



**Healthcare Industry
Association (HCIA)**

RESUME BOOK

Columbia Healthcare and Pharmaceutical
Management Program

Classes of 2024 & 2025

Resumes



Class of 2024

Ife Adebayo
Palak Bajaj
Avni Bapat
Sarah Besnainou
Kate Collins
Jill Damaris
Alexandra (Allie) Gerber
Jin Huh
Morgan Lataillade
Erin Laughlin
Ben Levine
Sarah Li
Chi Liu
Liz Meijer
Raj Pajwani
Sujaan Sanghvi
Aashka Shah
Agnes Melissa Gabrielle B. Tan
Jonathan Wu

Class of 2025

Xuguang Chen	Mary Alice Pope
Erim Cobanoglu	Henry Richey
Jamie Cohen	Brent Rosseland
Ryan Deloughry	Philip Saba
Alexandra Djait-Paulien	Melissa Schantz
Jake Emrich	Anja Schempf
Jenna Feltes	Brady Schneider
Shanaya Fozdar	Sydney Shannon
Zachary Frederich	Chloe Snyder
Isabelle Giap	Silvia Tiemi Suzuki
Valerie Gupta	Brynn Taylor
Bridget Horwood	Michaela Tinkley
Maria Iglesias	Jack Vailas
Julie Kim	Katie Wu
Sang In (Susie) Know	Lewis Zhang
Kevin Kozikowski	Lindsay Zhao
Jiyoon Lee	Veronika Zotova
Seung Lee	Seth Zucker
Zoe Mattana	
Njairé Mckoy	
Xiang (Evie) Meng	
Sofia Mesquita	
Taiye Opabunmi	

HCIA at Columbia Business School

The Healthcare Industry Association (HCIA) is committed to expanding opportunities outside of the classroom for Columbia Business School students to learn about the many segments of the healthcare industry. Working in close collaboration with the Healthcare and Pharmaceutical Management Program, the HCIA organizes a variety of activities throughout the year. It offers members the opportunity to increase their knowledge of the healthcare industry, expand their professional networks, learn about diverse career paths, and secure internships, full-time opportunities, and in-semester projects.

The healthcare-related activities broaden students' exposure to global healthcare practice and complement the learning that occurs in the classroom. Students interact regularly with leading industry practitioners, many of whom are alumni, through experiential learning opportunities and programming. The following events are offered throughout the year:

- Columbia Business School Annual Healthcare Conference
- Healthcare career panel
- “Day in the Life” events with select corporate partners
- Lunch & Learn networking events
- Alumni networking events
- Executive Speakers
- Treks & NYC site visits

HCIA members accept full-time and internship positions across the spectrum of the healthcare industry. Many students are recruited into management development rotation programs and functional positions (finance, marketing, business development, strategic planning, etc.) at global healthcare enterprises and early-stage life sciences and healthcare services companies. Students also obtain healthcare-focused positions in consulting, investment banking, private equity/venture capital, and nonprofit organizations.

More information can be found on our website at columbiahcia.com

Healthcare and Pharmaceutical Management Program

Columbia Business School's Healthcare and Pharmaceutical Management (HPM) Program provides students with a real-world understanding of the increasingly complex healthcare environment. Through a multidisciplinary approach shaped by innovative course offerings, complementary out-of-class activities, networking opportunities with industry leaders, and one-on-one career planning/mentoring, the Program offers a dynamic learning experience focused on the major issues affecting the global healthcare ecosystem. The HPM Program emphasizes critical thinking and encourages the development of new approaches to address the strategic, economic, competitive, technological, and sociopolitical challenges facing this important sector. Healthcare courses are offered as electives (no minimum requirements) within the overall curriculum at Columbia Business School, enabling students to tailor their coursework to their individual needs and career aspirations.

The HPM Program offers students:

- A flexible, comprehensive, and pragmatic array of healthcare courses
- A career-focused approach to learning and professional development
- A powerful network of alumni and other healthcare business professionals
- A global perspective
- An entrepreneurial mindset
- Access to the world-class Columbia healthcare community

The HPM Program was established in 2006 and is currently led by Prof. Carri W. Chan. Prof. Chan brings over 10 years of academic and industry experience, where her work focuses on combining data analytics with mathematical modeling to develop evidence-based approaches to improve healthcare delivery, especially for patient flow through hospitals. She has worked closely with cutting-edge hospital systems, including Kaiser Permanente, New York-Presbyterian, and Montefiore Medical System. The Program was designed with seasoned industry executives who understand first-hand the skills and industry insight necessary to be successful in this dynamic and highly challenged global business sector.

Healthcare electives build on the MBA Program's rigorous core-curriculum and are designed and taught by a unique mix of experienced industry executives and prominent CBS faculty. They cover each major healthcare sector (biopharmaceuticals, medical devices and diagnostics, healthcare services, and healthcare information technology) on a global basis, from both industry and investor perspectives. Additionally, all functional areas are covered: strategy, management, marketing, finance, business development, M&A, risk management, operations, and policy.

The Program helps students successfully pursue careers in pharmaceuticals, biotechnology, medical devices & diagnostics, healthcare services/HCIT, management consulting, investment banking, equity research, venture capital, private equity, and entrepreneurship.

Information on the HPM Program can be found at: www8.gsb.columbia.edu/healthcare/



CLASS OF 2024





IFE ADEBAYO

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: VP of Careers, Healthcare Industry Association; VP of Mentorship, Investment Banking Club

Member: Rugby Football Club; Africa Business Club; Black Business Student Association; Beauty Club; Veterans Club

TUFTS UNIVERSITY SCHOOL OF MEDICINE

Master of Public Health, Health Services Management and Policy, August 2017

Boston, MA

2016-2017

Honors: NESAC All-Academic

TUFTS UNIVERSITY

BA, Economics & Public Health, May 2016

Medford, MA

2012-2016

Honors: Dean's List

Leadership: Alliance Through Bars, Co-Founder; Tufts Business Opportunity Council, Board Member

EXPERIENCE

CENTERVIEW PARTNERS

Independent global, investment bank providing M&A and restructuring advisory to clients

New York, NY

Summer 2023

Summer Associate

- Supported the development of key strategic discussion materials for upcoming board meetings
- Managed multiple market analyses and client deliverables concurrently across multiple accounts and workflows

PLUM ALLEY INVESTMENTS

A venture capital firm with a focus on investing in breakthrough technology and healthcare

New York, NY

Summer 2022

Kapor Capital Summer Fellow

- Analyzed investment opportunities and developed investment memos to aid in the success of technology and healthcare startups

ARTISAN HEALTHCARE CONSULTING

A boutique management consulting firm that offers strategic insights to healthcare companies

Waltham, MA

2017-2022

Engagement Manager (2022)

- Drafted and presented new project proposals as well as staffed and managed 4-6 concurrent projects ranging from product sales forecasts to portfolio prioritization to support the commercial growth of biotechs and pharmaceutical companies
- Created three licensing revenue models to advise a multi-billion dollar pharmaceutical company on key revenue streams
- Redesigned the bi-annual engagement survey and used the results to moderate a productive company offsite

Project Leader (2021)

- Staffed, managed, and supported multiple teams, including modeling sales for the treatment of six \$500M+ infectious diseases based on varied competitive landscape and market trends; this resulted in further development of two indications
- Founded the Diversity, Equity, and Inclusion Initiative, dedicated to an inclusive workplace via policy and recruitment changes

Consultant (2020)

- Managed multiple concurrent projects, including one that required a model capable of accurately tracking and measuring US payer coverage decisions for three oncology diagnostic products and resulting in changes to the incentives for account directors

Senior Associate (2019)

- Created strategic narratives and developed recommendations for clients to aid their revenue growth and commercial expansion

Associate (2017-2018)

- Conducted research and analysis to synthesize insights that guided client recommendations and built client trust



PALAK BAJAJ

Marketing

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EDUCATION

COLUMBIA BUSINESS SCHOOL MBA, May 2024

New York, NY
2022-2024

Honors: Forte Fellow, Albert and Violaine Rice Scholarship (Merit-based), Gilead Pharma Case Competition 3rd Place (of 60)
Leadership: Follies (President), Healthcare Industry Association (Vice President Conference), Peer Advisor

CARNEGIE MELLON UNIVERSITY (GPA 3.9/4.0)

Pittsburgh, PA
2014-2018

BS, Chemical Engineering; Biomedical Engineering; Minor in Business Administration

Honors: Dean's List; Andrew Carnegie Society Scholar: Top 2% of graduating class in service and leadership

Publications: *Achieving long-term stability of lipid nanoparticles (LNP) (Int J Nanomed); Oral delivery of siRNA LNP (Nature)*

Leadership: VP, Tau Beta Pi; Mentoring Chair, Society of Women Engineer; Rho Lambda Leadership Chair

Internships: Merck – Global Science, Technology, & Commercialization; Bristol-Myers-Squibb – Pharmaceutical Development

EXPERIENCE

PFIZER

New York, NY
Summer 2023

Marketing Rotational Program Summer Associate

- Conducted assessment to identify gaps in equitable access to Duchenne Muscular Dystrophy diagnosis and treatment
- Led cross-functional workshop to generate actionable steps for Pfizer to take prior to product launch to emphasize equity
- Created Spanish transcreation of educational materials for HCPs for use of gene therapy in Duchenne Muscular Dystrophy

PUTNAM ASSOCIATES

New York, NY
2020-2022

Boutique Global Strategy Consulting Firm for the Biopharmaceutical Industry

Senior Associate Consultant (2022)

- Identified enhancements for a target product profile for a first-in-class medical device use alongside bladder cancer immunotherapy by leading 70+ urologist-oncologist interviews, and presented 6 profile-enhancements to VP-level brand lead
- Assessed knowledge gaps causing limited diagnosis of osteogenesis imperfecta (rare disease) across 5 different physician segments by leading 100 quant and 20 qualitative interviews to develop biotechnology clients' HCP disease education campaign
- Forecasted future opportunity for biosimilar pegfilgrastim OBI for top 5 pharma client, integrating HCP/payer insight
- Conducted an epidemiology assessment to target additional patient segments for treatment of bladder cancer using virus-like drug conjugate for pre-commercial biotech by conducting 30 qualitative interviews with urologists and literature research

Associate Consultant II (2020-2021)

- Built a gross-to-net calculator incorporating discounts from 5 key channels and hypothesized competitor bundling discount by iterating with senior director of top 5 pharmaceutical company to formulate pricing & bundling strategy for blockbuster vaccine
- Developed drug pricing strategy for first line treatment of choroidal melanoma (orphan oncology) by interviewing national and regional managed care organizations and key opinion leaders; presented findings to CEO of pre-commercial biotech client
- Conducted a future global competitive outlook for top pharma company by creating a quantitative survey distributed to N=100 hematologist-oncologists resulting in erosion of clients' myelofibrosis market share and re-assessment of market strategy
- Enhanced 30 value messages for prostate cancer therapeutic to use in future payer and provider marketing for top pharma client

ELI LILLY AND COMPANY

Indianapolis, IN
2018-2020

Engineer at Indianapolis API (Insulins) – Process Control

- Devised automation changes for a capital project that reduced water consumption by approximately 260,000 liters per product campaign, increasing environmental sustainability; awarded the Global Health, Safety, and Environmental Excellence award
- Designed automation changes for a capital project that decoupled two tanks and led to a 33% reduction in step cycle time
- Troubleshooted day-to-day engineering and equipment issues, supported changeover activities to different types of insulin in a multi-product site, and provided 24/7 on call support on a rotating schedule to maintain insulin production



AVNI BAPAT

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Decision, Risk, and Operations, May 2024

New York, NY

2022-2024

Leadership: VP of Annual Conference for Health Industry Association, Tamer Center for Inclusive Entrepreneurship Fellow

Member: Technology Club, Health and Wellness, Hospitality and Travel Association

OHIO STATE UNIVERSITY

BS, Psychology & Neuroscience, May 2016

Columbus, OH

2012-2016

Minor: General Business Minor

Honors: Research and Distinction - First-Author Publication in "Attention, Perception, and Psychophysics"

EXPERIENCE

BELONG HEALTH

Early-Stage Health Insurance Manager

New York, NY

Summer 2023

Summer Associate

- Researched strategies to capture Medicare risk adjustment and HEDIS quality metrics related revenue. Collaborated with executive leadership to develop action plan for revenue growth while minimizing costs to meet Medical-Loss-Ratio goals
- Created incentives plan for partner physician practices to increase engagement amongst Medicare and Medicaid members as part of 2024 ACO Reach goals. Leveraged analytics skillset to determine incentive specifics based on utilization and demographics
- Managed onboarding of seven supplementary benefit vendors for launch of new health plan. Developed Explanation of Benefits sales materials, collaborated with analysts to outline technical specifications, and drove compliance accountability

PRICEWATERHOUSECOOPERS (PWC)

Senior Associate, (2020-2022), Associate (2019-2020), Health Industries

New York, NY

2019-2022

- Lead analytics team to audit rebate processing on behalf of 9 major payer plans and 13 leading pharmaceutical companies, identifying \$700K in potential cost recoupment for clients from a \$2M total project worth
- Recommend organizational and data management improvements to a Fortune Top 5 client's claims processing structure to tackle concerns around revenue leakage and consistent application of contract terms across 7 departments
- Constructed Tableau dashboard solutions for clients to identify areas of risk in their government regulated drug dispenses. Incorporated feedback to by implementing KPI dashboard features resulting in additional \$80k of recurring firm revenue
- Elected as co-chair for the Advisory Committee to oversee planning and execution of 30+ development activities between 2021 and 2022 for over 2,000 Associate-level staff in the NYM area with a \$100k annual budget

CARDINAL HEALTH

Pharmaceutical Distribution Company

Columbus, OH

2016-2019

Senior Analyst (2017-2019), Analyst (2016-2017)

- Developed a self-service sales tool for over 500+ enterprise users resulting in a 60% annual reduction of ad-hoc requests to the Analytics Department
 - Partnered with cross-functional leaders from 7 different business units to identify and integrate data to serve as a single-source of truth for sales performance, financial reporting, and targeting of ~3000 SKUs across 4,000 hospitals
 - Enriched existing enterprise data with Twitter API product sentiment information, 3rd party vendor data (IQVIA, DataQ) for geographical segmentation, and logistic regression models for product upselling recommendations
- Collaborated with internal marketing team to develop branding, communication templates, messaging, and training materials for solution roll-out and ongoing support for the sales team of 100+ in presenting solution-derived data to external customers



SARAH BESNAINOU

📁 Healthcare Management

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Summer Internship: Strategy and Operations MBA Intern at Hospital for Special Surgery, NYC

Leadership: Healthcare Industry Association; VP of Conference

Member: Columbia Women in Business, Tech Club, European Society, French Connection, Gourmet Club, Snow Sports Club

UNIVERSITY OF PENNSYLVANIA

BA, Biological Basis of Behavior, May 2016

Philadelphia, PA

2012-2016

Work Experience: UPenn Translational Research Lab Independent Researcher, Groupon South Africa Web Development Intern

Summer Abroad: iXperience Summer Tech Academy, Cape Town, South Africa (Summer 2015)

