in Entrepreneurial Management & Marketing*

Philadelphia, PA  
2015-2017

- Admissions Fellow; Board Member of Entrepreneurship and Football (Soccer) Clubs; Member of Innovation & Design, Founders, Marketing, and Financial Technology Clubs; 2016 Wharton MBA Welcome Committee
- 2015-16 Wharton Writing Challenge (Best Writer Finalist – finished #6 out of 861 Wharton MBA Candidates)
- Admitted to Venture Initiation Program (VIP). Recipient of the Startup Internship Award and two Innovation Fund Awards
- GMAT: 740 (97<sup>th</sup> Percentile)

### LEHIGH UNIVERSITY

*Bachelor of Science; Major in Mechanical Engineering, Minor in Business Management*

Bethlehem, PA  
2006-2010

- Integrated Product Development Senior Peer Mentor; Martindale Student Research & Writing Associate; Inaugural TRAC Writing Fellow; ΠKA Fraternity ΓΛ Chapter Founding Father; Men's Club Soccer
- GM Corporate Scholarship, Dorothy & Edward A. Curtis Scholarship, Donald & Dorothy Stabler Scholarship, Dean's List
- Publication: "Youth Entrepreneurship in Turkey: Freeing Unprecedented Potential for Economic Growth."

## CURRENT PROJECTS

**SELF CERVE** (Finalist: iDesign, Global Healthcare Innovation Challenge; Semi-Finalist: PennVention)

Philadelphia, PA  
Jan 2016-Present

*Business Lead and former Mechanical Design Lead*

- SelfCerve is the world's first self-administered cervical cancer screening test for women in developing regions, made possible by the patent-pending, inexpensive and intuitive device. Originated the mechanical design, and now lead business planning efforts.

## EXPERIENCE

### ANDELA

*MBA Marketing Intern*

New York, NY  
Summer 2016

- Led Andela's first concerted effort in paid media, including strategic planning, marketing tech integration, content creation, campaign contracting and launching, analytics and reporting. Regularly guided Chief Revenue Officer with campaign insights.
- Planned, designed and implemented multi-channel demand generation campaigns across Facebook, AdWords, LinkedIn, Google Display Network and online publications. Maintained and analyzed via Google Analytics, AdStage, Hubspot and Salesforce.
- Reduced portfolio-wide CPA by 77% and Marketing Qualified Lead Cost by 65%, increased Conversion Rate by 3,000%.
- Analyzed Andela's competitive positioning and product marketing strategy to provide gap analysis and strategic direction.

### EXXONMOBIL

*Research & Engineering Company North American Growth Project Engineer*

Houston, TX + Global  
2014-2015

- Managed the \$130M engineering, procurement and installation of the Process Controls Project subset of the downstream \$5.6B North American Growth Venture. Led an integrated project team of 46 contractor engineers and 18 ExxonMobil project practitioners. Provided execution direction and oversight, drove contractor performance improvement, facilitated contract management and administration, managed risk and change, and championed safe work and construction practices.
- Awards: EMRE Projects Capital Efficiency Award for outstanding capital savings (\$50M) on bulk materials, EM Project Management Early Competency Milestone for accelerated achievement of proficiencies in several project management disciplines including cost engineering and project execution, EMPC President's Affiliate Operational Excellence Award.

*Production Company Global Engineering Project Manager*

2012-2014

- Led \$5M to \$50M CapEx, OpEx and AbEx projects in West Africa including development, execution, commissioning and startup. Project scopes included offshore and subsea installations. Special focus on fit-for-purpose, capital efficient solutions executed on schedule and on budget. Led integrated project teams, managed Safety, Security, Health & Environmental risk, planned and oversaw execution, managed design, engineering, procurement & contracts, estimated and controlled costs, scheduled, and evaluated economics. Spearheaded Brownfield Project Toolkit process improvement.

*Research & Engineering Company Central Projects Cost Engineer*

2010-2012

- Generated highly-detailed cost estimates of \$250M to \$3.1B onshore installations in Saudi Arabia, Belgium, and Singapore.

*Research & Engineering Company Central Projects Summer Intern*

Summer 2009

- Developed and implemented a tool that provides unprecedentedly detailed analysis of the downstream project workload.

### F.L. SMIDTH, INC.

*Mechanical Engineering and Business Management Summer Intern*

Bethlehem, PA  
Summer 2008

- Excelled in responsibilities focused on 3-D equipment design and implementation of incentivized innovation programs.

## ADDITIONAL INFORMATION

- **Interests:** Creative Production, Product Design & Development, Product Management, Marketing, Innovation, Fitness
- **Positions:** Houstonians Futbol Club Volunteer Head Coach (2013-15); Lehigh Alumni Club of DC Board Member (2010-12)

# LEI (ELAINE) LE

2021 Chestnut Street, Philadelphia, PA 19103 | +1 215-915-7200 | lelei@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Healthcare Management and Finance*

2015-2017

- McKinsey Emerging Scholar Winner; Awarded merit-based scholarship; GMAT 750
- Fundraising director in International Volunteer Program; active member of PE/VC Club, Healthcare Club, and Ski Club

### SHANGHAI INTERNATIONAL STUDIES UNIVERSITY

Shanghai, China

*Bachelor of Economics; Major in International Business and Trade*

2006-2010

- GPA 3.7/4 (top 5% of class); top scholarship for academic excellence every semester (2/75); Founder of Girl Power student club (female empowerment and career development)

## EXPERIENCE

### WARBURG PINCUS LLC

Shanghai, China

*Summer VP, Healthcare Team*

May-Aug, 2016

- Screened China mainland and HK-listed healthcare companies to derive investment idea; analyzed 14 investment opportunity across pharma, biotech, device and service sectors; identified two investment targets and initiated discussion
- Supported investment process of a \$60m China carve-out deal of a NASDAQ-listed medical device company; researched market and competition and estimated potential synergy
- Completed industry analysis and made investment recommendation for aesthetic device and consumable market in China and US

### CATHAY CAPITAL PRIVATE EQUITY

Shanghai, China

*Associate at a \$1.5B AUM mid-cap private equity*

2013-2015

- Analyzed 30+ opportunities in China and Europe, 80% in healthcare industry; assisted deal sourcing, led transaction execution, drove cross-border value creation, and successfully closed five investments with aggregated deal size of \$145M

#### Selected transactions

- **Sino-kor:** \$35M investment in a public plastic surgical hospital chain in China: conducted industry analysis, negotiated investment terms, built multi-scenario operational model, managed due diligence and designed rollout plan (
- **Echosens:** \$60M consortium investment in partnership with OrbiMed in a diagnostic device company; collaborated with French team to carry out the execution, devised China roadmap that helped win the deal, and initiated distribution initiatives
- **Shenghuo Pharma:** \$25M investment in a cardiovascular drug company; post investment helped optimize capital structure, streamlined business line, and strengthened internal governance; realized 3.6x MoM exit multiple in 2 years

### TE CONNECTIVITY (previously Tyco Electronics)

Shanghai, China

*M&A Senior Analyst*

2012-2013

- Led a divestiture for an underperforming manufacturing site and built Close vs. Sell scenarios, led a team of three to execute the selling process, saved the company \$2M severance cost and 180 jobs for the local community
- Drove the investment process for a buy-out acquisition (\$35M investment) for Industrial business unit to bridge a major product gap (\$500M global market potential); coordinated 19 people cross-functional team to execute the investment
- Developed a \$30M growth plan for Medical business unit by analyzing market and competitive dynamics, prioritized growth opportunities and created implementation plan; achieved 23% topline YOY growth