EXPERIENCE

FLATIRON HEALTH

New York, NY

Engagement Manager, Executive Client, Revenue Cycle Management (RCM) (2021-2022)

2018-2022

Led a team of 4 in managing account operations for Flatiron's largest RCM client (over \$450M in yearly revenue)

- Managed new provider and new specialty implementations and provided payer contracting analytics, fostering the client's continued growth; client's revenue grew from a monthly average of \$25M in 2020 to \$42M in 2022
- Hired, onboarded, and mentored 5 new team members to support the client's 50% growth over 1.5 years
- Influenced the strategic direction and priorities of the RCM team by managing monthly performance meetings with Flatiron's largest RCM partner (an oncologist network) and all other client team managers
- Collaborated closely with product managers and engineers to gather product feedback and requirements, to enhance RCM processes

Operations Associate, Executive Client, Revenue Cycle Management (RCM) (2018-2021)

Oversaw day-to-day account operations to ensure customer success for Flatiron's largest RCM client

- Created the framework around Accounts Receivable (AR), Denials monitoring, and Payer Escalations for executive RCM clients at Flatiron, resulting in over \$5M in settlements or claims reprocessing and a reduction in AR 120+ from 9% to 5% in two years
- Led weekly and monthly revenue cycle metric reporting, including creating the reports with Excel, SQL, Microsoft Access, and Tableau, generating the insights, and presenting operational improvement opportunities to the client's C-suite executives
- Directed end-to-end RCM implementation of a large hospital system's oncology wing; increased client's monthly revenue by \$5M

INTEGRA PARTNERS

New York, NY

Tech company streamlining processes, lowering costs, and improving outcomes for DMEPOS

2016-2018

Business Analyst, Data and Analytics Team (2017-2018)

Organized data and provided analytics using Tableau, Excel, and SQL to improve operational efficiency and inform strategic planning

- Analyzed claims payment data to improve cash flow through payer escalations; over \$6M impact on revenue
- Defined pricing models to generate additional revenue opportunities—annualized opportunities of over \$45M

Analyst, Leadership Development Program (2016-2017)

Rotated through Revenue Cycle Management, Operations Development, and Sales



KATE COLLINS

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2024

2022-2024

Leadership: VP of Careers, Healthcare Industry Association; Co-President, Beauty Club; VP of Community, Peer Advisor Board

Teaching Assistant: Strategy Formulation (Core Course), instructed by Jorge Guzman

UNION COLLEGE

Schenectady, NY

BA, Economics & English, June 2016

2012-2016

Honors: Dean's List

Leadership: DIII Women's Varsity Tennis, Founder of Women in Economics Club, News Editor of College's Student Newspaper

EXPERIENCE

PFIZER

New York, NY

MBA Finance Associate, Oncology Corporate Business Development

Summer 2023

- Evaluated strategic investment and partnership opportunities for Oncology franchise to support ongoing \$43B acquisition integration, and other prospective licensing, co-development, co-financing, and R&D collaborations
- Led probability-adjusted valuation and DCF modeling analysis for key Oncology platform to reflect current-state valuation and support management's go-forward decision for co-development partnership
- Conducted enterprise value calculations, prepared senior leadership, and led regulatory communications to support the closure of a \$25M BioTech investment

DELOITTE CONSULTING LLP

New York, NY

Received early promotion to SC, top performance reviews (top 10%) in 6/6 evaluation cycles

2019-2022

Senior Consultant, Strategy & Operations (2021-2022)

- Led Functional workstream for long-term financial planning system implementation for \$14B Global MedTech client and was responsible for bridging gap between tech and business teams during all client conversations and deliverables
- Executed cross-functional workshops throughout Design, Build, Test, & Train stages for two phases of implementation project, in order to construct holistic system design requirements that best fit client's business processes and functions
- Drove end-to-end execution of System Integration Testing and User Acceptance Testing phases for 20+ cross-functional stakeholders, leading to the successful closure of 1,000+ tests related to new system design and business applicability

Consultant, Strategy & Operations (2019-2021)

- Owned overall project status across 6 client / internal team workstreams and facilitated team's relationship with senior clients on an ongoing basis for M&A project supporting \$6.5B divestiture of Fortune 100 Multinational Pharmaceutical
- Developed various critical dashboards used to assess progress of company spin activities across 50+ senior client stakeholders, enabling greater visibility on overall project status and progress milestones across both Deloitte and client workstreams
- Built a detailed cost model quantifying total billing and resourcing needs for \$2.4M of contract extensions with client
- Spearheaded content creation and execution of two weeklong client trainings on core finance concepts and financial planning

GENERAL ELECTRIC

Various U.S. Locations

FMP is a two-year leadership program with four six-month rotations across key finance functions

2017-2019

Financial Management Program (FMP) Analyst, GE Power & GE Capital (2017-2019)

- Managed Supply Chain financials for ~\$75M business, while executing the planned closure of manufacturing plant with 100+ employees and transfer of work to third party
- Partnered with Controllershship and Treasury teams to construct a Foreign Exchange on Working Capital model that assessed rate impacts on cash, ultimately identifying a ~\$33M operational cash savings opportunity due to exchange rates
- Created management tool and financial model that integrated labor cost and servicing outages, providing complete cost picture to improve business decision-making and resource planning



JILL DAMARIS

📖 Entrepreneurship, Venture Capital

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: Columbia Venture Fellow, President of Venture Capital Club, Forté Fellow, Teaching Assistant – Investing in Digital Health Start-Ups with Halle Tecco

BOSTON COLLEGE

BA, Economics Major with Theater Minor, Dean's List

Chestnut Hill, MA

2014-2018

Leadership: 4Boston (Student Volunteer Org) Lead, Group Fitness Instructor, Student Fundraiser (individually raised >\$40,000)

EXPERIENCE

SEASON HEALTH

Series A digital health company providing a food-as-medicine platform to health plan members

New York, NY

June 2023-Present

Business Development and Strategy

- Developed go-to-market approach for 5 markets across 4 lines of business, including pricing, unit economics and launch
- Led 4+ proposals and pitches for customer RFPs and supported expansion efforts for existing customers

EUGENE M. LANG CENTER FOR ENTREPRENEURSHIP

Columbia Venture Fellow

New York, NY

December 2022-Present

- Conducted diligence on 18 start-ups applying for Columbia University Lang Center funding
- Recommended one of the four companies to the Lang Center's investment committee that ultimately received funding

BBG VENTURES

Early-stage VC fund backing female founders

New York, NY

December 2022-Present

Columbia Venture Fellow

DELOITTE CONSULTING

Strategy and Analytics Senior Consultant (2022 – 2022)

Boston, Massachusetts

2018 – 2022

- Recognized in top 5-10% of peers; Received early promotion to Senior Consultant
- Prepared retail pharmacy to enter clinical trial market (\$450M opportunity), including assessing market opportunity through business case, developing trial-specific launch plans for 226 sites, and delivering clinical trial training
- Planned internal Boston Consulting Winter Gala for ~800 practitioners, managing ~\$250K budget and partner negotiations

Strategy and Analytics Consultant (2019 – 2022)

- Recognized in top 5-10% of peers; Earned MBA sponsorship through highly selective Graduate School Assistance Program
- Built business case and operating model for large biopharma client's first centralized Real World Evidence Center of Excellence to enable data-driven insights across product lifecycle with projected savings of ~\$8.5M over 2 years
- Created large biopharma client's local launch excellence strategy to support 500+ products globally
- Led a team of two practitioners to construct internal Life Sciences R&D training materials that were deployed to entire firm
- Developed infrastructure to support standing up national analyst experience, impacting over 3,000 analysts
- Led ~60 person Boston analyst and consultant community; cited as main driver of office culture at onset of pandemic

Strategy and Operations Analyst (2018 – 2019)

- Led strategic value assessment, including evaluating cost, market value, and probability of success, for biopharma client across all R&D functions to directly inform board decision making regarding capital allocation of \$500M
- Designed therapeutic/disease area strategy for new late-stage clinical development organization to improve time to market
- Built AI/ML use cases for large biopharma client's regulatory capabilities to facilitate more accurate regulatory submissions



ALEXANDRA (ALLIE) GERBER

📖 Strategy, Business Development

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2024

2022-2024

Leadership: VP of Partnerships Healthcare Industry Association, VP Financial Literacy Club, Nonprofit Board Leadership

Program Fellow, Gilead Pharma Case Competition 2022 3rd Place Finisher out of 60 Teams

Member: Columbia Women in Business, Health and Wellness Club, Wine Society

DARTMOUTH COLLEGE

Hanover, NH

BA, Anthropology modified with Global Health, June 2018

2014-2018

Minor: Spanish and Global Health Certificate

Leadership: Mentor and Co-Chair for Dream and Global Health Fellows Leader

Foreign Study Program: Buenos Aires, Argentina, Spring 2016

EXPERIENCE

BRISTOL MYERS SQUIBB

Princeton, NJ

Bristol Myers Squibb is a multinational pharmaceutical company

Summer 2023

MBA Commercial Leadership Development Intern

- Designed an immunology indication framework to help the worldwide access team understand access considerations in the US, France, Germany, and Japan to ensure team could provide strategic opinions in cross-team discussions with clinical development and business development, saving \$1M in consultant fees
- Investigated ways to use artificial intelligence to improve manual team processes including training the team on a clinicaltrials.gov automation to pull key trial information quickly to understand competition

PROGYNY

New York, NY

Progyne is a publicly traded fertility benefits management company with a \$2.9B market cap

2019-2022

Business Strategy and Analytics Associate (2021 - 2022)

- Analyzed and developed over 850 financial proformas, network provider distance reports, and analyses mapping Progyne's network to patient's current providers to support sales team boosting sales close rate from 15% to 50%
- Created a cross-functional dashboard with account management, implementation, and finance teams to analyze workflows to ensure teams met all public reporting deadlines and deliverables for client resulting in a 95% compliance rate
- Presented over 15 data-driven analyses showcasing Progyne's expected costs and utilization to prospective clients and consultants during final stages of sales process resulting in \$9.2M possible revenue
- Led end-to-end design, development, and implementation of a report looking at Progyne's provider footprint relative to customer locations in a new region to illustrate 94% reach of new program
- Partnered with sales executives to support sales prospecting efforts by delivering \$2M of revenue generating activity on top of Business Intelligence responsibilities

Business Development and Strategy Associate (2020 - 2021)

- Assessed fertility regulatory restraints in various locations and synthesized insights into a one-page summary to help executives devise ways for Progyne to expand, increase revenue, and provide services to more members
- Researched market leaders in women's health and mental health to evaluate business development opportunities for Progyne as part of three-year growth strategy presented to the Board of Trustees to guide future planning
- Owned relationships with all Progyne's external sales tools vendors through quarterly meetings, negotiated 8% savings on renewals, and evaluated and partnered with cross-functional teams to implement upgraded platforms

Sales Development Representative (2019 - 2020)

- Built Progyne's inaugural sales prospecting program to improve sales prospecting strategies by identifying contacts and critical sales information to increase cadence of sales messaging for over 200 potential new clients
- Educated CHROs and HR leaders to drive engagement with Progyne by sending on average 100 emails per week
- Converted eight outbound and 15 inbound cold calls quarterly into prospective customers meetings to progress sales pipeline



JIN HUH

📁 Strategy; Business Development

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare and Pharmaceutical Management, May 2024

New York, NY

2023-2024

Member: Health Care Industry Association, Venture Capital Club, Asian Business Association, Hermes Society, Gourmet Club

DUKE UNIVERSITY

BA, Psychology & Global Health, May 2017

Durham, NC

2012-2017

Honors: Dean's List

Leadership: Vice President at Duke Korea Undergraduate Association, Captain at Intramural League Soccer Club

EXPERIENCE

GC BIOPHARMA CORP. (KOREA EXCHANGE: 006280)

Korean biopharmaceutical enterprise with annual turnover of \$US 1.5B

Yongin, Korea

2021-2022

Senior Manager, Corporate Strategy Planning Team (2022); External R&D Team (2021)

- Formulated China and U.S commercialization plans of strategic products, Hunterase and IVIG, with risk identification and mitigation tactics on reimbursement strategies and production capacity, forecasted to achieve US\$30M revenue increase
- Invested US\$40M in Curevo's Series A and made follow-up investment US\$4M Series A-1 financing activity
- Served as a Board Member Observer of Curevo, Seattle affiliate, monitoring phase 2 clinical trials developing Shingles Vaccine
- Conducted due-diligence on investment in venture capital fund, RMG-KB BioAccess Fund, aiming to amass up to US\$100M
- Committed US\$30M RMG-KB BioAccess Fund as a major Limited Partner through leading active communications and negotiations with General Partner relating to Investment Agreement
- Invested US\$5M in 2 biotech startups located in Korea; performed financial and legal due diligence in joint efforts with in-house financial and legal teams to negotiate optimal amount of valuation
- Scouted new investment opportunities by establishing network with entrepreneurs, startup founders, and potential co-investors and annually attending more than 7 industry conferences and networking events

GC MEDICAL SCIENCE CORP. (KOREA EXCHANGE: 142280)

Korean In-vitro diagnostic medical devices manufacturer with annual turnover of \$US 100M

Yongin, Korea

2017-2020

Manager, Strategy Planning Team (2018-2020); Business Strategy Team (2017-2018)

- Restructured business portfolio and executed sale of blood bag business unit; Sourced potential buyers and collaborated with accounting firms for valuating optimal sales price for business unit
- Explored and formed partnership with 3 biotech ventures: Hemotune, Genecast, and Rootee Health
- Initiated companywide communication for redirecting R&D research plan to base on point care of testing
- Developed in-house company projects to increase commercial efficiencies, turning operating profit from \$US (3M) to \$US 4M

DUKE GLOBAL HEALTH INSTITUTE

Research organization that facilitates ~100 projects to improve global health outcomes

Durham, NC; Delhi, India

2016-2017

Research Intern, Udayan Ghar Programme Team

- Collected and analyzed health outcomes of 100 separated children, 25 caregivers, and 40 alumni from residential homes at Delhi

THE 28TH INFANTRY DIVISION HEADQUARTERS

Infantry Unit at Republic of Korea that secures the guard post areas at the demilitarized zone

Dongducheon, Korea

2012-2014

Sergeant/Squad Leader, Human Resources Specialist

- Acted as a Squad Leader of an 11-person team – led practices, designed mentor programs, and promoted discipline
- Provided administrative support; specialized in personnel management, managing military personnel in division: hiring, staffing, promotion, managing army leave, and other tasks as human resources



MORGAN LATAILLADE

📍 Digital Health, Health Equity

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EDUCATION

COLUMBIA BUSINESS SCHOOL, MAILMAN SCHOOL OF PUBLIC HEALTH

New York, NY

MBA and MPH, December 2024

2022-2024

Honors (Columbia Business School): Columbia Fellow (Merit Scholarship), Forté Fellow, Consortium Member

Leadership: Black Business Student Association (AVP of Branding and Communications), Healthcare Industry Association (AVP of Conference, VP of Partnerships)

Member: Wine Society, Running and Triathlon Club

JOHNS HOPKINS UNIVERSITY

Baltimore, MD

MBEE, (Master of Biotechnology Enterprise and Entrepreneurship), May 2021

2018-2021

UNIVERSITY OF VIRGINIA

Charlottesville, VA

BS, Biomedical Engineering, May 2017, Minor: Studio Art

2013-2017

Honors: University Achievement Award Recipient, Technical Research Exhibition 3rd Place Winner (2015 National Society of Black Engineers Annual Convention), Dean's List

Leadership: President – University of Virginia National Society of Black Engineers, Financial Secretary – Kappa Rho Chapter of Delta Sigma Theta

Internship: Manufacturing Tech Support Intern – Genentech (Summer 2016), Student Researcher – Peirce-Cottler Vascular and Tissue Engineering Laboratory at the University of Virginia (2014 – 2017)

EXPERIENCE

CVS HEALTH

(Remote) New York, NY

Pharmacy Growth and Innovation Graduate Intern

Summer 2023

- Designed a novel product structure for the CVS Retail Pharmacy's entrance into offering B2B health plan products to assist health plans in improving their CMS Star ratings by closing patient gaps in health care
- Led strategic and market-sizing analysis, and utilized human-centered design research methods to interview over 30 patients, caregivers, and pharmacists to provide product development recommendation for CMS Medicare Advantage Stars Measure C08

GENENTECH

South San Francisco, CA

Drug Product Process Engineer II (2021-2022), Drug Product Process Engineer I (2019-2021)

2017-2022

- Oversaw end-to-end drug manufacturing process readiness by defining processing steps and parameters, selecting appropriate materials, and resolving real-time processing issues, resulting in an average yearly production yield of 110 runs with >90% of runs having on time delivery to patients and no discrepant technical processing events
- Coached Manufacturing and Quality personnel through technical troubleshooting of production process and quality issues, resulting in the prevention of production run loss valued at \$250K-\$2.5M per run
- Led cross-functional team of eight individuals across Quality, Technical Development and Engineering on a ten-month project to meet demand for accelerated Phase I clinical trial by validating a novel drug container component and associated equipment for plant use

Pharma Technical Operations Rotational Development Program (ORDP) Analyst (2017-2019)

- *Innovation Rotation*: Led two global projects to optimize cleaning performance for manufacturing equipment by investigating viability of a new pharma startup technology. Identified an opportunity to save ~\$2M in production time and operator costs.
- *Regulatory Rotation*: Managed initiative to streamline the FDA regulatory application timelines for drugs with associated medical devices by developing submission templates and establishing an internal guidance document
- *Technical Development Rotation*: Managed a team of five to develop and deploy global training on novel strategies for risk management, team structure, and organizational governance. Training delivered to >1000 clinical development colleagues.
- *Manufacturing Science and Technology Rotation*: Analyzed manufacturing data and presented reports on a quarterly basis that identified abnormal trends and provided an assessment of manufacturing process health for all commercial drugs at the plant



ERIN LAUGHLIN

📁 Healthcare

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

Leadership: Career Fellow, Cluster Social Chair; VP of Careers, Health Care Industry Association

Member: Columbia Women in Business (CWIB); Health and Wellness; Running and Triathlon

New York, NY

2022-2024

BOSTON COLLEGE

BA, Psychology, May 2017

Honors: cum laude

Internships: NaviHealth (Intern, May-August 2016)

Chestnut Hill, MA

2013-2017

EXPERIENCE

REGENERON

Global Market Access Strategy MBA Intern

- Analyzed external market indicators to contextualize Dupixent performance in 9 ex-US markets to inform cross-market assessment, launch and indication/age expansion planning, and strategy
- Led key US launch readiness activities for the indication expansion of Dupixent in COPD, including the planning and design of payer-facing disease state awareness and pre-approval information exchange materials

Sleepy Hollow, NY

Summer 2023

GUIDEHOUSE (FORMERLY NAVIGANT CONSULTING)

Guidehouse's life sciences consulting team collaborates and provides strategic services to pharmaceutical organizations.

Senior Consultant, Life Sciences

- Created a direct-to-consumer (DTC) strategy to increase testing for a genetic blood marker for cardiovascular disease
- Interviewed 15 payers and pharmacy benefit managers to assess their perceptions of clinical and economic value messages in order to propose the payer value story for an asset in Women's Health
- Constructed a launch guide with strategic and tactical recommendations across Marketing, Market Access, Medical, Legal, and other key launch functions for launching in oncology, used by 20+ oncology launch teams
- Developed a strategic brand plan by conducting primary research with patients, doctors, and payers and synthesizing secondary research for a pre-launch asset in gastroenterology
- Directed the launch planning efforts for the indication expansion of a drug in oncology by 1) developing an early brand plan and 2) preparing the cross-functional launch readiness review presentation for executive leadership

Chicago, IL

2021-2022

CAPGEMINI INVENT

Capgemini Invent is Capgemini Group's strategic consulting business line. Their life science practice offers pharmaceutical companies consulting services to help transform the entire value chain from R&D to clinical trials and commercial operations.

Consultant & Senior Consultant

- Led launch planning efforts for an overactive bladder drug by 1) interfacing bi-weekly with functional teams to track launch activities and identify/address launch risks; and 2) preparing for and leading four cross-functional launch readiness review sessions
- Developed an innovative brand strategy and tactical execution plan with an extensive market analysis for leading CNS product
- Designed a 10-year Lifecycle Management (LCM) plan by synthesizing cross-functional team feedback for executive leadership for a leading CNS product

Chicago, IL

2018-2021



BEN LEVINE

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: Co-President, Entrepreneurship Through Acquisition; VP of Conference, Healthcare Industry Association

Member: Jewish Business Students Association

WAKE FOREST UNIVERSITY

BS, Finance

Winston-Salem, NC

2014-2018

Honors: Magna Cum Laude

EXPERIENCE

ZENTYH PARTNERS

Healthcare private equity focused on healthcare services

New York, NY

Summer 2023

Summer MBA Vice President

- Managed deal execution work streams for a \$12.5M EBITDA healthcare services deal (Closing Q4 '23)
- Developed investment thesis focused on Hospice Care and Applied Behavioral Analysis Services

GREAT POINT PARTNERS

Healthcare private equity focused on pharmaceutical services, healthcare services, and HCIT

Greenwich, CT

2018 - 2022

Analyst, Associate, Senior Associate

Selected Transaction Experience:

- JPA Health (growth recapitalization, closed May 2022)
 - Board Observer; proprietarily originated deal in November 2021 by building relationship with the founder / CEO
 - Closed deal alongside Principal with no banking intermediaries involved; led financial modeling, investment memo writing, customer diligence/feedback calls, and the development of our investment thesis and Company growth strategy
 - Created 6-year forward quarterly financial projections including flexibility for the acquisition of two accretive tuck-ins
 - Managed vendors for external diligence processes including QoE, tax, market / industry, and insurance
 - Developed acquisition pipeline for the Company to target. Upon departure, transitioned this list to incoming Analyst
 - Post-close, successfully recruited and interviewed Board Members to assist in the execution of Company's growth strategy
- MLM Medical Labs (growth recapitalization, closed December 2019, joined portfolio deal team October 2020)
 - Board Observer; collaborated with CFO to set monthly and annual financial budgets, and review respective performance
 - Led strategic M&A activity; executed a \$30M cross-border, central lab acquisition that expanded Company's US operations
 - Modeled Company's financials and ability to finance existing debt; consequently, re-negotiated covenants with existing lenders that allowed the Company to make key capital expenditure investments in their Safety Lab business
- Axiom Real-Time Metrics (growth recapitalization, closed May 2019)
 - Board Observer; worked with CEO / CFO to manage the Company's accounts receivable and cash balance, and spearheaded efforts to enhance cash collection processes
 - Negotiated LOI with a strategic acquisition; upon departure, acquisition still under LOI
- American Medical Staffing (long-time GPP portfolio company)
 - Re-financed out legacy debtors; brought in a new lender to finance future acquisitions
 - Led outreach to potential lenders, built the lender model, presented investment opportunity materials, and managed data room requests
 - Closed acquisition of FlexRN, a large nurse staffing agency that doubled the size of the Company's nurse staffing business
- Non-Transactional GPP Experience:
 - Trained incoming Analysts and Summer Interns on financial modeling, market research techniques, and new deal origination
 - Co-chaired the 2021 Analyst, 2021 Summer Intern, and 2022 Summer Intern recruitment processes
 - Led research into new sectors within life sciences and assess these sectors as areas for investment. Developed investment theses around Nucleic Acid Tools and Services, Microbiome, Pharma Commercialization Services, and Sterile Fill / Finish



SARAH LI

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Honors: Merit-based scholarship; Columbia Fellow; Forté Fellow

Leadership: Co-president of Greater China Society, Peer Advisor of MBA 2025, Hermes Society

Extra curriculum: TA for Investing in Medical Technologies 2023

ERASMUS UNIVERSITY, ROTTERDAM SCHOOL OF MANAGEMENT

MSc, Accounting and Control, Dec 2013

Rotterdam, the Netherlands

2012-2013

Leadership: Vice President of Association of Chinese Students and Scholars

ERASMUS UNIVERSITY, ROTTERDAM SCHOOL OF MANAGEMENT

BA, International Business Administration, Jul 2013

Rotterdam, the Netherlands

2009-2012

Leadership: Host and co-chair of planning committee for the largest Netherlands Chinese New Year Gala 2011- 2013

EXPERIENCE

PURA VIDA INVESTMENT FUNDS

A Healthcare-focused long/short hedge fund

New York, NY

Fall 2023

MBA In-semester Intern

- Built bottoms-up and tops-down valuation models to formulate perspectives on portfolio company's growth
- Performed primary research and due diligence to assess portfolio company / product value proposition, addressable markets, and competitive landscape

JEFFERIES LLC

Summer Associate, Investment Banking

New York, NY

Summer 2023

- Participated in a \$300 MM USD sell of a multi-specialty dental association, modelling current and future developments and carrying out calls with potential investors
- Participated in a minority share sell of an aesthetic medical device business, performing market research, drafting marketing materials including Confidential Investment Memo, and arranging investor outreaches
- Developed financial models and materials for a biopharma company's acquisition of a biotech target company

INVUS ASIA INVESTMENT GROUP

A Global evergreen fund with \$10B AUM focuses on healthcare, technology, and consumer market

Shanghai China

2021-2022

Pre-MBA Investment Associate, Private Equity

- Managed the \$20 million A round investment of an outpatient mental health clinic chain, monitored post-investment monthly performance and reduced portfolio company's expense by 20%, improved valuation by 5X in B round capital-raising
- Conducted fundamental research of mental health sector, performed thorough due diligence of 9 major online/offline mental health players, re-engineered management's top-down model to reflect revised assumptions in market growth and pricing
- Evaluated investment opportunities on telehealth, emerging coffee chains and bakery stores, assessed CIM of 30+ potential targets, drafted investment memos highlighting total addressable market, valuation considerations, product highlights, etc

KPMG LLP

Manager, Deal Advisory (2019-2021); Senior Associate, Deal Advisory (2018-2019)

New York, NY

2018-2021

- Led the \$2 billion transaction advisory on Shandong Ruyi's acquisition of Lycra group, provided financial assistance for \$1 billion bond offering, organized financial due diligence, valuation assessment, pro-forma financials
- Managed \$600 million SPAC reverse merger project of Bluefocus Group, oversaw 12 team members assisted client with project management, due diligence and SEC filing preparation
- Supervised 8-person team providing accounting advisory to DowDuPont for the largest chemical conglomerate carve-out
- Co-led KPMG Deal Advisory Women Initiative, empowered 80+ women pursuing higher career achievements



CHI LIU

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2024

2022-2024

Leadership: VP of Mentorship, Healthcare Industry Association; VP of Client Management, Small Business Consulting Program

Member: Management Consulting Association, Asian Business Association, Arts Society

UNIVERSITY OF WATERLOO

Waterloo, Canada

Bachelor of Computing & Financial Management, June 2014

2010-2014

Honors: Distinction on Dean's List (highest honor, top 3 in class), President's Scholarship

Leadership: Lead Analyst, Utilities Sector - Student Investment Fund (managing \$300K in assets)

Internships: Algo Trading Quant, TD Securities (Spring 2013); Hedge Fund Analyst, Periscope Capital (Fall 2013)

EXPERIENCE

BAIN & COMPANY, INC.

New York, NY

Summer Associate

Summer 2023

- Performed due diligence on fast-growing HCIT asset with ~\$30M EBITDA in 8-person team for leading growth equity investor
- Conducted 5 expert calls, survey analysis (n=224), and research for market sizing: results validated 1 of 5 key investment theses
- Analyzed target's tech stack to assess competitive moat and disruptive risk, leveraging MBA courses on AI and 3 expert calls
- Researched generative AI's disruptive risk on another HCIT asset for PE mega fund's due diligence, leading to \$1.4B acquisition

BLOOM BURTON SECURITIES INC.

Toronto, Canada

Canada's largest healthcare-specialized investment bank providing financial and scientific advisory services

2016-2022

Vice President, Healthcare Investment Banking (2021-2022)

- Interfaced with clients and supervised 3 direct reports to manage full project lifecycles (pitch to close) on \$500M of deals
- Advised client as lead banker on \$55M M&A and \$32M financing in absence of senior banker due to COVID lockdown
- Led due diligence and discovered regulatory and supply chain risks; designed \$17M contingent payout structure in response
- Collaborated with client and brainstormed key criteria (e.g., strategic alignment, covenant flexibility) to assess 8 lenders on fit
- Persuaded lowest-cost lender to relax covenants through 4 rounds of negotiations, resulting in savings of \$6M over 5 years

Associate (2018-2021)

- Managed modeling, valuation, and presentation workstreams end-to-end and assisted senior bankers on \$1.5B of deals
- Presented healthcare IPO trends to live audience of ~100 and participated in panel discussion with 5 CEOs and VC executives
- Partnered with biology PhDs to advise R&D institution's \$45M sale of royalties in Ph. 2 drug candidate to Nasdaq-listed biotech
- Spearheaded new royalty-for-equity deal framework and improved client's value capture (NPV) by +30% vs. 3rd party valuation
- Recruited and mentored 14 interns and interviewed 100+ students from undergraduate alma mater

Analyst (2016-2018)

- Conducted industry research, due diligence, financial modeling, and valuation to support execution of \$1.2B of transactions
- Liaised with pharma client to close \$110M acquisition of bankrupt local peer and \$112.5M of acquisition financing
- Coordinated with counterparty advisor (Moelis) and organized 10+ calls between 2 sides to fulfill client's due diligence needs

MANULIFE FINANCIAL CORP.