### A.T. KEARNEY MANAGEMENT CONSULTING

Shanghai, China

*Business Analyst, top performer within class*

2010-2011

- Advised a PE client on \$160M investment in a leading home appliance retail chain (revenue \$4B); evaluated market attractiveness in changing retail channel dynamics, assessed supply chain effectiveness and business growth potential
- Assisted a PE client on \$30M investment in a high tech device venture by analyzing future demand potential and technology trends; identified high market risks and recommended against the investment
- Facilitated fundraising for disaster relief for an earthquake-stricken school; raised \$20K and led the trek to the school

## ADDITIONAL INFORMATION

- **Skills:** Proficient with research tools including Capital IQ, Thomson, Factset, Bloomberg, Wind and CVSource
- **Interests:** Travelled to 21 countries worldwide; animal rescue group member; enjoy poker, skiing, snorkeling and architecture photography
- **Languages:** Mandarin (native)

## CINDY X. LI

2021 Chestnut Street, Apt 204  
Philadelphia, PA 19103  
916-612-1414  
lixiangm@wharton.upenn.edu

### EDUCATION

#### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

##### *Master of Business Administration Candidate; Major in Finance*

2015-2017

- Awarded Joseph Wharton Fellowship (\$32,000) for academic years 2015-2017
- Conference Director of the Wharton Technology Conference, Member of Wharton's Technology Club, General Management Club, Wine Club Board Member, Fight Night Committee Finance Director

#### UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

##### *Bachelor of Arts in Economics and Chinese Language, Cumulative GPA: 3.8*

2008-2012

- President of Beta Alpha Psi Professional Business Fraternity (2011); Research assistant for the APEC Study Center and Business & Politics Journal (2011-2012); Member of Case Competition Team (2011)

### EXPERIENCE

#### ALCOA

New York, NY

##### **Corporate Development Intern**

Summer 2016

- Developed new terms proposal and financial model for negotiation of a strategic partnership for refinery and hydro assets
- Evaluated 3D printing industry trends, value chain and potential targets and presented investment thesis to Alcoa Ventures
- Collaborated with business units to create new aerospace inorganic growth strategy for value-added business post separation

#### MORGAN STANLEY

Hong Kong, SAR

##### **Investment Banking Analyst (Industrials, China Coverage)**

2012-2015

##### **Summer Analyst (M&A)**

Summer 2011

##### *Strategic and Financial Analysis*

- Participated in Jintian Pharma US\$185MM IPO, CAR US\$538MM IPO, China XLX Fertiliser RMB250MM bond issuance
- Performed valuation analysis, including discounted cash flow, leveraged buyout and comparable company analysis
- Developed full financial model based on operating metrics, cost breakdown analysis, debt schedule and capex projections
- Participated in drafting key prospectus sections including Strengths & Strategies, Company Overview and Industry Overview based on financial analysis and ongoing discussion with the client, legal, accounting and industry consultant teams
- Performed benchmarking analysis of firm strategy, profit margins and growth rates and cost breakdown to address key investor concerns regarding growth sustainability and outlook for Analyst Presentation and investor meeting materials
- Prepared briefing materials for client board of directors on transaction rationale and key terms for a potential M&A
- Assisted Morgan Stanley APAC CEO and investment banking heads on strategy review and business planning, including identifying market trends, analyzing China investment banking client segmentation, and competitive benchmarking

##### *Cross-Functional Teamwork and Leadership*

- Executed 5 completed deals, totaling US\$5.46 billion and numerous potential equity, debt and M&A transactions
- Lead coordinator on 60 member transaction teams, comprised of client, bankers, lawyers, consultants and accountants

##### *Marketing and Client Relationship Management*

- Initiated relationship and acted as key contact for two potential clients considering offshore debt and M&A opportunities
- Engaged in regular dialogue with Chief Executive Officers and Chief Financial Officers of clients throughout deal execution
- Collaborated with company finance and operations teams to best present business in investor presentation materials
- Coordinated investor due diligence process by organizing and answering questions on client's operations and industry

### ADDITIONAL INFORMATION

- **Interests:** Skiing (14+ years), boxing (4 years, won amateur fight), horseback riding
- **Positions:** Morgan Stanley Analyst Council Community Service Chair and CSR Strategy Consulting Team Director (2015); Internships at International Mining Machinery (Beijing, 2010) and China Investment Corporation (Beijing, 2011)
- **Languages:** Mandarin Chinese (native)
- **Technical Skills:** Financial analysis tools, basic SQL

# ASEEM NAMBIAR

2400 Chestnut Street, Apt. 3303 | Philadelphia, PA 19103 | +1 617-309-9722 | anambiar@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

#### *Master of Business Administration Candidate*

Philadelphia, PA

2015-2017

- Selected to serve as a Leadership Fellow; responsible for facilitating Wharton's leadership development program and acting as mentor and coach for first year students
- Member of Wharton's Health Care Club, Private Equity and Venture Capital Club, Wharton FC Soccer Club
- GMAT score of 750

### TUFTS UNIVERSITY

#### *Bachelor of Science in Quantitative Economics; Minors in Mathematics and Chinese*

Medford, MA

2006-2010

- GPA of 3.9 with summa cum laude honors and dean's list in every semester
- President of the Tufts Economics Society and President of the Singaporean Students' Association

## EXPERIENCE

### DAVITA HEALTHCARE PARTNERS – Fortune 200 Operator of Dialysis Clinics and Medical Groups

Denver, CO

#### Redwoods Summer Associate

2016

- Led independent project to develop strategy for DaVita's international expansion of its medical groups business; presented recommendations to cross-functional team of senior leaders
- Prepared international strategy materials used by DaVita's CEO to present to the Board of Directors
- Part of DaVita's Redwoods Leadership Development Program; received full-time offer to return as a Redwoods Resident

### WAUD CAPITAL PARTNERS – Private Equity Growth Investor

Chicago, IL

#### Associate

2013-2015

- Evaluated and executed control-oriented growth equity investments, primarily in healthcare services
- Partnered with management teams of portfolio companies to develop growth strategies, assess performance, evaluate and structure strategic acquisitions, access financing sources and improve corporate governance
- Contributed to development of proprietary investment theses and entry into new sectors by writing industry white papers and mapping target markets, including molecular/genetic testing labs and healthcare IT

Selected Portfolio Company Experience:

#### *Cordant Health Solutions – Provider of Controlled Substance Lab Testing and Pharmacy Services*

- Responsible for hands on financial and operational monitoring; utilized rolling weekly cashflow forecast to manage cashflow alongside CFO during a period of constrained liquidity and improve billing and collection processes, resulting in 20% increase in weekly cash collections
- Evaluated financial and strategic rationale for Cordant's organic growth initiatives (e.g. development of a proprietary testing technology) and acquisitions (e.g. expansion into the pharmacy business)
- Observer to the Board of Directors; responsible for corporate governance procedures and facilitating Board meetings

### UBS INVESTMENT BANK

New York, NY

#### Analyst, Financial Institutions Group

2010-2013

#### Summer Analyst, Financial Institutions Group

2008

- Top ranked Analyst each year; one of seven Analysts across the Americas selected to form UBS's first Analyst Committee
- Developed expertise in cross-border M&A advisory; received offer for direct promotion to Associate

Selected Transaction Experience:

#### *Advised Baring Asset Management on its acquisition of SEI Asset Korea, the largest independent asset manager in Korea*

- Took on a senior Associate role, managing a 1st year Analyst and was responsible for day-to-day deal execution
- Managed due diligence and valuation workstreams while coordinating several teams spread across multiple geographies

### HEINEKEN ASIA PACIFIC (F/K/A ASIA PACIFIC BREWERIES)

Singapore

#### Business Development Summer Analyst

2009

- Performed annual profit pool analysis for management and Board of Directors to assess need for strategic M&A
- Benchmarked APB's operating and financial performance against regional competitors and internal targets

## ADDITIONAL INFORMATION

- **Interests:** Music (guitarist and drummer), darkroom photography, Liverpool Football Club, recreational tennis
- **International Experience:** US (9 years), China (1 year), Singapore (12 years), Russia (2 years), India (4 years)

# RAFAEL PAIXÃO DE LA ROSA

1605 Sansom Street, Apt. 410, Philadelphia, PA 19103  
267-242-2992 | Rafael.Delarosa.wg17@wharton.upenn.edu

## EDUCATION

**THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Majors in Entrepreneurship and Strategic Management* 2015-2017  
*Master of International Studies Candidate; Focus in Latin America*

- Honors: Awarded Lauder fellowship for merit.
- Leadership: Co-president of Out for Business, Admissions Director of Wharton Latin American Student Association.
- Memberships: Consulting Club, Brazil Club, Entrepreneurship Club, Social Impact Club.

**UNIVERSIDADE DE SÃO PAULO** São Paulo, Brazil  
*Bachelor of Laws* 2008-2013

**FUNDAÇÃO GETULIO VARGAS - ESCOLA DE ADMINISTRAÇÃO DE EMPRESAS DE SP** São Paulo, Brazil  
*Bachelor of Business Administration* 2004-2008

- Graduated in top 5% of class.
- Attended Universiteit Maastricht in The Netherlands for six months under the Foreign Academic Activities Program.

## EXPERIENCE

**BAIN & COMPANY** São Paulo, Brazil  
*Summer Associate* 2016

- Analyzed and leveraged market dynamics, alternative freight arrangements, and tax benefits for sugar in different regions of Brazil to develop strategy for reducing costs in commodities procurement of a leading national “cash-and-carry” wholesaler. Generated annual savings of 5% of COGS based on recommended changes to procurement strategy.
- Aligned savings levers with partners and key client stakeholders to ensure buy-in, timely deployment and target achievement.

**GE HEALTHCARE** São Paulo, Brazil  
*Commercial Finance Manager Brazil* 2014-2015

- Managed commercial base cost and supported several deals and orders execution as liaison for Commercial Team in Finance.
- Led simplification of the contract risk management system, reducing risk matrix by 48% and approvers by 53%.
- Identified flaws in the order booking process that distorted reports and engaged required areas to adjust tax setups, product classification and explain FX variances. Earned recognition for improvements to process from LATAM CFO.
- Developed process to issue payment instructions to customers, allowing easier payment, tracking and faster cash collection.

**Commercial Controller Brazil** 2013-2014

- Redesigned concession approval process, cutting both approval steps and required approvers by 50%. Earned recognition by LATAM CFO for effort.
- Coordinated integration of two local acquisitions from commercial controllership side, implementing controls and coaching employees. Neither company was found to have accounting issues after a review by GE Corporate Audit Staff (CAS).
- Revamped contract risk management system and reduced the number of steps to approve participation in public bids by 25%.
- Proactively screened balance sheet to find credit opportunities for the P&L at the end of 2013 and identified issues with revenue already recognized to avoid unexpected reversals. Recognized by LATAM CFO for proactivity and execution.

## ADDITIONAL INFORMATION

- **International Exposure:** Worked in Wisconsin (US) for six months (GE Healthcare); three-month English course in Canada and one-month German course in Germany; travelled throughout Europe, Japan, Middle East, South and North America.
- **Interests:** Avid reader of newspapers and magazines (*Folha de São Paulo, Exame, WSJ, FT, The Economist*), running, weight-lifting and people-watching.
- **Community Work:** Elected member of GE Healthcare Bonus Committee; active supporter of GE’s Leadership Development Programs; Financial Management Program grader and mentor.
- **Languages:** Fluent in Portuguese and Spanish; intermediate German.

# SRINIDHI S. REDDY

2131 Spruce St, Philadelphia, PA 19103 ▪ (606) 233-1150 ▪ srinidhi.reddy.wg17@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate*

Philadelphia, PA

2015-2017

- Majors: Strategic Management and Organizational Effectiveness; GMAT: 760 (99<sup>th</sup> percentile); First Year Honors
- Activities: Wharton Small Business Development Center Manager, Leadership Fellow, Data & Analytics Club, GM Club

### HARVARD UNIVERSITY

*A.B. degree in Engineering Sciences, Biomedical Track*

Cambridge, MA

2007-2011

- Honors: Cum Laude, High Honors in Engineering Sciences
- Best Startup Idea in The Laboratory at Harvard for multi-use dissolvable plastic bags

## EXPERIENCE

### SANOFI GENZYME

**MBA Summer Associate, Leadership Development Program**

Cambridge, MA

2016

- Engaged on various projects within the U.S. Rare Diseases business line, from high level strategy to day-to-day operations
- Managed multiple projects involving the marketing, business analytics, medical affairs, sales and compliance departments

#### Key Accomplishments

- Developed and piloted a new service; identified funding, relevant patients and physicians, necessary equipment, and locations
- Collaborated with leadership as project manager on strategic roadmap for business to ensure comprehensive and timely plan

### MERCURY PAYMENT SYSTEMS / VANTIV INC.

**Corporate Strategy Associate**

**Corporate Strategy Analyst**

Denver, CO

2014-2015

2012-2013

Top 15 payment processors in US; acquired in May 2014 by Vantiv, Inc., a publicly traded competitor, from Silver Lake Partners

- Collaborated with C-level executives to identify revenue opportunities and develop strategic initiatives
- Presented reporting packages regularly to executives and business leaders regarding state of our business and partners

#### Key Accomplishments

- Devised solutions for merchant enrollment process gaps; reactivated 150+ merchants, generating \$150k in annual revenue
- Developed comprehensive competitive intelligence database to create new sales playbooks and marketing campaigns
- Engaged in IPO process, providing data, analysis, and verbiage for S-1 publicly filed in March 2014
- Conducted business partner interviews to discern partner needs, and merchant surveys to determine trends and preferences
- Developed corporate strategic roadmap with C-level leadership; resulted in new pricing strategies and \$3mm in revenue
- Combined complementary teams across Mercury and Vantiv post acquisition, resulting in ~\$1.7mm in savings
- Collaborated with human resources and sales leadership to redesign and socialize compensation plans for entire salesforce, including management through senior vice president level, impacting ~150 employees across 15 sales roles
- Designed and created forecasting tool for 2,900 resellers and 600 software developers to calculate corporate targets