Toronto, Canada

Canada's largest life insurance company (\$1.0T+ of total assets) and a Fortune Global 500

2014-2015

Associate, Treasury Finance

- Developed financial models and presentations to support capital issuance decisions (debt: \$2B, preferred stock: \$500M)
- Automated weekly debt market reports synthesized from 9 banks, resulting in 90% time saving for delivery to C-suite
- Analyzed dividend increase impacts with internal stakeholders (FP&A, Capital Mgmt.), leading to +31% in shareholder payout



LIZ MEIJER

Marketing, Strategy

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare and Pharmaceutical Management Program, May 2024

New York, NY

2022-2024

Honors: Dean's List, Gilead Pharma Case Competition 2022 Finalist (3rd place out of 60 teams)

Leadership: Teaching Assistant, Strategy and Competition in Biopharma; Peer Career Advisor, Career Management Center; VP of Community, Healthcare Industry Association

WASHINGTON UNIVERSITY IN ST. LOUIS

BSBA, Economics, Minor in Spanish, December 2017

St. Louis, MO

2014-2017

Honors: Dean's List

Leadership: President, Treasurer, Club Volleyball; Philanthropy Chair, Alpha Kappa Psi; Representative, Kappa Kappa Gamma

EXPERIENCE

PFIZER INC.

New York, NY

Summer Associate, Marketing Rotational Program: US Rare Disease

Summer 2023

- Built 2024-2027 revenue forecast for Growth Hormone portfolio Operating Plan considering competitive landscape, market share evolution, and payer access dynamics for long-acting growth hormone Genotropin and short-acting launch asset Ngenla.
- Collaborated with cross functional colleagues across US Market Access, Medical, Legal, and Regulatory to develop promotional one-pager intended to support HCPs in transitioning patients from Genotropin (a once daily injection) to Ngenla (a once weekly injection) following Ngenla launch and FDA approval in June 2023.

T.RX CAPITAL

Remote

Venture capital fund focused on the intersection of software and biotechnology.

Spring 2023

Venture Fellow, Part-time

- Performed company and market research to assess business plans and competitive landscapes and build financial models to identify compelling potential early-stage, high-growth investment opportunities within the health-tech space.
- Prepared presentations and investment briefs shared with T.Rx's management and advisory boards made up of established clinicians and healthcare professionals in order to drive investment decision making.

SOCIETE GENERALE

New York, NY

Focus on capital structure advisory and transaction execution for the life sciences sector.

2018-2022

Investment Banking Associate (2021-2022)

- Led internal execution of 10+ debt financings, representing c. \$210bn in total transaction value. Conducted due diligence process, performed credit analysis assessing key risks and market dynamics, and authored credit memos to win management's approval.
- Forecasted AbbVie's revenue by drug and free cash flow ahead of Humira's 2023 US loss of exclusivity (LOE) by analyzing Street research, competitor landscape, AbbVie guidance, and European LOE impact to deliver pitch to AbbVie's Treasury Team on credit rating trajectory and suggested M&A strategy.
- Developed comprehensive credit application to support Societe Generale's role as lender in the \$9.5bn debt financing of Merck's SpinCo, Organon. Synthesized women's health industry and company dynamics, built cash flow model, and identified risks/mitigants to demonstrate credit strength and secure lending approval.
- Spearheaded recruitment, staffing, and performance review efforts as staffer for seven-person analyst team leading to delivery of 150+ client pitches across all sectors within one year.
- Coached four undergraduate interns through Societe Generale's Women's Network mentorship program; nominated for firm-wide committee aimed at increasing employee engagement.

Investment Banking Analyst (2018-2021)

- Built financial models and pitchbooks for clients to assist senior bankers in marketing efforts and client relationship maintenance.
- Received top quartile annual performance review ranking across 50 investment banking analysts in three consecutive years by driving reliable project delivery.



RAJ PAJWANI

📁 Private Equity

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Private Equity Fellow, Healthcare Fellow

New York, NY

May 2024

Honors: Dean's List (Top 5%), Lillian M. Vernon Scholarship, Glenn Hubbard Scholarship (Second Year Fellowship)

Leadership and member: Cluster Chief of Staff, VP Hermes Society, VP SABA, Private Equity Club, Healthcare Club

INSTITUTE OF CHARTERED ACCOUNTANTS OF INDIA

Chartered Accountant – Rank: Top-60 in India; overall pass-rate of 7%

Surat, India

2011-2015

VEER NARMAD SOUTH GUJARAT UNIVERSITY

B.Com – Silver medalist, Recipient of Dhirubhai Ambani Foundation Scholarship

Surat, India

2011-2014

EXPERIENCE

TORTUGA GROWTH PARTNERS

Investment platform focused on creating value through roll-up plays in the technology space

New York, NY

Summer 2023

- Identified and structured acquisition of 7 sector focused IT services companies (EV: \$250mn+) across US, Mexico, and India
- Quarterbacked fund-raise process – liaised with 40+ mid-market US based PE funds to raise \$50mn as a fundless sponsor

EVERSTONE CAPITAL - Asia focused Private Equity Fund with ~\$6bn in AUM

Associate (2020-22), Analyst (2018-20)

Mumbai, India

2018-2022

- Led financial and commercial due diligence, oversaw end to end process management and preparation of IC materials
- Evaluated 200+ transactions across healthcare including pharma, life sciences, medical devices, digital health, services
- Closed 5+ transactions with total EV of ~\$700mn, managed 9 portfolio companies, and led exit of 4 companies (IRR of 50%+)

\$50mn investment in Slayback Pharma - New Jersey based life-sciences company, a KKR Portfolio company

- Originated the deal through proactive reach-outs and relationship development
- Undertook commercial diligence of the product pipeline with 50+ products and prepared product wise NPV analysis
- Negotiated with existing shareholders (promoters and KKR) and obtained participating preference of up to 2.1x

\$75mn investment in Softgel Healthcare Private Limited - India based softgel CDMO

- Developed thesis and built conviction on industry attractiveness and target's potential to capture market share
- Led commercial and financial diligence workstreams, analyzed unit economics and costs to understand competitive advantage
- Evaluated 10+ bolt-on opportunities to improve geographic presence and enter fast growing segments within nutraceuticals

\$70mn investment in Translumina Therapeutics - India's largest interventional cardiovascular device company

- Led primary research by reaching out to distributors, and assessed pricing trends and impact of regulatory changes
- Evaluated different technologies within interventional cardiology – TAVI, Drug Eluting Balloons, Guidewires and Mitral Valve
- Undertook cost benefit analysis of manufacturing in-house vs outsourcing estimating cost reduction of 50%

Select portfolio work:

- **\$1bn+ fundraise and \$890mn M&A for Pharmeasy:** Helped raise \$1bn+ in additional funding – led investor outreach, handled multiple diligence rounds, negotiated key terms with 15+ investors; closed 3 acquisitions (\$890mn)
- **Rubicon Pharma:** Led exit process and sold stake to General Atlantic for \$110mn; 90%+ IRR (highest return for the fund)

J.P. MORGAN

Analyst, Investment Banking, Financial Institutions Group

Mumbai, India

2016-2018

Advisor to Bain Capital on purchase of <10% stake in Axis Bank for \$1bn (Largest investment by Sponsor in Indian Bank)

- Co-managed multiple diligence streams and client education on sector, benchmarking, key players / business model
- Assisted the client in LBO modeling and returns analysis and raised \$500mn in debt financing

Advisor to Religare Enterprises on sale of its entire stake in Religare Health Insurance to True North for \$200mn

- Prepared deal collaterals and handled outreach to 15+ strategic/financial advisors; led 10+ investor discussions
- Coordinated transaction process – due diligence, transaction structuring and valuation discussions with the investor



SUJAAN SANGHVI

📖 Strategy, Management

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare & Technology, May 2024

New York, NY

2022-2024

Leadership: Career Management Center Fellow, VP for Healthcare Industry Association, COO for Alleycon Tech Conference

Member: Follies; South Asian Student Business Association; Beauty Club; Sneakers Club

RUTGERS UNIVERSITY – NEW BRUNSWICK

BS, Finance & Biology, May 2019

New Brunswick, NJ

2015-2019

Honors: Presidential Scholarship recipient (full tuition and board scholarship awarded to top 1% of students)

Leadership: Launched "HC Ally Student Mentoring" program; grew organization to 450+ members over 3 years

EXPERIENCE

BAYER

German multinational pharmaceutical and biotechnology company

Whippany, NJ

Summer 2023

Strategy & Business Consulting (S&BC) Summer Associate

- Developed go-to-market launch strategy for the US commercial release of a radiological medical device (CT injector)
- Created comprehensive value proposition/co-positioning strategy, incorporating 5 target channels, 10 previous global launch learnings, existing CT portfolio characteristics, market dynamics; presented to senior management, secured approval
- Led legacy device conversion workstream to ideate and operationalize 8 conversion offerings from legacy device via tiered trade incentives; collaborated with 15+ global colleagues to align on pre-clearance execution strategies

BAKER TILLY

Leading advisory, tax and assurance firm

New York, NY

2021-2022

Commercial Enablement Consultant - Life Sciences

- Served as product manager to develop and launch of \$1.2M proprietary, client-facing, web-based platform for fair market value rate analysis of 20,000+ healthcare providers; chosen as SME liaison between technical and business teams
- Conducted audit of health tech services vendor by creating end-user journey map to identify 20+ product feature improvements; presented findings to 30+ technical & non-technical clients, developed timeline to solve identified issues
- Guided high-level enterprise risk assessment of oncology-focused biotech startup with \$112M in funding to ensure sustainable operational growth of 30-person team looking to hire 100+ individuals for various functions within 6 months

GUIDEHOUSE

Global management consulting firm that offers strategic insights to public and commercial entities

Lawrenceville, NJ

2019-2021

Consultant - Life Sciences Immersion Program

- Built oncology KPI dashboard consisting of financial, brand performance, and customer perception metrics for 6 global brands totaling \$1.3B in monthly revenue; owned dashboard development process, coordinated with offshore development team for Excel macros and Tableau integration; senior leadership uses dashboard monthly for must-win global markets
- Developed business case using financial and strategy metrics for private equity firm conducting due diligence on two products from an early-stage cardiovascular medical device firm; client led \$45M financing round as result of findings
- Utilized scenario analysis to create valuation model, revenue forecasts, and P&L for sale of dermatology asset valued at \$149M to secure buy-in from client senior leadership team



AASHKA SHAH

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Development

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: Chair/VP Lead – India Business Conference, VP - Treks for Health Care Industry Association

Member: Columbia Women in Business, General Management Association, Health & Wellness Club, Gourmet Club

UNIVERSITY OF CALIFORNIA, DAVIS

B.S., Civil Engineering, June 2018

Davis, CA

2014-2018

Honors: Dean's List

Leadership: Academic Tutor; Assistant Director, Picnic Day-largest student run event in the United States with >70,000 visitors

EXPERIENCE

VALUEDO LIFE SCIENCES CONSULTING

Boutique Life Sciences Consulting firm

New York, USA

June 2023-Present

Associate – Life Sciences Strategy Consultant

- Co-lead two client projects involving biosimilar drug launch and was responsible for conducting market research and analysis
- Developed brand plan and strategy, customer journeys, managed client workshops with functional leads, one-on-one and in groups
- Assisted the president with growth plan of the firm, actively participated in team expansion and attended conferences to promote the firm and focus on business development
- Lead an internal project which involved research of consulting tools and coordinated to develop a tech team overseas

AASHKA HOSPITALS LTD

Publicly-listed multi-specialty hospital in Gujarat (one of India's most populous states)

Gandhinagar, India

2018-2022

Chief Coordinator (2020-2022)

- Supervised 300+ healthcare professionals across Quality, Medical Records, HR, Infection Control, Accounting and Marketing departments by meeting with them bi-weekly to ensure hospital operations continued as per prescribed NABH guidelines
- Oversaw end-to-end design, development and implementation of protocols related to admission, facilities, infection control, documentation, medication administration, resource, and inventory management for COVID-19 patients within 17 days
- Spearheaded hospital's NABH (National Accreditation Board for Hospitals & Healthcare Providers) Renewal Assessment where I was accountable for answering the board if NABH guidelines were not followed by any department of the hospital
- Reduced cash expenditures by 18% in a year by overseeing hospital's cash flows on daily basis along with a 3-person accounting and auditing team

Coordinator (2019-2020)

- Improved HR department by developing SOP and ensuring proper documentation in each employee file. Formulated and implemented training program which led to 100% staff being aware of the scope of services, their job roles, and responsibilities
- Instituted a team of 5 to devise marketing collaterals such as discounts, aligned with growth objectives and measured effectiveness through weekly meetings and implemented improvements based on impact and feedback from patients and other stake holders

Assistant Coordinator (2018-2019)

- Managed a team of 8 to conduct pharmacy stock audit of >4000 items causing 6.8% reduction in inventory
- Created systems to ensure regular Google ratings (reached 4.3 from 3.8) as a part of feedback procedure of patients to increase digital presence of hospital
- Boosted the organization's patient feedback system which resulted in increase in online rating from 3.8/5.0 to 4.3/5.0



AGNES MELISSA GABRIELLE B. TAN, CFA

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: Private Equity Program Fellow, Second Year Merit Fellow, Career Management Center Fellow, Private Equity Club VP of Conference, Southeast Asian Business Association – VP of Community

Member: Restructuring & Distressed Investing, Family Business, Columbia Women in Business, Asian Business, Snow Sports

ATENEO DE MANILA UNIVERSITY

BS, Management Engineering (Honors Program), June 2016

Minor: Management Engineering (Honors Program), June 2016

Honors: Ateneo Merit Scholarship (awarded to top 0.2% of 18,000 applicants), cum laude, top 5% out of ~2,000 graduates

Internship/Leadership: Credit Suisse - Investment Banking Department, Summer 2015 Analyst; CFA Institute Research Challenge - National and APAC Regional Champion, Global Finalist; Junior Fellowship for Financial Literacy - VP for Externals

Manila, Philippines

2012-2016

EXPERIENCE

GOLDMAN SACHS ASSET MANAGEMENT

External Investing Group focused on co-investments and secondaries, \$14 billion fund

Private Equity Summer Associate

- Led evaluation of continuation vehicles for assets in Business Services, Manufacturing and Distribution, and Healthcare sectors
- Updated coverage and pricing of a >\$10 billion global Infrastructure fund, flagging fuel price impact on core asset's call-in rates
- Screened \$1 billion manufacturing business, conducting dealer cohort analysis and participating in GP diligence meetings

New York, NY

2023

SIERRA MADRE ADVISERS

One of the Philippines' largest institutional private equity firms, \$70 million fund

Senior Associate (2022 - 2022); **Associate** (2019 - 2021)

- Identified and presented key investment opportunities, value creation strategies, and potential deal structures to investment committee and investee company C-level management; transaction experience includes leveraged buyouts, non-controlling interests, earnouts, redeemable convertible preferred shares, convertible notes, and callable loan notes
- Developed valuation models and conducted product, industry, and environmental, social, and governance (ESG) analyses on companies primarily in the Logistics, Education, Business and Information Technology Services, and Consumer sectors
- Served as a board member for three portfolio companies and a board observer for two others, overseeing progress on key financial, operational, and ESG targets
- Shellsoft Technology (\$34 million information technology systems integrator) - led completion of investment, working closely with management to craft value creation plan to grow EBITDA 2.7x by conducting consultations with key customers, calibrating product mix and sales processes, realigning sales team incentives, and optimizing workforce utilization plan
- XDE Logistics (\$49 million national logistics company) - coached management to prepare for exit at a 32.6% IRR, supervising production of vendor due diligence reports and overall sale process with 21 different bidders
- Chinese International School Manila and Domuschola International School (\$15 million K-12 school group) - built integration roadmap for two schools, including a service agreement to extract an additional \$11 million in income over investment period