### UBS

**Investment Banking Analyst, Mergers & Acquisitions Group, Midwest Region Coverage**

Chicago, IL

2011-2012

- Advised clients on M&A and capital raising efforts in diversified industrials, education, healthcare and technology sectors
- Presented analyses and valuations of strategic options to client management, including CEOs of Fortune 100 corporations

#### Key Accomplishments

- Collaborated exclusively with Global Head of E&CS and a junior analyst to complete transaction for flagship client
- Managed modified auction and due diligence processes for 17 buyers; led meetings between client and buyers; coordinated 50+ people across client's departments to ensure timely completion of due diligence; organized and maintained 65,000 page data room

## ADDITIONAL INFORMATION

- **Interests:** Bharatanatyam (Indian classical dance), mystery novels, tennis, movies, flying and traveling
- **Selected Publications:** "The Case of the Unidentified Healthcare Companies" (Harvard Business School), "Defensive Medicine and Tort Reform" (American Academy of Orthopedic Surgeons newsletter, Huffington Post, Boston Globe)
- **Volunteer Activities:** Colorado Ivy+ Women (Co-Founder, Board Member), Go Code Colorado (Denver Finalist), The Gathering Place women's shelter (volunteer, fundraiser, mentor), Women Who Startup (advisor)
- **Computer Skills:** Coursework in C, C++, Java, PHP, SQL, MATLAB

# JON MICHAEL REESE

201 S. 25<sup>th</sup> Apt #310, Philadelphia, PA 19103 | (417) 827-0181 | jonreese@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Majors: Healthcare Mgmt. & Finance (GMAT: 730)*

Philadelphia, PA  
2015-Present

- Recipient of Kaiser Family Foundation Fellowship | Director's List (Top 10%), First Year Honors (Top 20%)
- Commissioner, Wildmen Hockey Club; Investment Management, PE/VC, Healthcare, Golf and Ski Clubs

### VANDERBILT UNIVERSITY

*Bachelor of Arts, Economics (ACT: 33 – 99<sup>th</sup> Percentile; GPA: 3.5/4.0)*

Nashville, TN  
2006-2010

- Honors: David Steine Award (Top Managerial Studies / Financial Economics Student), Omicron Delta Epsilon, Dean's List
- Sigma Phi Epsilon President, led chapter of 78 men to win Chapter of the Year; Vanderbilt Club Tennis #1 seed (4 years)

## EXPERIENCE

### Citadel – Long / Short Equity Hedge Fund with \$25B AUM

Summer Associate, Surveyor Capital, Industrials

New York, NY  
Summer 2016

- Initiated coverage of subsectors within transportation and business services as member of a Diversified Industrials team
- Completed business diligence and presented investment recommendations to team, resulting in portfolio investments
- Accurately predicted EPS and directional share price movement for the two companies in coverage that reported earnings

### GTCR – Middle-Market Private Equity Firm with \$10B AUM

Senior Associate, Healthcare Group

Chicago, IL  
2012-2015

- Top ranked Associate; one of two Associates of firm wide class of seven promoted to Senior Associate position
- Developed comprehensive specialty chemicals and materials sector investment thesis leading to 15 final bids, actively recruited potential CEO and senior executive candidates for this new industry vertical
- Oversaw four portfolio company management teams in creation and execution of strategic initiatives as Board observer

### Selected Investment Experience

- Executed successful sale process for Sterigenics, including \$325M+ rollover equity investment from GTCR (\$2.3B)
  - Directed bankers and senior management through buyer diligence process, created facility-level operating projection model for CFO to communicate investment thesis and upside opportunities to selected corporate and financial investors
  - Presented merits of potential cross-fund rollover equity stake to GTCR investment committee, directed lenders through negotiation of credit documentation and creation of marketing materials leading to successful \$1.5B debt syndication
- Executed Sterigenics' take-private vertical integration of Nordion, company's sole supplier of radioactive Co-60 (\$827M)
  - Directed Sterigenics' and Nordion's business unit managers and finance teams through 16-month due diligence and debt underwriting processes, managed work streams of third-party accountants, consultants and lenders during transaction
  - Led and conducted global nuclear power and medical isotope research and navigated anti-competition reviews with U.S. and Canada antitrust counsel leading to FTC approval and Parliament repeal of Nordion Act, which prohibited a deal
- Executed investment in Correctional Healthcare Companies from initial management start-up to exit (\$757M)
  - Led accounting advisors in drafting of detailed earnings report and arranged successful \$505M syndicated debt financing
  - Directed financial analytics diligence on initial platform acquisition and synthesized findings into investment model
- Executed investment in Cole-Parmer Instruments, a corporate carve-out from Thermo Fisher Scientific (\$506M)
  - Directed 3rd party advisor analysis and junior GTCR Associate as Senior Associate on transaction
  - Administered diligence meetings among GTCR, management, and advisors, integrated financial analytics into investment model and worked with target company's senior team to develop template to analyze monthly KPIs
- Executed investment in Rx30, a family-owned developer of a software platform for independent pharmacies (\$242M)

### Bank of America Merrill Lynch

Analyst, Leveraged Finance Group

New York, NY  
2010-2012

- Closed 43 high yield bond and leveraged loan offerings with total aggregate value of over \$24B to support leveraged buyouts, recapitalizations, and refinancings for technology, media, telecom, business services, retail, and energy issuers
- Led financial and business diligence and created detailed financial projection models based on analyses, directed outside counsel through negotiation of legal credit documentation across from corporate and financial sponsor issuers
- Top ranked Analyst each of two years, offered Senior Analyst promotion, designed and led Analyst and Associate training program, led BAML Vanderbilt undergraduate investment banking recruitment effort

## ADDITIONAL INFORMATION

- **Interests:** Wildmen Hockey, playing competitive platform tennis, golf and squash, skiing, fantasy football, live music
- **Community:** Chairman, Chicago Foundation for Education Committee; NorthShore Health Foundation Associate Board
- **Languages:** Spanish (conversational), French (intermediate)

# STEVEN RIZZO

2020 Walnut Street, Apt 7D | Philadelphia, PA 19103  
516.655.7252 | srizz@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2015-2017

- **Leadership:** Health Care Conference – Sponsorship Committee Member, GUIDE Undergraduate Mentor Program Volunteer
- **Club Involvement:** Health Care, Digital Health, Consulting
- GMAT: 730

### CORNELL UNIVERSITY

Ithaca, NY

*Bachelor of Science in Applied Economics and Management, cum laude*

2006-2010

- Concentrations: Strategy, Finance and Entrepreneurship
- Board of Directors - Student Management Corporation; Phi Sigma Kappa House Manager

## EXPERIENCE

### DELOITTE CONSULTING

Philadelphia, PA

**Summer Associate, Strategy & Operations**

Summer 2016

- Designed qualitative and quantitative survey instruments to identify and prioritize key corporate strategy initiatives for a Fortune-100 pharmaceutical company.
- Moderated interviews with Deloitte leaders on analytics best practices; synthesized and shared recommendations that informed restructuring of the client's 300 person, \$250M internal analytics group.

### NAVINATA HEALTH (*early stage healthcare technology start-up*)

Princeton, NJ

**Director of Operations**

2015

- Collaborated on the design and development of the company's first technology offering – an online platform enabling mutually beneficial 2-way information exchange & education between Pharmaceutical companies and Physicians.
- Created a pitch presentation that led to the company's acceptance into TigerLabs' Digital Health Accelerator program.
- Spearheaded recruitment and development of inaugural internship program, ultimately hiring and mentoring two interns.

### ZS ASSOCIATES (*worldwide leader in sales and marketing strategy consulting*)

Princeton, NJ

**Associate Consultant**

2013-2015

**Business Associate**

2010-2012

- Led assignments to identify opportunities/barriers for three medications across seven disease indications. Evaluated patient data including attributes, treatment history and product perceptions to determine outcomes.
- Formulated statistical analysis techniques, subsequently deemed "best practices" and adopted by other project teams and offices, based on innovative questionnaire design and data synthesis.
- Improved cost effectiveness of analytical budget up to 80% by training multiple international teams to use a proprietary data analysis tool.
- Developed and orchestrated a six-month international market assessment and patient profiling project in support of a pharmaceutical product launch in six countries.
- Designated primary client contact for a major corporation with \$3B product portfolio. Supervised a multi-office team comprised of six associates in a quantitative market opportunity study.
- Selected as a result of national recognition in sales expertise to facilitate a multi-state sales force redesign rollout for a Fortune-500 pharmaceutical company.

#### *Internal Leadership*

- Constructed and led internal workshops for more than 20 employees on quantitative market research and applications of Microsoft Access for sales force design.
- Inaugurated an employee volunteer program and continued to organize ongoing yearly participation. Activities included restoring inner city parks and Hurricane Sandy relief efforts.

## ADDITIONAL INFORMATION

- **Volunteering:**
  - **Senior-Citizen Services Volunteer:** Met Council on Jewish Poverty, 2014-2015
  - **Youth Outreach Mentor:** Y.O.U.R.S Mentoring, 2009-2010
- **Interests:** Film, tennis, Italian cooking, brewing beer, roller coasters



## RIDDHI ROY

1512 Spruce St., Apt 810  
Philadelphia, PA 19102  
412-600-3819  
riddhir@wharton.upenn.edu

### EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
**Master of Business Administration Candidate; Major in Health Care Management** **2015-2017**

- Member of Healthcare Club, Healthcare Conference Marketing Committee, Global Healthcare Volunteers, and WAAAM
- Recipient of Kaiser Fellowship

**CARNEGIE MELLON UNIVERSITY** **Pittsburgh, PA**  
**B.S., M.S., Joint Degree in Chemistry; Minor in Business Administration** **2006-2010**

- Graduated with University Honors; Overall GPA: 3.73, Business Administration GPA: 4.0
- Inventor on patent application for process to enable reuse of catalyst, and contributing author on paper published in JACS
- Awards: Society of Analytical Chemists of Pittsburgh College Chemistry Award, ACS Analytical Chemistry Award

### EXPERIENCE

**GENENTECH, INC** **South San Francisco, CA**  
**MBA Intern in Pricing, Contracting, and Distribution for Infused Products** **Summer 2016**

- Developed recommendations around how to treat specialty drug distribution centers, pre- and post-biosimilar launch
- Supported biosimilar hospital contracting assessment focused on better understanding academic cancer center behavior

**DELOITTE CONSULTING LLP** **Pittsburgh, PA**  
**Consultant in Strategy and Operations practice focused on Life Sciences and Healthcare** **2011-2015**

#### *Representative client experience:*

- Loss of Exclusivity (LOE) Strategy for Global Pharmaceutical Firm: Assessed market dynamics and developed marketing strategy and tactics for two blockbuster drugs to maximize value prior to generic launch and preserve revenue post-LOE
- Digital Marketing Campaign for Pharmaceutical Company: Analyzed data from first phase of personalized marketing campaign targeted at HCPs. Created dashboard mockup for reporting key outcomes to executive level clients
- Document Management for Global Pharmaceutical Company: Developed complex manual migration and cleanup processes for 2,000,000+ clinical study documents to reduce regulatory risk. Implemented processes by leading training sessions and coordinating external migration teams in China, UK, and US. Coached summer intern and onboarded multiple team members
- Benchmarking Assessment for Large Provider Network: Built complex model for cost and FTE benchmarking of 40 overhead functions to find \$250M+ in savings. Ensured quality of team output and streamlined benchmarking processes
- Project Management for National Health Plan Company: Designed Value Creation Prioritization Framework to analyze the value / risk score for 500 projects. Performed financial analyses and created an estimation model for a \$49M change order
- R&D Benchmarking Assessment for Global Pharmaceutical Company: Conducted interviews with peer companies to benchmark client R&D spend for five functions. Synthesized findings to inform annual financial planning process
- Launch Strategy for Global Pharmaceutical Company: Coordinated relaunch activities for two acquired assets. Conducted strategy workshop for therapeutic area leadership to determine long term portfolio strategy
- Market Access Value Proposition Development for Pharmaceutical Company: Conducted interviews and assessed existing brand market access materials to develop enterprise and therapeutic area value proposition materials

#### *Office and Thought Leadership:*

- CMU Recruiting Diversity Lead and Team Captain, Training & Development and Deployment & Retention Office Lead
- R&D Innovation White Paper, Handbook of Medical Device Regulatory Affairs in Asia, Medicare Webinar, proposals

**QUALITY OF LIFE TECHNOLOGY FOUNDRY** **Pittsburgh, PA**  
**Innovation Intern / Foundry Associate for Startup Incubator** **2010-2011**

- Developed and presented business plans to investors for research enabling people with disabilities to live independently
- Organized company booth at Consumer Electronics Show and logistics for 20 team members, managed \$100K budget, attracted media coverage from ABC, CBS, The Guardian, and made connections to future investors
- Managed summer interns, provided guidance on their projects, and supported Annual Report analysis and development

### ADDITIONAL INFORMATION

- **Interests:** Running half marathons, cooking (stuffed Cornish hens are a specialty), travel with friends (Malta, Cambodia)
- **Languages:** Basic knowledge of Mandarin, Bengali, French, and German

# TANYA SEN

2020 Walnut St, Philadelphia, PA 1910, +1-267-432-5814; tanyasen@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### Master of Business Administration Candidate – Finance & Marketing

2015-2017

- President, Cluster 4 (Elected to represent 200 students and manage a 24-person council); 1Y Rep – Wharton Graduate Association; Coordinator, Non-Profit Board Fellows Program; Omnicom Fellow; TA–*Sustainable Development in ASEAN*
- GMAT: 760; Fall 2015 Director’s List (Top 10% of class); First Year Honors

### UNIVERSITY OF OXFORD

Oxford, UK

#### Master of Engineering; Majors in Engineering, Economics & Management - First Class Honours

2009-2013

- *Stirling Boyd Prize* for overall contributions to college; *Mitchell, Millard* and *Knox Prizes* for outstanding academic performance; 3-year *Advanced Engineering Leadership Scholarship* from Royal Academy of Engineering; *Santander Scholarship* to attend exchange program in Economics at Yale; UK Finalist in *McKinsey Innovate* Business Plan competition

## EXPERIENCE

### B CAPITAL GROUP

Singapore

#### MBA Summer Associate

Summer 2016

- Led development of team’s investment strategy in digital health in Southeast Asia; sourced and evaluated >40 deals
- Conducted due-diligence on Series C investment opportunity in integrated offline/online healthtech space; pitched to investment committee