Manila, Philippines

2019-2022

ATR ASSET MANAGEMENT

Largest independent asset manager in the Philippines, formerly Maybank ATR KimEng, \$3 billion AUM

Equities Analyst - Assistant Manager (2018 - 2019); **Equities Analyst - Associate** (2016 - 2018)

- Conducted financial valuation and strategic analysis as part of coverage of more than 20 companies in various sectors including Telecommunications, Media, and Technology, Real Estate, Power, Gaming, and Diversified Conglomerates
- Proposed and secured approval for use of eight analyst sector portfolios; developed supporting procedures including constructing idea screens, creating custom benchmarks, and designing portfolio manager toolkits and performance trackers
- Delivered positive alpha for all four managed sector portfolios over 16-month implementation period
- Originated and presented weekly investment ideas and big-picture industry themes to portfolio managers; primary focus was the Alpha Opportunity Fund, a mid-cap fund generating returns of 22.8% during tenure, outperforming benchmark by 21.2%

Manila, Philippines

2016-2019



JONATHAN WU

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2024

New York, NY

2022-2024

Leadership: Social Chair of 2024 Class; Chair of Student Leadership Ethics Board

Member: Investment Banking Club, Private Equity Club, Management Consulting Association, Follies

NEW YORK UNIVERSITY STERN SCHOOL OF BUSINESS

BS, CPA Accounting & Finance, May 2004

New York, NY

2000-2004

Leadership: Resident Assistant

EXPERIENCE

ALTER DOMUS

Leading private equity service provider

New York, NY

2023

Senior Fund Manager

- Led a team of fund managers and analysts in the management and strategic growth of client investment portfolios
- Managed a series of alternative investment funds and related investment vehicles

KPMG

Leading Big Four accounting firm

New York, NY

2022

Senior Associate

- Led and supported client engagements related to capital markets, focusing on risk management and regulation
- Reviewed financial statements and worked with fund accountants to resolve questions

SIA PARTNERS / DIXON HUGHES GOODMAN / SS&C TECHNOLOGIES / AMERICAN INTERNATIONAL GROUP

New York, NY

2004-2022

Various institutions spanning risk advisory, public accounting, fund admin, and financial services

Senior Consultant (2019 - 2022)

- Led risk assessment and management projects for diverse clients across various industries, ensuring compliance
- Developed and implemented risk mitigation strategies, resulting in reduction in identified risks and cost savings

Lead Consultant (2018 - 2019)

- Led and oversaw a team of risk advisory professionals, providing guidance and mentorship to drive excellence in risk
- Collaborated closely with clients to understand their unique risk profiles and challenges, tailoring solutions

Senior Associate (2017 - 2018)

- Managed and oversaw fund administration services for a portfolio of clients, ensuring accurate and efficient admin
- Successfully led a team of fund administrators and analysts, providing guidance and support in the daily operations

Senior Accounting Analyst / Senior Investment Strategist (2004 - 2017)

- Led the preparation and filing of AIG's periodic reports with the SEC, including the 10-Q's, 10-K's, and other disclosures
- Collaborated with cross functional teams, including legal, finance, and external auditors, to gather necessary info



CLASS OF 2025





XUGUANG CHEN

📄 Venture Capital, Strategy

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EDUCATION

COLUMBIA BUSINESS SCHOOL

Executive MBA, May 2025

New York, NY

2023-2025

TULANE UNIVERSITY

Doctor of Philosophy, Chemical and Biomolecular Engineering

New Orleans, LA

2009-2014

EXPERIENCE

SPARK THERAPEUTICS

Gene therapy treatments for genetic diseases. Part of Hoffmann-La Roche.

Philadelphia, PA

2019-present

Manager, Gene Therapy Research and Development

- After being promoted ahead of schedule in 2021 to Process Lead and Manager, I began managing the research and development department responsible for producing our gene therapy treatments. By 2022 I developed a big picture vision for expansion and pitched my ideas to senior leadership. Secured additional 4 headcount and \$1M in funding to redesign manufacturing from the ground up with a new facility design, new workflow, new materials and cell feeding protocols.
- Managing a team of 6 direct reports (10 indirect) has its challenges. Because our focus is on developing manufacturing infrastructure and technology, we take a long-term view.
- My team of 6 direct reports (10 indirect) is very diverse. In her book, *The Making of a Manager*, Julie Zhuo provides tips on meeting management, culture setting, and coaching others. For example, I learned to tailor assignments to an individual's unique appetite for challenging, risky (and therefore rewarding) assignments. That's important because our bonuses hinge on quantifiable results.
- My team's goal was to increase the efficiency of the new production platform I set a goal of a 10-fold increase in productivity while maintaining quality and reducing production time and cost by 60%.

SALUBRIS BIOTHERAPEUTICS

Developer of biologic therapeutics for oncology, cardiovascular, neurology.

Gaithersburg, MD

2017-2019

- My team and I successfully developed an antibody-based drug to treat heart disease. The amazing thing was that we were able to progress from the first development step through phase 1 clinical trials in just 24 months (in large companies like Merck this process takes 3-5 years).
- When we wanted to run clinical trials with human volunteers, we needed enough treatment to go around. I helped motivate the team to successfully develop the upstream process to make gram/L level bispecific antibody protein therapeutics.
- I led a cross-functional team in achieving that goal in record time by a) identifying and perfecting critical steps in the process and b) optimizing cell feeding strategies. When our cGMP manufacturing facility partners needed a hand, I guided them, helping them to optimize production.



ERIM COBANOĞLU, MD

📖 Healthcare

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare and Pharmaceutical Management, May 2025

New York, NY

2022-2025

KOC UNIVERSITY, SCHOOL OF MEDICINE

MD, December 2016

Istanbul, TR

2010-2016

Elective: Clinical Orthopaedics and Traumatology Surgery Internship with Prof. Aykin Simsek at American

Volunteer: Ear, Nose & Throat Internship with Dr. Med. Cornelius Stupp at Elisabeth Krakenhaus Cologne; Medical Oncology

Research Internship with Prof. Onder Alpdogan at Thomas Jefferson University, PA

EXPERIENCE

KOC HEALTHCARE

Hospital Group, Part of Koc Group Conglomerate, the only Fortune Global 500 company in Turkey

Istanbul, TR

2020-2023

International Patient Program Medical Coordinator

Medical Tourism

- Led improvements according to patient surveys, international patients' Net Promoter Score increased more than 10% and yearly revenue increased more than 20% compared to previous year.
- Supervised 60 people consisting of 40 translators, 18 sales and marketing representatives from 10 different geographical regions, 1 nurse working as a medical supervisor, 1 operation manager.
- Reviewed medical records and referred international patients to relevant departments, followed-up clinical course and made sure superior hospital experience received. 100+ cases reviewed, and 60+ outpatients accompanied daily.

General Management

- Conducted pricing strategies for international patients. Segmented the patients according to country of origin and surgery needed. Identified specific surgeries more expensive than competing hospitals and fixed prices, resulting in a 10% increase in those surgeries compared to previous year.
- Integrated marketing strategies among departments. Scheduled hospital's first abroad consultations. Built a pipeline enabling an active dialogue between international sales team and domestic marketing team.
- Singlehandedly examined and replaced all official documents containing job descriptions and daily activities of department. Edited and reorganized according to Health and Commerce Ministries guidelines.
- Coordinated application process to Turquality Program (an incentive program to enhance Turkish companies' brand value) adopted government regulations. Reduced department's payroll by 50%.

Innovation

- Took active part in digital healthcare projects such as implementation of TytoCare to Turkish healthcare market. First remote examination device in Turkish market, expected to cover more than 50% of market.
- Started a VR hospital tour project with neurosurgery department. Analyzed international patients' records visiting neurosurgery department, wrote possible patient scenarios, organized a visual arts team to record neurosurgeons, currently building an interactive Virtual Reality patient experience.

Community

- Became first medical doctor chosen to Youth Council of Koc Group. Conducted a survey among 1500 healthcare workers to learn employee experience in Koc Healthcare.

MEDIPOL MEGA UNIVERSITY HOSPITAL

Teaching hospital in Turkey

Istanbul, TR

2019-2020

Neurosurgery Resident Doctor

- Participated in 700+ surgeries, 1000+ patients' treatment. Organized treatment plan of patients in 36 hours shifts every 48 hours.
- Direct supervisor of three other neurosurgery residents. Responsible for in-patient processes in Neurosurgery Ward and Operating Room schedule. Received daily reports from residents about patient progress and operation load.
- Arranged outpatient visits to Professor between surgeries. Expanded weekly outpatient load by +25%.
- Covering provider on COVID-19 unit for 144 hours. Managed treatment plans of 50+ critically ill inpatients on night shifts.



JAMIE COHEN

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2025

2023-2025

Leadership: AVP of Careers, Healthcare Industry Association

Member: Management Consulting Association, Hispanic Business Association, Health and Wellness Club, Snow Sports Club

DUKE UNIVERSITY

Durham, NC

BA, Public Policy, May 2020

2016-2020

Certificates: Markets & Management; Policy Journalism and Media Studies

Honors: cum laude (3.84 GPA), Dean's List, Dean's List with Distinction

Leadership: Editor, The Chronicle – 1 of 12 editors for the school newspaper; Goalkeeper, Duke Women's Club Soccer Team

Study Abroad: University of Geneva, Switzerland (Fall 2018)

EXPERIENCE

BRUNSWICK GROUP

Washington, D.C.

A leading international consultancy advising the C-suite on communication strategy.

2020-2023

Account Director (2022-2023)

- Received fast-track promotion to Account Director 1.5 years ahead of cohort.
- Collaborated with F500 biotech company's legal team on IP rights to critical mRNA sequences, providing counsel on messaging strategy. Project grossed Brunswick's highest revenue in 2022.
- Served as project manager developing a communications plan for a pharma manufacturer's CEO transition and organizational restructuring; drafted communications working with a multilingual, cross-functional team in 4 time zones; received praise from CEO of Americas for critical client work.
- Counseled pharma manufacturer on \$1B acquisition by providing market analysis and persuaded CFO to announce acquisition during earnings; resulted in +9.2% stock price jump post-announcement.
- Created thought leadership campaign for a children's hospital by conducting a landscape analysis and analyzing benchmarking studies and sentiment analytics. Campaign was presented to hospital's CEO and drove \$600K extension for campaign execution.
- Collaborated with Brunswick Group's Internal Public Affairs Team on business development, marketing, and knowledge management; reorganized 70+ person team into committees to streamline workflow; liaised with recruitment on DEI initiatives.

Executive (2020-2022)

- Advised a leading manufacturing organization bottling COVID vaccines on implementation of the Defense Production Act; partnered with Biden Administration and developed communication scenario plans utilizing large data sets of projected backorders, leading to \$1M+ in future client work.
- Supported large physician organizations with the launch of a \$1.65M nationwide public affairs campaign to stop proposed Medicare cuts through stakeholder mapping, focus group message testing, and creative and digital strategies; campaign generated 5,000+ letters to Congress and averted 9% cuts to some physicians through Congress' passage of legislation.
- Served as a formal mentor to 1 junior team member and 3 interns. Junior colleague was promoted 1 year faster than normal.

OAK FOUNDATION

Geneva, Switzerland

Oak Foundation is an internal grant-making foundation based in Geneva.

2018-2021

External Consultant (remote following three-month in-person internship during study abroad)

- Advised grantees in several countries on communication strategies to connect their complex work to positive change in civic society. First intern to receive offer following completion of internship.
- Created and implemented Oak's initial Instagram/social media strategy; followers increased ~ 200% during the first 3 months.



RYAN DELOUGHRY

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Strategy & Operations, (May 2025)

New York, NY

2023-2025

Honors: Columbia Fellows Scholarship Recipient.

Leadership: Small Business Consulting Program Co-Engagement Manager: partnered with co-engagement manager to create and present growth strategy recommendations to client Bacik, a local Polish food importer and distributor.

Member: Management Consulting Association, Small Business Consulting Program, Healthcare Industry Association

WESLEYAN UNIVERSITY

BA, Economics, Government; Minor: Data Analysis, (May 2018)

Middletown, Connecticut

2014-2018

GPA: 3.68/4.00.

Honors: John W. Macy '38 Summer Internship in Public Administration Grant, Omicron Delta Epsilon.

Leadership: Wesleyan Cardinals Varsity Baseball Pitcher, Student Tutor at Wesleyan Center for Prison Education.

EXPERIENCE

BERKELEY RESEARCH GROUP (BRG)

Global consulting firm providing expert testimony and advisory services to clients across all industries.

New York, NY

2018 - 2023

Managing Consultant - Economics & Damages Practice (2022 - 2023)

- Managed market sizing team of two junior staff members and drafted sections of expert report related to market size in patent infringement case between two major medtech companies. Analysis was basis for \$1.3B damages claim.
- Led three junior staff members performing industry research and building financial models while acting as point of contact for multiple clients involved in \$240M patent dispute in emissions mitigation industry.
- Collaborated with economist to design a valuation framework for a university client, final framework served as basis for university's opening offer of \$20M to a major technology company for a license to Wi-Fi patents.

Consultant - Economics & Damages Practice (2021 - 2022)

- Partnered with expert to pitch BRG's services to a leading medtech company in a breach of contract dispute. Directed a junior staff member and final analysis resulted in positive outcome for client and repeat business for expert.
- Modeled biotech industry client's \$900M loss in breach of contract dispute against biopharma giant and demonstrated how to use model to client. Client used model as basis for deposition questions for multiple witnesses.
- Managed junior staff member while analyzing opposing expert's assumptions and methodology in \$241M telecoms dispute. Presented findings and assisted client in preparing deposition questions.

Senior Associate - Economics & Damages Practice (2020 - 2021)

- Developed financial models for a major entertainment client facing \$750M in patent infringement claims. Performed diligence on potential countersuit or alternative strategies and advised client on further actions.
- Collaborated with senior staff member to create a comprehensive "Introduction to Intellectual Property" training deck and case study. Trained three colleagues in the NY office and distributed deck and case to other offices.
- Audited financial model for client in patent infringement case against major tech company regarding 4G LTE technology. Model was instrumental in client's legal argument and jury awarded client \$506M.

Associate - Economics & Damages Practice (2018 - 2020)

- Built trial exhibits and audited financial model for university client in patent infringement case against two leading tech companies. Model was key to client's argument and exhibits were shown to jury, resulting in \$1.1B win.
- Performed industry research and license analysis for client in patent infringement dispute over biologic oncology drugs, each with \$1B+ annual revenue. Insights from analysis helped client receive a favorable settlement.
- Researched emissions tax credit program, analyzed licenses & witness depositions, and helped develop financial model for patent infringement case. Energy client secured favorable settlement, paying only 5% of initial claim.
- Coded and distributed a Python program designed to quickly capture all case file names, saving ~2.5 hours per case.