### PHILIPS HEALTHCARE

Singapore

#### MBA Intern - New Business Development

Summer 2016

- Proposed new business model and strategies to accelerate sales of Philips healthtech solution aimed at expanding access to primary care in emerging markets; presented to senior leadership of Philips’ Population Health Management team
- Generated new partnerships; recruited and deployed field research team to facilitate implementation of proposed strategy

### BAIN & CO.

Singapore

#### Senior Associate Consultant (Private Equity Group & Technology Practice)

2013-2015

- *Overview:* Consistently ranked amongst top of peer group; Nominated for Associate Consultant Servant As Leader award
- Developed geographic portfolio optimization strategy for international segment of ~\$35B leading medical devices player
- Developed financial models, conducted market research and crafted investment thesis, as part of commercial due-diligences on assets across Southeast Asia (sectors incl. internet services, med tech, industrial goods etc.) for PE & corporate clients
- Designed and implemented digital sales tools to elevate sales effectiveness of Precision Engineering company
- Conducted long-term strategy planning and developed “Energy Scenarios in 2030” for ~\$80B global mining multinational
- *Other:* Selected as one of 15 employees worldwide to serve on ‘Project Yoghurt’, an internal feedback committee for firm-wide decisions on branding/culture. Led teams of 3-6 associates on consulting projects for NGOs. Founded SEA ‘Bain Band’.

### DEUTSCHE BANK

London, UK

#### Summer & Fall Analyst (Investment Banking - Tech, Media & Telecoms Group)

2012

- *Overview:* Ranked amongst top of peer group; received return offer to join team
- Performed valuation analysis, developed financial models & crafted offering memoranda for M&A deals in TMT in EMEA
- Built database of European tech entrepreneurs for long-term strategic plan for tech team

### OXFORD UNIVERSITY INNOVATION

Oxford, UK

#### Analyst (Part-time)

2011-2012

- Assessed potential for commercialization of new engineering IP at Oxford, crafted “investible stories” for select technologies

### INFOSYS TECHNOLOGIES

Bangalore, India

#### Instep International Program Intern

2010

- Conducted large-scale staff survey, interviewed board members and executive team and developed recommendations to reform strategy communication to Infosys’ 100k+ employees worldwide - full-time analyst hired to implement these

## ADDITIONAL INFORMATION

- Award-winning classical vocalist; organized and performed at solo recitals for several large charities across UK, India, Singapore (raising up to \$70k); sang with an opera group (“Scherzo”) in Singapore.
- Currently a singer for a pop/rock cover band and for the Rodin Opera Scenes program at University of Pennsylvania
- **Other Languages:** Hindi, Bengali, Kannada, Spanish, French, Italian

# WILLIAM P. STRATTON

1930 Chestnut St., Apt. 21C, Philadelphia, PA 19103 ♦ 302-463-8391 ♦ william.stratton.wg17@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*MBA Candidate; Majors in Health Care Management and Entrepreneurial Management*

2015-2017

- **Honors:** First Year Honors (top 20% of class). Kaiser Fellowship for professional, academic, and personal achievement.
- **Leadership:** Biotech, Pharma, and Devices Panel Lead, Wharton Health Care Business Conference. President, Coffee Club. Member, Patagonia Leadership Venture. Participant, Leadership Workshop: Gathering Intelligence Through Conversation.
- **Relevant Experiences:** Analyzed investment opportunities in the immuno-oncology space for Longitude Capital, a leading venture capital firm. Conducted a market evaluation and developed a business strategy for a startup diagnostics company.
- **Active Member:** Health Care Club, Digital Health Club, Entrepreneurship Club, Wharton Wildmen Hockey, Ski and Snowboard Club, Wharton Warriors Basketball Club, Canada Club, Coffee Club.

### YALE UNIVERSITY

New Haven, CT

*Bachelor of Science, Intensive Major in Chemistry*

2007-2011

- **Active Member:** Hazari Lab Group, Yale Varsity Baseball, Yale Special Olympics, Delta Kappa Epsilon.
- **Publication:** Synthesized a new compound designed to mimic the biochemical environment of RuBisCO, a key enzyme in photosynthesis that converts carbon dioxide to oxygen. Co-authored a paper that was published in *Dalton Transactions*.

## EXPERIENCE

### CIDARA THERAPEUTICS

San Diego, CA

**Business Development and Marketing Intern**

Summer 2016

- Examined potential M&A candidates based on therapeutic and strategic alignment with Cidara's development programs. Presented findings and opportunity assessments to key executives, including the CEO, CBO, CFO and CCO
- Assessed the market potential for the development of an alternative route of administration for Cidara's lead candidate (CD101) and delivered a strategic roadmap for the program to the CMO, CDO, CCO, and VP of CMC
- Analyzed the addressable market and commercial opportunities for new indications for CD101, providing recommendations on attractive indications, clinical development considerations, and lifecycle management strategies

### THE AMUNDSEN GROUP, AN IMS HEALTH COMPANY

Burlington, MA

**Consultant**

2014-2015

**Associate Consultant**

2013-2014

- Examined the market size, physician prescribing patterns and patient therapy progression for an osteoarthritis asset and developed a strategic go-to-market commercial plan for a clinical-stage pharmaceutical company
- Segmented payers based on levels of control in the extended release opioid market and recommended innovative payer contracting strategies that preserved patient access and saved the client over \$100MM in budget
- Identified an opportunity for a client to increase product sales by \$4MM by pursuing growth strategies in underperforming territories and within the government subsidized patient population
- Led four-person strategy team analyzing current market trends and predicting future market conditions to support a client preparing to launch a novel Hepatitis C therapy
- Segmented a market by analyzing patients' price sensitivity and physician prescribing behavior to deliver a strategy for a client to increase sales by realigning its sales force to better target high-value physicians

### EXETER GROUP, INC.

Boston, MA

**Consultant**

2011-2013

- Managed a client's Regulatory Affairs department and supervised their submissions to the FDA for changes to regulated blood manufacturing processes. FDA approval was received for all 23 submissions within project timelines
- Managed a team of 150 people developing over 1,300 documents used to train staff on new processes
- Analyzed team's \$22MM personnel budget and provided a staffing plan to support cost-reduction initiatives

## ADDITIONAL INFORMATION

- **Boston Cares Volunteer Leader (2013-2015):** Led volunteers twice a month at partner organizations, such as The Greater Boston Food Bank, that focused on serving those in need
- **Tower Hill School Alumni Association Class Ambassador (2012-Present):** Raise contributions to Tower Hill's Alumni Fund and help plan Class of 2007 alumni events
- **Interests:** Coffee enthusiast (particularly enjoy discovering new roasters), avid outdoorsman (visiting National Parks, hiking, and fishing), passionate Philadelphia sports fan

# ANKITA VERMA

440 Davis Ct, Apt 1403 - San Francisco, CA 94111  
267-240-5970 - ankitav@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration, Major in Finance and Statistics*

2015 - 2017

- Pro-bono consulting with USAID funded Kenya based startup – helped them raise round C of funding and expand in Africa
- Member of the PEVC Club, Energy Club, Member of the Technology Club
- Selected to participate in the *Semester in San Francisco program* focused on entrepreneurship and technology
- GMAT Score: 770/800