ALEXANDRA DJAIT-PAULIEN

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: PE Club, Healthcare Industry Association, VC Club, Snow Sports Club

New York, NY

2022-2025

MCGILL UNIVERSITY

BSc and BCom, Anatomy and Cell Bio and Accounting

Honors: Alma Mater scholarship (merit-based)

Leadership: Co-Chair and Founder of the McGill International Portfolio Challenge, President of Friends of Doctors Without Borders

Internships: Research at McGill University (Cell Biology Lab) and Project Manager at Trois Prime (Digital Health start-up)

Montreal, Canada

2012-2017

EXPERIENCE

DRI HEALTHCARE

DRI Healthcare, a global leader in healthcare royalty investing, has deployed more than USD 2.5B acquiring 74 royalties on more than 40 products in the last 3 decades.

Toronto, Canada

2018-2023

Senior Director, Investment Team (2022-2023)

- Deal manager responsible for preparing the due diligence plan, forecasting future royalty receipts, leading key meetings throughout the investment process, and managing internal and external stakeholders.
- Deal manager for the acquisition of two royalty interests in Orserdu (drug indicated for breast cancer) for a cumulative purchase price of USD 215M.
 - Reviewed clinical data, conducted expert calls (physicians, payors, commercial) and reviewed analyst reports to build a thorough understanding of the breast cancer space and highlight Orserdu's product positioning.
 - Involved in the process from initial discussions with sellers to leading the investment committee meeting.
- Led investment in Zejula (drug indicated for ovarian cancer) for a purchase price of USD 35M (+ optional add-on of USD 10M)
 - Prepared initial valuation for term sheet negotiations and participated in purchase and sale agreement negotiations.
 - Conducted a thorough clinical and competitive analysis of Zejula's pipeline indications to uncover potential upside in future sales.

Director, Investment Team (2020-2022)

- Forecasted sales and conducted an analysis of pegcetacoplan's (drug indicated for geographic atrophy) clinical profile in geographic atrophy, a new market, which enabled the decision to acquire a royalty interest in pegcetacoplan for USD 24.5M.
 - Conducted primary market research (expert network calls, competitive analysis, physician survey) to build a sales forecast.
 - Examined license agreements and shared my findings with counsel to determine the key terms of the valuation.
- Analyzed and organized key information (track record, past deals presented as case studies) about DRI to assist the underwriters and other external parties in completing DHT's IPO (USD 400M raised).
- Mentored and trained two analysts on the investment team, one of whom was a direct report.

Analyst, Investment Team (2019-2020)

- Prepared several valuations and executive summaries of investment opportunities in a range of therapeutic areas (e.g., oncology, autoimmune and ophthalmology) as part of our investment screening procedure to inform a go, no-go investment decision.

Analyst, Investor Relations (2018-2019)

- Prepared diligence materials with members of the investment team for institutional investors and effectively communicated information to limited partners regarding their interests in DRI's funds.

FIRST DERIVATIVES

Business Analyst (2018-2018)

- Completed a training program on Capital Markets and was placed as a consultant on an AML project for a major Canadian bank.

Toronto, Canada

2018-2018



JAKE EMRICH

📄 Strategy, Business Development

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: AVP, Microbrew Society

Member: Healthcare Industry Association, Venture Capital Club, Tech Club, Snow Sports Club

New York, NY

2023-2025

COLUMBIA ENGINEERING

Master of Engineering and Applied Sciences, Medical Device Design, May 2025

Member: Biomedical Engineering Society

New York, NY

2023-2025

VANDERBILT UNIVERSITY

BE, Biomedical Engineering, May 2021

Minor: Engineering Management

Honors: Thomas G. Arnold Prize for Best Biomedical Engineering Design Project

Nashville, TN

2017-2021

EXPERIENCE

TG THERAPEUTICS

Biopharma focused on developing treatments for hematologic and autoimmune diseases

Specialist, Global Regulatory Affairs (2023-Present)

- Developed regulatory strategies for drug approval processes and oncology program shutdown procedures
- Trained a cross-functional group of over 10 new and existing employees on proper usage of multiple project management and regulatory systems
- Collaborated with Safety team to create and submit over 200 reports to federal agencies globally
- Prepared quarterly proforma financial statements for the Global Development Division and forecasted future spend

New York, NY

2021-Present

Project Manager, Multiple Sclerosis (2022)

- Supported the VP of Program Management in a Regulatory and Global Development capacity in the US and abroad
- Prepared over 200 patient narratives for the BRIUMVI Biologics License Application submission
- Lead project manager for the BRIUMVI Marketing Authorization Application approval
- Directed cross functional team meetings, delegated tasks, and reported progress on longitudinal goals weekly to Chief Development Officer
- Assisted in responding to FDA Information Requests with various clinical and R&D teams

Oncology Site Liaison (2021-2022)

- Facilitated the operation of over 10 clinical trials, including projects on clinical trial site preparation and patient enrollment tasks
- Provided enrollment trends and analysis for individual study teams and senior management
- Identified actual and potential site problems and issues and constructed action plans to ensure resolution
- Coordinated and assisted the Clinical Science Liaison Field Team with all study start up activities including negotiating and managing site budgets and contracts, coordinating site initiation visits, and vendor access management

VANDERBILT UNIVERSITY MEDICAL CENTER

Laboratory of Acoustic Therapy and Imaging

Research Assistant

- Studied the effect of high intensity focused ultrasound on breast cancer in small animal models
- Employed SOLIDWORKS to design acoustic lenses for aberration correction and conducted beam maps to check accuracy
- Developed MATLAB simulations to build and test acoustic lenses for applications in non-invasive neurological therapies
- Awarded a scholarship from the Focused Ultrasound Foundation and presented research at the 2020 BMES Conference

Nashville, TN

2018-2020



JENNA FELTES

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: AVP of Prospective Students, Cluster Q (LGBTQ+ Student Organization)

Member: Healthcare Industry Association, Outdoors Club

New York, NY

2023-2025

VANDERBILT UNIVERSITY

BS, Biology & Human and Organizational Development, May 2020

Honors: Nichols Humanitarian Fund Award Recipient, Magna Cum Laude, Dual Degree Recipient

Leadership/Volunteering: Co-Founder and President of MentorADore, Tour Guide, Founding Member of Queer Sorority Affinity Group, Co-founder of Delta Sigma Pi, Capacity-Building Intern for OPALS (NGO for HIV/AIDS education in Morocco)

Nashville, TN

2016-2020

EXPERIENCE

BOSTON CONSULTING GROUP

Large management consulting firm that offers strategic insights to fortune 500 companies

Consultant (2022-2023)

Atlanta, GA

2019-2023

- Promoted to Consultant via fastest trajectory of 24 months due to outstanding performance
- Managed 20+ clients and members of legal counsel in drafting and submitting crucial, 60-page document to regulators during a large medical device recall
- Crafted a robust operational strategy across supply chain, IT, finance, and sales for recovering, restoring, and returning over 10 million recalled medical devices globally
- Developed a flexible, accurate data tracking model for clients to diagnose and quickly address bottlenecks in the medical device recall process, accelerating the rate of recall progress by ~30%

Associate (2020-2022)

- Crafted robust analytical models and strategic presentation materials for 10+ Fortune 500 healthcare, retail, and tech clients
- Constructed target-setting model for a medical technology company to identify cost saving initiatives by business unit, resulting in \$154M savings in two months
- Supervised first-year Associate in developing a workplan and building an analytical model to identify \$10M+ in revenue opportunity from a pricing campaign
- Analyzed several \$100M+ third-party contracts for and collaborated with general counsel of a major retailer to advise client on potential renegotiation opportunities, contributing to over \$50M in annual savings
- Led hourlong weekly meetings with 5+ Director-level clients at a retail company to devise new, enhanced vendor onboarding process; Halved onboarding time and drove use of only high-quality providers
- Constructed bi-weekly presentation materials for the CTO of a medical technology company to drive execution of a major reorganization effort two times faster than originally planned
- Learned SQL in two weeks to manage several databases for a major logistics company and to query all data for a comprehensive strategy, driving over \$100M in incremental revenue
- Conducted 50+ client interviews over three weeks to design a step-by-step customer onboarding guide and sales strategy for customer success representatives of a cybersecurity company, leading to over \$20M in follow-on work with client

Summer Associate (Summer 2019)

- Built robust cost optimization model for travel and tourism client to determine ideal staffing levels by day and location, resulting in \$5M incremental cost savings
- Led weekly meetings with 10+ senior clients to identify business units with rising cost and develop strategic mitigation plans

FCA VENTURE PARTNERS

Healthcare-focused venture capital fund, investing in Seed Stage and Series A funding

Intern

Nashville, TN

2019

- Crafted and published two in-depth investment thesis reports for a healthcare IT venture capital firm, evaluating the potential investment opportunities within the Medicare Advantage and Birth Center startup spaces



SHANAYA FOZDAR

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Honors: Feldberg Fellow (full tuition scholarship), Forté Fellow

Leadership: AVP of Healthcare Industry Association, AVP of Alleycon (premier CBS tech conference)

Member: Health & Wellness Club, Tech Club, Columbia Women in Business, South Asian Business Association, IMPACT (healthcare reform advocacy)

UNIVERSITY OF NORTH CAROLINA

BS, Public Health - Health Policy & Management, May 2019

Chapel Hill, NC

2015-2019

Minor: Chemistry

Academics/Honors: Dean's List, UNC Behavioral Health Capstone, cum laude, 760 GMAT

EXPERIENCE

IQVIA

Leading global provider of healthcare analytics, equipping customers with real-world data

Durham, NC

2021-2023

Analytics Insight Manager (Phase IV Studies)

- Presented data-driven findings and recommendations to client senior management across 10+ client vendor selection meetings by collaborating with 20+ internal team members; studies won totaled \$100M+ in value
- Drove \$15M in new business, including follow-on work, from a large pharma client by identifying cost savings of \$650K
- Championed rollout of a new oncology site-matching technology, resulting in 3 times faster patient recruitment
- Led a team of 5 ex-US analysts to design a list of high priority clinical trial sites on a compressed timeline under budget
- Created a training module to teach 6 other Analytics Insight Managers core consulting skills (e.g., storytelling, presentation)
- Facilitated quarterly cross-functional calls among operations, data science, and commercial teams to provide a platform for knowledge sharing

TRIANGLE INSIGHTS GROUP

Management consulting firm providing strategic guidance to leaders in life sciences organizations

Durham, NC

2019-2021

Senior Strategy Analyst (2020-2021)

- Advised 10+ clients on go-to-market strategy for transformational treatments across multiple therapeutic areas (e.g., oncology, dermatology, immunology); recognized with several perfect client scores
- Informed a \$275M acquisition by guiding a private equity firm's near-term perspective on the infusion services market, inclusive of competitive analyses, potential drug pipeline progressions, and future market share estimations
- Created methodical scoring system for 300+ products to assess and identify high value assets as potential acquisition targets for ex-US client
- Moderated semi-annual internal company roundtable discussions for 30+ junior staff; acted as a liaison between junior staff and senior leadership to communicate issues and implement needed solutions

Strategy Analyst (2019-2020)

- Curated an animal health targeting database, inclusive of 500+ products, based on the amount of investment desired by the client to determine top-line target customers
- Oversaw 100+ primary research interviews to develop market research materials and assess potential adoption of novel therapies through patient and provider segmentation, targeting, and positioning
- Analyzed vendor differentiation among core service offerings within the real-world evidence market to identify areas of novel adjacencies for continued client growth, resulting in an investment of \$150M



ZACHARY FREDERICH

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EDUCATION

COLUMBIA UNIVERSITY

MBA, May 2025

MS, Engineering and Applied Science, May 2025

Honors: Columbia Fellows Program, Mark and Kirsten Dzialga Scholar

Leadership: AVP of Careers, Healthcare Industry Association

Member: Spanish Club, Outdoors Club, Venture Capital Club

New York, NY

2023-2025

2023-2025

BRIGHAM YOUNG UNIVERSITY

BS, Genetics, Genomics, and Biotechnology

Honors: Merit-based Academic Scholarship, American Legion Scholarship

Activities: Student Council Representative, Language Immersion Student Residence

Mentored Research: Grant Recipient, Publication Author, Open-Source Contributor

Summer Internships: BioFire Defense, Novozymes

Provo, UT

2015-2019

EXPERIENCE

JUST-EVOTEC BIOLOGICS

Biotherapeutic development and manufacturing organization, acquired by Evotec in 2019

Automation Engineer

- Led automation efforts for 40+ scientists as primary automation engineer for process development department
- Identified high-yield targets for automation, developing protocols for client projects valued at over \$30 million
- Commissioned \$1.3 million USD in robots for new site in France in a 6-week funding timeline
- Developed centralized documentation system for automation group, used across all sites
- Prepared automation demonstration for investors, analysts, and media during Capital Markets Day
- Established first-ever internship for liquid handling automation; supervised 1 intern
- Initiated weekly department robotics course, developed curriculum to cross-train scientists on automation

Redmond, WA

2021-2023

OCTANT BIO

Series B small molecule drug discovery startup, backed by a16z

Platform Engineer (2020-2021)

- First-ever non-PhD to develop engineering and process controls for drug screening platform, the core company technology
- Forecasted operating expenses for screening team and negotiated consumables purchase (\$250k/quarter)
- Presented data at company all hands and prepared slides for board meetings
- Principal trainer for every lab member of screening team, including scientists, RAs, and apprentices
- Recruited and interviewed incoming talent as member of company-wide selection committee

Emeryville, CA

2019-2021

Research Associate (2020)

- Bench lead for drug screening platform, responsible for running the most complicated screens and troubleshooting failures across all screens
- Drove automation improvements for screening, leading to 3x increase in screening throughput, achieving key fundraising goal
- Proposed, received approval for, and negotiated \$350k capital purchases as part of scaleup

Apprentice (2019-2020)

- Ran cell-based small molecule drug screens for 3 scientific teams, generating data presented at all hands
- Analyzed complex datasets in R, drawing experimental conclusions for leadership team



ISABELLE GIAP

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Member: Healthcare Industry Association, Columbia Women in Business

New York, NY

2023-2025

UNIVERSITY OF CALIFORNIA, DAVIS

BS, Genetics

Davis, CA

2009-2013

EXPERIENCE

THE CHARTIS GROUP

A healthcare consulting firm serving healthcare providers, payers, health service and technology companies, and investors

New York, NY

2018- Present

Engagement Manager

- Identified opportunities for a provider-sponsored health plan to increase revenue and lower costs through performance improvement, membership growth and value-based care initiatives; opportunity identified \$320 - \$468 million increase in revenue
- Provided strategic advisory for a large regional Blues plan that was in preparation for an enterprise-wide data migration resulting in a defined scope of data to include or exclude, data to cleanse, and data to enrich post migration

Consultant (2019-2022)

- Led the design of a cross-functional physician onboarding process for a national provider group, projected to save \$6.5M per year and reduce provider abrasion.
- Developed a strategic roadmap for the enterprise-wide management of provider data for the largest health plan in North Carolina. Roadmap includes identification of current state business process challenges, future state design – with a tactical execution plan – and cost/benefit analysis.
- Managed the design and business requirements documentation for an update to an application that is critical to the core competency of the organization.