### INDIAN INSTITUTE OF TECHNOLOGY

Kanpur, IND

#### *Master in Science (MS+BS), Major in Mathematics and Scientific Computing*

2005 - 2010

- Top 10% of the graduating Class
- Student Coordinator and Chief Editor, 'Notes in Engineering Research & Development', The Science & Technology Weekly
- Dept. Internship Coordinator, Student Placement Office

## EXPERIENCE

### VAYYAR IMAGING PVT, LTD

Tel Aviv, Israel

#### *Product Strategy & Business Development*

Summer 2016

- Scoped product requirements for their low cost, low radiation breast cancer screening device for the Indian market
- Forged partnerships with leading hospital chains in India for collaboration over clinical trials and commercial launch

### ISRAEL CLEANTECH VENTURES

Tel Aviv, Israel

#### *VC and Investing*

Summer 2016

- Investment diligence on companies at the intersection of Agriculture and Cleantech
  - Financial/ tech diligence including interviews with SMEs, past investors and end users for a precision ag. Company

### SUNEDISON INDIA PVT. LTD.

Mumbai, IND

#### *Project Finance & Business Development*

2014 - 2015

- Led strategy and program management for the IPO of their \$675 Mn Yieldco – Terraform Global
- Managed the asset transfer process for the India, China, South Africa and SEA assets and mitigated delay of 6-10 weeks in IPO process by timely identification of key bottlenecks in the transfer process
- Facilitated the bridge draw of \$500Mn by overseeing the due diligence process with the investors' legal teams

### GENNEXT VENTURES/ TAKSHASHILA CONSULTING

Mumbai, IND

#### *VC, Consulting*

2013 - 2014

- Seconded as a full time employee by my client, GenNext Ventures and managed their CleanTech portfolio
- Led the launch of their startup accelerator, GenNext Innovation Hub, in partnership with Microsoft
- Spearheaded the partnership between the parent firm, Reliance Industries Ltd. and Carbon War Room, an international NGO working on Clean Technology and facilitated a PPP targeting ~8Mn tons of carbon reduction and 1Mn energy jobs
- Ramped up the commissioning of 25 MW solar power plant for a leading EPC company in India brining forward the installation by 3 months leading to a cost benefit of ~\$1Mn
- Created the business plan for a \$10 Bn payments business in the Indian market and identified key remittance corridors for setting up a pilot project for the domestic and international remittance business

### ALTISOURCE PORTFOLIO SOLUTIONS PVT. LTD.

Mumbai, IND

#### *Financial Services*

2011- 2013

- Created an Early Delinquency Indicator model to predict the delinquency behavior of borrowers and implemented a new optimization algorithm for an existing loan servicing model which improved its performance by 6%

### DELOITTE CONSULTING INDIA PVT. LTD.

Hyderabad, IND

#### *Technology Consulting*

2010 - 2011

- Worked with clients across Cloud Solutions, Food and retail and created software solutions for them

## ADDITIONAL INFORMATION

- **Interests:** Mountaineering – Scaled Everest Base Camp, Mt. Trolltunga, Mt. Triglav
- **Volunteer:** Taught underprivileged kids at Skill Foundation, an education focused NGO and sponsored a girl child
- **Languages:** Native speaker of Hindi, Basic Spanish

# AMANDA BLAIR WYATT

2127 Fitzwater Street, Apt. 1 | Philadelphia, PA 19146  
410-804-6012 | amwyatt@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Health Care Management and Marketing*

2015-2017

- VP of Alumni Relations with Health Care Club; leading initiatives to improve alumni engagement with current students through creation and organization of networking events, small group dinners, and shadowing opportunities.
- Project Leader with Penn Biotech Group Healthcare Consulting; led team of 5 conducting research on Private Exchanges.
- Consultant in the Life Sciences Commercial Acceleration Program with Wharton's Small Business Development Center; developed go-to-market strategy for web-based application designed to improve patient handoffs and care coordination.
- Member of Digital Health Club, Marketing Club, Media & Entertainment Club, Wharton Women in Business and Dance Studio.

### HARVARD COLLEGE

Cambridge, MA

*A.B. with honors; Major in Social & Cognitive Neuroscience; Minor in Global Health & Health Policy*

2008-2012

- GPA: 3.64, Major GPA: 3.85.
- Music Director for The Opportunes from 2011-2012 (15-20 hours/week); negotiated \$13K CD contract; generated over \$4K in sales at 30<sup>th</sup> anniversary alumni event; established new alumni board to increase mentorship and fundraising support.
- Research assistant in the HBS Organizational Behavior Program from 2011-2012 and active in Science Club for Girls.

## EXPERIENCE

### PFIZER

New York, NY

**MBA Summer Associate – Marketing**

2016

- Spearheaded national educational program with 50 sessions for health care professionals in advance of high-profile varenicline label update; worked closely with medical, regulatory, and legal teams to develop program content at risk, a first for the division.
- Recommended new program format to maximize reach, field force engagement and ROI based on analysis of previous programs; recommendations were supported and approved by HCP and team leads.
- Collaborated with organized customer marketing to conceptualize and execute an unbranded population health management strategy supporting brand growth goals while also addressing customer questions about changing payment models in the US.

### TRIBALVISION

Boston, MA

**Project Leader**

2014-2015

**Consultant / Associate**

2012-2014

*Accomplishment highlights:*

- Developed and implemented growth strategies for domestic and international firms (Europe and Asia) while managing 4-6 client accounts and 4-6 direct reports; average client required 80 hours of work per month.
- Promoted twice to Project Leader position ahead of schedule (2.5 years vs. 3.5 years); commended in performance reviews for work ethic, team leadership, credibility, presentation skills and client relationship management.

*Selected experience:*

- Built a new e-commerce solution for a U.S. medical device manufacturer; increased online sales by 18% and order volume by 14% among hospitals, distributors, government organizations and health care professionals.
- Designed marketing and communications strategy around the Affordable Care Act for a large non-profit health center; helped to educate and ultimately enroll 1300 formerly uninsured patients, reducing annual cost of free care by \$6M.
- Completed market entry strategy for Korean imaging device manufacturer, evaluating \$1.2 billion U.S. market opportunity; forged new VC relationships for the company in the U.S. through PR and tradeshow attendance.
- Expanded lead generation for a Belgian software-as-a-service company, increasing sales opportunities by 27% over six months; optimized the free trial and doubled trial conversion to 8.5%.
- Structured Rhode Island population model based on 6000+ variables of Census tract-level data for a school; enabled highly targeted outreach according to diversity and income levels to support school enrollment goals.

### CAREFIRST BLUE CROSS BLUE SHIELD

Baltimore, MD

**Corporate Marketing Communications Intern**

2011

- Assessed and presented data on the PCMH pilot program to CEO; transitioned key points into internal training materials.
- Spearheaded update for online sales system, enabling "print on demand" functionality for efficient sales personalization; supported development of materials for large public school contract bid, which CareFirst later won.

## ADDITIONAL INFORMATION

- **Proficient in:** Google Analytics and AdWords (Search and Display), Salesforce, Adobe InDesign, Wordpress, iMovie and Finale; intermediate knowledge of SPSS and HTML.
- **Interests:** singing, musical arrangement, theater, piano / guitar, yoga, television, card games, and travel.

## ANNIE YE

2101 Chestnut Street, Unit 1415  
Philadelphia, PA 19103  
515-710-9916  
annie.ye@post.harvard.edu

### EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Master of Business Administration Candidate; Major in Entrepreneurial Management* 2015 – 2017

- President: Cluster Council; VP: Digital Health; Leadership Fellow; Nonprofit Board Fellow; Digital Health Analytics
- GMAT 740 (97%); Classes: New Product Management, Group Dynamics (Power Lab), Strategy and Competitive Advantage

**HARVARD UNIVERSITY** Cambridge, MA  
*Bachelor of Arts in History; Minor in Economics* 2007 – 2011

- Chair: Association for US-China Relations; Director: Wushu Club; Assistant Editor: Leadership Institute Magazine

### EXPERIENCE

**JIFF** Mountain View, CA  
**Intern, Product Manager** 2016

- Researched, designed wire-frames, user tested, and wrote specs for social engagement features for a corporate wellness app
- Initiated redesign of the mobile e-commerce store user experience with 3 variations for user testing and feedback
- Optimized user experience on corporate wellness and competitive apps with new and best practice recommendations
- Created motivational and educational content for user messages and wellness programs with product marketing team

**NBCUNIVERSAL** New York, NY  
**Product Manager, Analytics Technology** 2014 – 2015

**Business Systems Lead/PM, Sales Intelligence** 2013 – 2014

- Collaborated with senior executives to define engagement strategies a corporate-wide consumer database consolidation
- Directed a 30+ global development team to utilize NBCU's first big data infrastructure to develop and execute algorithms for rapid data processing and analytics for the 2014 Sochi Winter Olympics; delivery frequency improved from daily to hourly to senior management and clients on the ground at Sochi of a \$50 Million advertising budget
- Designed training on QA and risk mitigation, achieving a 50% increase in quality control across a cross functional team
- Modeled hypothetical scenarios for optimal ad delivery in limiting digital video ads during NBCU Ad Sales' first data science project; models were used to maximize revenue opportunities during sales negotiations

**NUTRACLICK (FORMERLY KNOWN AS HUNGRY FISH MEDIA)** Boston, MA  
**Manager, Business Intelligence** 2012 – 2013

**Senior Analyst, Business Intelligence** 2012

**Analyst, Business Intelligence** 2011 – 2012

**Summer Analyst, Finance & Operations** 2010

- Developed a customer behavior product roadmap and introduced new analytical product features in collaboration with an internal team of 3 and cross-functional team members to target increased customer retention by 10%
- Invited as panelist and presenter at a premier global conference on online fraud prevention to 100+ audience
- Led international expansion initiatives and coordinated across departments; entered Brazil and Canada in 3 months
- Designed and implemented a data model for a cloud data warehouse and company-wide reporting platform, decreasing manual reporting by 33% and automating real time report response rate

### ADDITIONAL INFORMATION

- **Interests:** Wearables and IOT, 2014 Food & Tech Hackathon Winner, Youth Education, Self-Quantification, Zumba
- **Positions:** Board Member: Legal Clinic for the Disabled; Coordinator: NBCU Mentoring Program; Chair: Harvard Association for US-China Relations (501(c) education non-profit with \$500,000 budget)
- **Skills:** Development: Agile; Project Management: Jira, AtTask, Asana, Trello; Data: Tableau, SQL (Basic), MicroStrategy

# KAREN AU YEUNG

Address: 42 S. 15<sup>th</sup> Street Apt 607, Philadelphia, PA 19102 | Phone: 267-968-6776 | Email: karenay@wharton.upenn.edu

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate, Majors in Marketing & Finance*

2015-2017

- Selected as Wharton Alumni Fellow, Wharton Admissions Fellow, Marketing Chair for Wharton Healthcare Business Conference (2016 – 17), VP of Education (2016-17) & Director of Healthcare Design Challenge (2015-2017) for Innovation & Design Club

### UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Bachelor of Science in Engineering, Major in Bioengineering; Bachelor of Arts, Major in Economics*

2006-2010

- Graduated magna cum laude; Received Dean's List Honors for academic excellence in 2008 and 2010

## EXPERIENCE

### GLAXOSMITHKLINE

Philadelphia, PA

**Summer Esprit Program Intern – Vaccines Business Unit; Marketing**

Summer 2016

- Identified and evaluated impact of major access barriers, from a payer reimbursement and coverage perspective, to adult vaccines in retail pharmacies – a growing and strategically important acquisition channel for GSK
- Recommended two quick win and three medium-to-longer term opportunities for GSK to address barriers which include using developing educational resources around coverage for pharmacists and engaging employer groups as payer customers

### OLIVER WYMAN

New York, NY

**Engagement Manager (2013 – 2015)**

2010-2015

**Associate (2012 – 2013), Senior Consultant (2011 – 2012), Consultant (2010 – 2011)**

- *Data analytics and pricing optimization for health insurance payer:*
  - Collaborated with client team to develop account-level pricing optimization model for large Midwest health insurance-provider
  - Back-test demonstrated a potential margin uplift of ~\$1.2MM per ~150 accounts
- *Business strategy and market segmentation for retail banking client:*
  - Identified 5 areas of revenue growth and 6 areas for cost savings and operational improvements to meet goal of \$80+MM in profit uplift in 3 years; areas of work included: deposit products repositioning, marketing initiative development
  - Conducted market analysis and customer segmentation to identify target clients for an international retail bank's core products
- *Product positioning for an oil & gas client:*
  - Improved proprietary credit card offering for an oil & gas client, increasing transaction volumes by ~20%; leveraged market research on peers, innovative products in other industries and payment trends, and analyses of client's portfolio
  - Formulated a go-to-market strategy and a roadmap for transitioning customers of existing offering to new value proposition – expected to provide an incremental uplift of ~5% in transaction volume
- *Stakeholder management, operations strategy, & data analytics for a government client:*
  - Analyzed historical nationwide individual-level data to identify fraud behavior patterns by population segments and developed algorithm for detecting future anomalies, generating ~\$25-45BN in fraud loss savings and / or additional revenue per year
  - Managed collaboration between cross-functional senior leadership to communicate and implement changes
- *Leadership and teamwork:* Led teams of 3 – 5 consultants on client projects; mentored 3 junior consultants

### WORLD ECONOMIC FORUM

New York, NY

**Project Manager (Selected for 9-month secondment)**

Jun 2014 – Apr 2015

- Drove initiative which identified 10 overarching policy recommendations on how emerging markets can accelerate the development of local capital markets, resulting in publication of report ([link](#)) in advance of the Annual Meeting at Davos

### CITIGROUP

Hong Kong

**Investment Banking Summer Analyst, Healthcare group**

Summer 2009

- Conducted due diligence on biopharmas in E. Asia and identified five potential acquisition targets for multi-national pharma firm

### NORTHWESTERN UNIVERSITY / REHABILITATION INSTITUTE OF CHICAGO

Chicago, IL

**Research Intern – Brain Machine Interface for Stroke Rehabilitation**

Summer 2008

## ADDITIONAL INFORMATION

- **Languages:** Native speaker of English and Cantonese, Conversational in French, Spanish, and Mandarin
- **Software / Programming skills:** Adobe Creative Suite, VBA, SAS, SQL, Front-end web development: HTML5, CSS, Java
- **Interests:** Long-distance running (ran two half-marathons), scuba diving, DIY home decoration/art projects, photography
- **Other activities:** Evaluated applications for DreamIt Accelerator 2017 program; Volunteered with City Harvest (2013-2015)