Associate Consultant (2018-2019)

- Led the operational implementation of a program by driving requirements definition to support vendor platform configuration across 5 teams, developing business processes and managing stakeholder buy in; \$3M in EBITDA.

PRIVIA HEALTH

A national physician practice management and population health technology company

Arlington, VA

2016-2018

Associate Manager, Payer Partnerships (2018)

- Spearheaded initiatives that fostered payer partnerships and strengthened provider engagement, improving engagement metrics and overall performance in payer programs. Initiatives included developing a submarket accountability strategy and establishing a quarterly workshop for Privia and payer partners' provider-facing consultant teams.
- Built business requirements for a company-wide Salesforce payer program directory and repository.

Associate, Payer Partnerships (2016-2017)

- Established processes that improved internal and payer-facing workstreams, including implementing a company-wide value-based contract onboarding process, developing a Payer Partnerships playbook for utilization in new markets and aligning business processes with provider onboarding teams to improve data integrity.
- Formalized process on quarterly joint operating committee meetings with payer partners and established quarterly payer performance review for executive leadership.



VALERIE GUPTA

📖 Healthcare

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: AVP of Communications, Arts Society

Member: Healthcare Industry Association; Columbia Women in Business (CWIB); Health and Wellness; Outdoors Club

New York, NY

2023-2025

UNIVERSITY OF MARYLAND

BS, Bioengineering, BA, English Language & Literature December 2018

Honors: cum laude, Alpha Eta Mu Beta Bioengineering Honors Society (Treasurer)

Study Abroad: University of Kassel in Kassel, Germany (Winter 2017)

Research: Biomolecular Engineering Lab, Undergraduate Researcher (2015 - 2018)

Internships: MedImmune, Bioprocess Engineering, Purification Intern (2016, 2017)

College Park, MD

2014-2018

EXPERIENCE

ZS ASSOCIATES

Associate Consultant

Philadelphia, PA

2021-2023

- Devised strategic launch plan for a \$300M product; conducted monthly meetings with function leads to ensure progress towards launch, identified potential risks, and implemented mitigation strategies
- Designed brand plan for upcoming gene therapy treatment, including identifying target clients and strategic leverage points in patient journey, leading to refocusing of \$5M portion of marketing budget to a more profitable market segment
- Surveyed 100+ physicians in the gene therapy space to identify the most impactful aspects of the treatment decision prices and potential discrepancies between conscious and unconscious ranking of these aspects; led to refocusing of \$8M portion of marketing budget to improve physician experience with company
- Interviewed 40 physicians globally to investigate perceptions of upcoming oncology treatments; analyzed findings to produce comprehensive market readout with insights into attitudes, anticipated shifts, and recommendations to increase physician engagement with client's product; insights led to additional ZS work around message testing
- Designed quarterly lesson plans for small group women's mentorship circles focusing on topics such as being authentic at work, building strong relationships with teams, and effectively networking with colleagues across offices
- Established and led office partnership with Ronald McDonald House Charities; organized volunteer opportunities for ZS employees to serve meals to RMHC families and answer phones during telethon, raising equivalent of ~\$10,000 in donations

DELOITTE LLP

Strategy Consultant (Deloitte Consulting LLP) (2020 – 2021)

Arlington, VA

2019-2021


- Created technical FDA training course to educate drug manufacturing facilities nationwide about FDA regulations related to drug manufacturing process, leading to a decrease in drug contamination and subsequent patient infection
- Facilitated a two-day, fifteen-session national conference with FDA to introduce updated drug manufacturing guidelines and advertise launch of FDA training course to over 330 leaders within drug compounding industry
- Conducted market landscape assessment and competitive analysis for a diagnostic device (developed at Harvard University) to help guide what diseases to target in developing world
- Developed blog advertising Deloitte's "control tower" solution for FDA to coordinate COVID-19 vaccine distribution effort, resulting in a new supply chain project at Deloitte


Advisory Consultant (Deloitte & Touche LLP; entry level) (2019 – 2020)


- Initiated design of autonomous badging process to allow federal employees to attain government ID badge independently in-office or remotely, thereby expediting the process and making it accessible to personnel living far from badging office
- Devised performance management system for FDA Office of Operations; expedited internal project prioritization process 5x



BRIDGET HORWOOD

 Healthcare

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare & Pharmaceutical Management Program, May 2025

New York, NY

2023-2025

Honors: Forté Fellow

Leadership: Health Care Industry Association - AVP of Community, Hermes Society – AVP of Membership

Member: Management Consulting Association, Columbia Women in Business, Artificial Intelligence Club, Health & Wellness Club, Snow Sports Club

COLBY COLLEGE

BA, Psychology and French Studies, Minor: Economics, GPA: 3.80, May 2019

Waterville, ME

2015-2019

Honors: Cum Laude, Presidential Scholar, Psi Chi Honor Society, Intercollegiate Lacrosse Coaches Association DIII Academic Honor Roll, New England Small College Athletic Conference (NESCAC) All-Sportsmanship Team, NESCAC All-Academic Team

Leadership: Colby Varsity Women's Lacrosse Team Captain; Psychology Research Assistant (Memory and Language Lab); Student Athletic Advisory Committee (SAAC) Representative; Colby Cares About Kids (CCAK) Mentor

Study Abroad: Hamilton in France (Fall 2017: Immersive advance French academic and homestay program in Paris, France), London School of Economics (Summer 2017: Courses- Introduction to Macroeconomics and Economics of European Integration)

EXPERIENCE

PRICEWATERHOUSECOOPERS (PwC)

Health Transformation Consulting Senior Associate (2021-2023)

New York, NY

2018-2023

- Collaborated with executive leadership team at renowned children's research hospital to enhance operations at Graduate School of Biomedical Sciences, with ultimate goal of achieving regional accreditation
- Oversaw team of two associates to conduct gap assessment of Graduate School of Biomedical Sciences' operations, including review and revision of organizational policies and procedures
- Advised comprehensive academic health university on key programmatic accreditation milestones, including devising quality improvement strategies and preparing for site visit, leading to successful continued accreditation
- Developed strategy and organizational structure to support launch of a new standalone medical school by identifying key operational milestones & financial considerations and creating an Excel-based project management dashboard
- Analyzed Medicare medical education affiliation agreement opportunities, generating ~\$8.6M reimbursement increase for 3 providers
- Co-led PwC/Colby recruiting, managing team of 20 Colby alums to guide prospective students through full-time and internship application processes. Recruited 23 students in 3 years, a 110% increase from 3 years prior

Health Transformation Consulting Associate (2019-2021)

- Delivered Medicare strategic reimbursement consulting services to 20+ health systems nationwide
- Partnered with PwC's Deals team to execute on 6 assessments, providing clients with strategic, operational, and financial analyses on potential M&A opportunities, leading to ~\$3M in wins over 2 years
- Managed 9 implementations of PwC's Systematic Monitoring and Review Technology (SMART®) tool at health systems across country, increasing efficiency and effectiveness of each client's coding quality evaluation process

Health Transformation Consulting Intern (Summer 2018)

- Evaluated revenue and cash improvement opportunities related to charge capture for a large non-profit health system
- Presented strategic analysis to client's executive leadership team, including VP of Revenue Cycle and Revenue Integrity



MARIA IGLESIAS

📖 Consulting

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY
2023-2025

MBA, May 2025

Awards: Rudolph F. Barth Scholarship – Merit-based award granted for exceptional qualifications and professional promise;
Gilead Sciences Case Competition 2023 – team awarded 1st place (among 236 entries) for creating strategy for China expansion

STANFORD UNIVERSITY

Stanford, CA
2014-2019

BS, Bioengineering, June 2019

Honors: Highest Academic Honors (2018, 2019) – Awarded to undergraduate Latino students with outstanding GPA
Awards: National Institute of Health Venture Prize (2019) – Awarded \$15k for development of innovative medical device

EXPERIENCE

BAIN & COMPANY

New York, NY
2023

BASE Scholar (Pre-MBA Internship)

- Developed consulting skill set while working with case team to create growth strategy for pharmaceutical supplier client

STANFORD SCHOOL OF MEDICINE – DEPT. OF CANCER CELL THERAPY

Research group leading industry-sponsored & investigator-initiated cell therapy clinical trials

Stanford, CA
2019-2023

Clinical Research Coordinator II (2021-2023)

- Increased monthly throughput of biological sample collections from 25 to 40 (46% increase) by creating standardized materials for sample scheduling and collection, allowing group to expand trial enrollments by additional 2 patients/month
- Improved quality of trial database by 70% over three months by clustering 6000 errors into 12 functional categories, creating and presenting improvement plan to 4-person database developer team that implemented strategy
- Streamlined data capture by designing process that transitioned from paper to electronic (EMR) forms, saving research staff time 30% per visit and reducing number of staff members in patients' treatment room from 3 to 2
- Enhanced accuracy of trial safety data by 12% by analyzing 52 trial safety reports with 20-70 entries each. Reconciled 300 errors using source data from EMR. Data published and led to therapy ownership transfer to clinical start-up
- Led highest-accruing trial in research group (52 patients), the results of which were submitted to the FDA and granted groups' first Breakthrough Therapy Designation (40% acceptance rate), accelerating therapy's commercial development
- Selected from 8-person cell therapy coordinator team to analyze newly developed clinical protocols and deliver recommendations to physician-scientists to improve protocol adherence, operations, and data management

Clinical Research Coordinator Associate (2019-2021)

- Compressed cycle time of clinical trial start-up by 10% by creating reference tool for FAQs on hospital SOPs containing 300 key information points. Trained 16-person team on tool application, resulting in 100% utilization in > 22 new trials
- Managed 40 successful treatment administrations of novel antibody developed by \$600m pharmaceutical company by designing workflow coordinating physician, nursing, and pharmacy roles; trial results led to accelerated FDA approval
- Developed and implemented strategy for research group to collect additional type of biological sample for scientific analysis. Trained clinical operations management on strategy, resulting in team-wide adoption for all relevant trials (> 4)
- Increased scientific impact of group by co-authoring papers in *Nature Medicine* (2021), a top 3 medical journal, and *Transplantation & Cellular Therapy* (2022). Analyzed > 60 patient data sets for treatment history and survival outcome
- Created and led a 12-person monthly journal club inviting team members and guest speakers to analyze and present high-impact scientific articles, increasing team's scientific literacy and understanding of novel therapies

GENENTECH, INC. – RESEARCH & EARLY DEVELOPMENT

South San Francisco, CA
2018

Summer Intern in Translational oncology Research

- Generated key insights about breast cancer cells' response to new therapies by designing and executing experiments
- Discovered genetic alterations in cells supplied by external vendor using novel genetic characterization techniques



JULIE KIM

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare and Pharmaceutical Management Program, May 2025

New York, NY

2023-2025

Honors: Columbia Fellow, Stephen M. Kellen Scholar, Forte Fellow

Leadership & Clubs: Cluster Board, Healthcare Industry Association, Asian Business Association, Gourmet Club

AMHERST COLLEGE

BA, Neuroscience, December 2019

Amherst, MA

2015-2019

Honors: Cum Laude, Axel Schupf Scholar (3 per class), Sigma Xi National Scientific Research Honor Society

EXPERIENCE

FEMHEALTH VENTURES

Venture capital firm investing in women's health startups, focusing on drugs, devices, digital apps.

New York, NY

2021-2023

Investment Associate

- Completed four investments (\$3M+ total check) in medical devices/diagnostics and digital applications, targeting conditions with high unmet need including ovarian cancer, maternal/fetal health, intrauterine adhesions, and older female frailty
- Assisted in raising a \$32M inaugural fund despite macro headwinds, by helping leadership strategize pitch, create slide decks, and triage high-value limited partners for outreach, including family offices, foundations, and high net-worth individuals
- Sourced 300+ women's health opportunities leveraging diverse channels (e.g., investor conferences, university tech transfer offices, government-sponsored accelerators) and maintained relationships with point of contacts for ongoing updates on deals
- Led 8-10 pitch calls per week with founders, followed by due diligence on compelling opportunities. Conducted research on standard of care/competitive landscape, pricing & reimbursement, IP, and financials. Validated diligence with expert interviews
- Developed three statement financial models, including discounted cash flows, comparable company analysis, and trading / transactional multiple analysis to drive toward valuation assessments
- Wrote 50+ page memos on completed investments, covering science/technology deep-dive, clinical studies, regulatory landscape, manufacturing, market size, financials & valuation, exit opportunities, intellectual property, and team qualifications
- Established best practices for firm operations, new hire onboarding, and knowledge management. Created 20+ databases on topics including relevant industry deals (2K+ deals) and potential U.S. VC co-investors
- Expanded firm visibility (0 to 2K+ followers) by spearheading digital marketing on LinkedIn (e.g., thought leadership articles)

CLARION HEALTHCARE

Life sciences management consulting firm for biopharma companies.

Boston, MA

2020-2021

Senior Associate Consultant (2021), Associate Consultant (2020)

- Executed 12 projects (\$3M+ in consulting fees) on assets ranging from small molecules to cell therapies, across a broad range of therapeutic areas including immunology, oncology, and neurology
- Select project experience:
 - **Strategic Planning (long-term):** developed a 10-year disease area strategy for a \$200B+ market cap client's melanoma program, including recommendations on existing portfolio, partnerships, and landscape of emerging mechanisms
 - **Tactical Planning (short-term):** led cross-functional workshops (8+ functions) for a \$20B+ market cap client to define objectives, prioritize tactics, and establish timelines, budgets, and KPIs, across commercial and medical affairs
 - **Opportunity Assessment:** unlocked up to \$300M in new revenue streams for a \$50B+ market cap client's immunology division, delivering commercial forecasts by synthesizing outputs from 150+ KOL interviews across US/EU5/Japan
 - **Physician Segmentation & Messaging:** optimized new drug marketing strategy by identifying global physician segments and customizing messaging based on 300+ surveys/200+ interviews, leading to projected revenue of \$800M/yr and impacting up to 50K transplant survivors/yr. Led primary research and managed three market research vendors
 - **In-Line Product Assessment:** analyzed sales data and key drivers of change to provide a salesforce consolidation and optimization roadmap for post-launch assets in different product lifecycles, saving 20% of SG&A expenses
- Established firm's first DEI initiative, led team of six for target school recruiting, and coordinated new hire training



SANG IN “SUSIE” KNOW

📖 Strategy, Operations

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Honors: Linda and Gordon Bonnyman Fellow (2-year full-tuition scholarship), Forte Fellow

Clubs: Healthcare Industry, Technology, Innovation & Design, Entrepreneurs Organisation, General Management

LONDON BUSINESS SCHOOL

MA, Management, July 2015

London, UK

2014-2015

Leadership: MiM Representative, Finance Club – pioneered investment banking events exclusively for MiM students

UNIVERSITY OF OXFORD

BA, Mathematics, July 2014

Oxford, UK

2011-2014

Internships: Munhwa Broadcasting Corp. – 2012 Olympics Intern (London); Credit Suisse, J.P. Morgan and Morgan Stanley – 2013 Spring Intern (London); OECD – Summer Intern (Paris): published “The Space Economy at a Glance 2014”

EXPERIENCE

VERIS RESIDENTIAL

S&P 600 listed REIT, specialising in ESG-focused multifamily assets in the US Northeast

London, UK

2021-2023

Vice President, Investment & Capital Market

- Appointed by CEO and COO (former supervisors from NorthStar Realty Europe) to help strategise and transform Mack-Cali
- Pioneered VRE’s first ESG initiative across entire multifamily portfolio (4,545 units) by managing team of senior executives and 10+ property managers to establish strategy, timeline, and execution, delivering success in 3 months, 9 months ahead of schedule
- Spearheaded a confidential and time sensitive implementation of website rebranding (intranet and investor relations), assuming role of Chief IT Officer; led a cross-functional team (2 IT, 3 department reps) resulting in a surge in investor interest
- Identified pricing critical hidden expenses missed by rest of deal team and external advisor on ~\$1B office-to-multifamily portfolio swap, effectively communicating risks/opportunities and catalyzing a strategic price reduction opportunity
- Formulated comprehensive earnings/Board memos, successfully framing even most challenging results for stakeholders
- Innovated earnings releases and Board/investor presentations by centralising and systematising processes, bringing coherence and consistency to former atomised approach – resulting in shortened preparation time from 2 months to 5 weeks

CANADA PENSION PLAN INVESTMENT BOARD (CPPIB)

Associate, Real Estate Investment

London, UK

2019-2021

- Selected as 1 of 3 from 200+ candidates for the global Covid emergency team to develop Covid-related capital metrics for ~1,000 real estate assets (\$40B); oversaw 50+ associates and established monitoring and mitigation processes globally, resulting in the lowest capital draws; acknowledged by CEO, receiving Extraordinary Contribution Award among 20 recipients worldwide
- Executed firm’s first Italian real estate transaction in team of 3 to a 1.7M sqft life science park (Milan Innovation District) during Covid; helmed due diligence in new jurisdiction and partnered with local market experts, culminating in ~\$1B deal
- Negotiated \$120M financing for Wellington Place (office park in Leeds, UK), resulting in the lowest interest amidst Covid

NORTHSTAR REALTY EUROPE (S&P 600 listed REIT; part of Colony Capital)

Associate, Investment & Capital Market

London, UK

2018-2019

- Chosen as the only associate to work confidentially with CEO on \$2B sale of company, crafting comprehensive financial models for all 15 assets (UK, Germany, France) and advising on strategic enhancements that unlocked 16% value premium to shareholders; promoted into lead execution role after revamping investor marketing materials to showcase firm’s accomplishments; recognised for commitment and sacrifice by CEO, who invited me to join him later at Veris Residential
- Strategically managed the entire spectrum of Trianon sale process (\$760M, Germany), the largest deal of the year in Germany
- Executed 5 transactions, the most among the 7 associates/AVPs, totalling over \$1B of transaction

CREDIT SUISSE

Investment Banking Analyst, European M&A

London, UK

2015-2017

- Converted spring internship into summer internship and summer internship into full-time offer
- Performed strategic review of \$5B+ real estate footprint of global consumer client, proposing monetisation/leverage options
- Governed confidential sponsor deals list, pivotal in backing \$500M+ deals following trust gained from Head of Sponsors M&A



KEVIN KOZIKOWSKI, PMP

📖 Management, Operations

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Member: Healthcare Industry Association

New York, NY

2023-2025

JOHNS HOPKINS UNIVERSITY

Master of Science, Biotechnology, December 2017

Baltimore, MD

2016-2017

TUFTS UNIVERSITY

Bachelor of Science, Chemical & Biological Engineering, May 2015

Honors: Dean's List, Magna Cum Laude, Henry J. Leir Memorial Scholarship Recipient

Member: Tau Beta Pi Engineering Honor Society, Varsity Swim Team

Medford, MA

2011-2015

UNIVERSITY COLLEGE LONDON

Junior Year Abroad Program, UCL Department of Chemical Engineering

London, UK

2013-2014

EXPERIENCE

REGENERON PHARMACEUTICALS

Chief of Staff, Immunology & Inflammation Clinical Sciences (2023)

Tarrytown, NY

2015- Present

- Act as an advisor to the SVP of I&I Clinical Development to lead team of ~20 (manager – VP level), support I&I portfolio planning (including Dupixent, Kevzara, and multiple clinical stage assets), and manage \$10M+ department budget
- Drive Employee Experience Survey action planning and implementation for I&I department, which boosted employee satisfaction score by 33% (largest increase in Global Development)

Sr. Manager, Development Program Management (2022)

- Served as lead global drug development program manager for dupilumab dermatology portfolio and advanced \$6B+ Dupixent franchise by securing regulatory approvals in pediatric atopic dermatitis and prurigo nodularis
- Supported management of Sanofi alliance partnership, led preparation for data review meetings with CEO/CSO, and facilitated governance meetings with executive leadership

Manager, Development Program Management (2021)

- Managed cross-functional Strategic Program Teams/alliance partners to advance dupilumab and early stage asset development and supported multiple regulatory submissions (i.e., IND/CTA/BLA) to global health authorities
- Authored updates to 10Q/10K documents and prepared materials for Board of Directors presentations

Sr. Project Associate, Development Program Management (2020)

- Secured CEO/CSO endorsement to fund \$100M+ multi-indication development plan for an early stage I&I asset
- Supported transfer of Arcalyst (rilonacept) license to Kiniksa Pharmaceuticals, which generated over \$20M in revenue
- Liaised with U.S federal government to establish expedited subcontract approval process for COVID-19 response

Project Associate II, Development Program Management (2018)

- Managed U.S. federal government contracts for Ebola and MERS programs and secured additional \$100M+ in awards to support rapid response activities during Uganda and DRC Ebola outbreaks
- Led development and implementation of company-wide drug supply planning process which expanded forward-looking manufacturing forecasts from 18 months to 5 years

Process Development Associate, Preclinical Manufacturing & Process Development (2015)

- Performed bioreactor scale-up experiments to develop and characterize cell culture manufacturing processes and led technology transfer to GMP manufacturing sites for multiple biologic assets



JIYOON LEE

📖 Pharma

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: AVP of On Campus Activities, Hermes Society

Member: Healthcare Industry Association, Marketing Association, General Management Association, Women in Business

JOHNS HOPKINS UNIVERSITY

BA, Public Health, May 2019

Baltimore, MD

2015-2019

Honors: Dean's List

Leadership: VP - Public Health Scholar Bowl (won 1st place out of 16), VP – Korean American Students Association

Study Abroad: TavTech Data Science Fellowship Israel (Winter 2018), University of Cape Town, South Africa (Summer 2017)

EXPERIENCE

ERNST & YOUNG (EY)

New York, NY

Americas Innovation - Product Manager (2021 - 2023)

2019-2023

- Developed product strategy, features, and early roadmap by collaborating with a cross-functional team of 4 developers and 2 UX designers, resulting in a new B2B tax advice and education platform for financial advisors, generating \$3M annually in revenue
- Created wireframes and user journeys in Figma for a prototype of a sustainable online shopping cart plug-in by partnering with UX designers in an accelerated timeline of 3 weeks to deliver a demo to clients at EY's Strategic Growth Forum conference
- Spearheaded an internal product management training to upskill 150 employees by managing a budget of \$500k, designing a curriculum and partnering with 2 vendors to facilitate, resulting in a 90% employee program satisfaction rate
- Launched a new employee interest group for product owners by recruiting experts to share best practices with and provide mentorship to new product managers, growing 50% year over year to 200+ members and continuing to this day

People Analytics - Senior Consultant (2021)

- Managed a team of 3 to oversee 4 Power BI dashboards, tracking change management metrics and trends for a client's go-live platform across 2 regions, allowing clients to visualize their business readiness 4 months ahead of launch
- Crafted people analytics and data strategy for a client's 15-member HR team through focus groups with 10 client stakeholders to understand the current state of data collection process and propose future state modifications
- Led analytics workstream for business development by creating pitch decks and presenting to clients, resulting in \$300k in sales
- Trained 10+ new hires on the team; learning materials were incorporated as part of new hire onboarding

People Analytics - Consultant (2019 - 2021)

- Collaborated with cross-functional teams (HR, Data, IT) to develop a talent dashboard streamlining operations for 250 recruiters, provide visibility into recruiting for 30,000 campus hires, and design ranking methodology for target schools based on 15 criteria
- Presented recommendations to EY's Audit practice leadership to increase employee engagement by analyzing employees at the highest risk of turnover, based on 18,000 responses from an annual employee satisfaction survey
- Analyzed the network structure of a 6,000-employee organization using Gephi by surveying and interpreting employee data to visualize how teams collaborate and identify key communication patterns within groups after a merger
- Identified top drivers of attrition by conducting a root cause analysis using exit interview data of 500 former employees

KAISER PERMANENTE

Rockville, MD

Workforce Health Consulting Intern

Summer 2018

- Designed playbook to onboard 10 new account managers to workforce health consulting; presented deliverable to VPs



SEUNG LEE

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Honors: Forté Fellow, Columbia Fellow, Kravis Scholar

Leadership: AVP of Finance – Asian Business Association

Member: Investment Banking Club, Health Care Industry Association, Columbia Women in Business, Tennis Club

COLUMBIA COLLEGE, COLUMBIA UNIVERSITY

BA, Neuroscience and Behavior, May 2017

New York, NY

2013-2017

Leadership: Co-President of Musical Mentors Collaborative, Director of Resources at First-Generation Initiative

TRINITY

Healthcare consulting firm specializing in providing strategic solutions to pharmaceutical clients

Waltham, MA

2021-2023

Senior Consultant (2022-2023)

- Built a forecasting model for a rare disease therapy to predict a \$1B opportunity by using comparable drugs to estimate pricing and interviews with 60 neurologists to predict physician utilization rate
- Advised 5 acquisition opportunities from an initial list of 500+ to a client seeking to acquire drugs owned by financially distressed companies by evaluating its market cap, enterprise value, and cash flow
- Led an in-person workshop for a \$7B pharmaceutical company across 20+ different stakeholders focused on strategies to limit impact of biosimilars, resulting in re-training of client's US salesforce responsible for \$8M in revenue

Consultant (2021-2022)

- Synthesized claims data of 1,000+ psychiatrists' prescription patterns for antidepressants to help client identify key opportunities in physician partnership and better position the drug's brand to gain market share
- Designed and analyzed a quantitative survey testing preferences in surgical equipment from 50 otolaryngologists to directly impact client's R&D process in creating a novel surgical device
- Developed go-to-market strategies for a vaccine by interviewing 20 physicians and calculating potential utilization rates across various market scenarios

IQVIA

In-Vitro Diagnostic (IVD) division focused on delivering competitive intelligence

Waltham, MA

2019-2021

Associate Consultant (2021)

- Projected revenue growth of 7 competitors in a \$3B market by estimating number of installed medical devices and interviewing industry contacts, helping client allocate its yearly budget
- Assessed strategic intent, market outlook, and key financials (e.g., revenue, R&D, SG&A) of a \$22B competitor to help client develop a market entry strategy for its medical device

Consulting Analyst (2019-2021)

- Drafted client-ready quarterly reports on IVD companies detailing both regional and division performances via coverage of earnings calls, investor presentations, and press releases
- Synthesized competitive landscape of key medical device players to help client better understand market dynamics as it prepared for IPO, ultimately being valued at \$1.3B upon launch

VISUAL SCIENCE LAB AT COLUMBIA UNIVERSITY

Research laboratory focused on investigating abnormal changes in the visual processing pathway

New York, NY

2014-2019

Research Assistant (2014-2019)

- Published 2 articles and 3 abstracts examining usage of medical devices to improve diagnosis of neuro-ophthalmic diseases
- Advised 2 medical device companies to enhance detection of ocular damage, resulting in device updates in ophthalmologist offices across Japan and Europe



ZOE MATTANA, DDS

🏢 Healthcare Strategy, Management

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare Strategy and Management, May 2025

New York, NY

2023-2025

Leadership: Assistant Vice President of CBS Healthcare Industry Association – Partnerships

Member: Management Consulting Association, Women in Business, Snow Sports Club, Gourmet Club

COLUMBIA UNIVERSITY COLLEGE OF DENTAL MEDICINE

DDS, Dentistry, May 2018

New York, NY

2014-2018

Leadership: Class Representative for College of Dental Medicine Ethics Board and Clinical Operations Committee

TULANE UNIVERSITY

BS, Environmental Biology, May 2014

New Orleans, LA

2010-2014

Honors: magna cum laude, Dean's List

Awards: Academic Achievement Merit Scholarship Award

Leadership: VP Global Dental Brigades, VP Pre-Dental Society, Leader of Global Outreach Dental Clinic in Honduras

EXPERIENCE

LUMIA DENTAL, PLLC

Multi-specialty insurance-based cosmetic dentistry practice located in NYC's Financial District

New York, NY

2021-2023

General Dentist

- Provided emergency, preventative, cosmetic, and comprehensive dental services to more than 2,000 patients in Manhattan; leveraged advanced technologies to customize care, resulting in ~\$1M+ in revenue over 2.5 years
- Led team of 4 hygienists, 9 assistants, and 6 administrative staff to treat patients, supervise care and manage client experience
- Analyzed and synthesized findings from 20,000+ patient x-rays and 2,000+ medical histories; presented insights, in-depth patient education, and recommendations with risks, benefits, and alternatives to clients
- Spearheaded development of a new TMJ therapy protocol, which included custom-fitted nightguards and Botox injections, adding a new revenue stream to the practice and increasing patient satisfaction
- Reviewed quarterly revenue reports, conducted market research, and implemented strategies to increase revenue, including adjusting fees by ~25% for Invisalign and in-office teeth whitening to align with industry standards
- Cultivated and maintained strong patient relationships through regular communication, prompt responses to emergencies, and exceptional service, which led to 400+ five-star online reviews on Google and Yelp, reflecting an enhanced patient experience

LILLIAN VIDAL DDS, EMERGENCY DENTIST NYC, CITY SMILES

Privately-owned general dentistry practices in the New York City Metro Area

New York, NY

2020-2021

General Dentist

- Delivered skilled emergency, preventative, comprehensive, and cosmetic dental care to 3,000+ patients of all ages throughout Northern New Jersey and the greater New York Metro Area
- Administered emergency care to clients and utilized tactics to oversee patients at the height of the COVID-19 pandemic with limited resources; increased retention rate by personally contacting at-risk patients to address concerns, provide reassurance, and emphasize preventative services

NORTHWELL HEALTH

New York State's largest healthcare provider and hospital system

Manhasset, NY

2018-2019

Resident Doctor

- Collaborated with team of 10 residents to coordinate scheduling and treat daily influx of inpatients at North Shore Hospital
- Performed 3,500+ general and specialty dental procedures for pediatric, geriatric, and adult patients in Northwell's emergency room, operating room and outpatient clinic
- Served as lead general practice resident for 24-hour on-call schedule 1-2 times per week; specialized in treating facial swellings and orofacial trauma in the hospital ER while managing basic day clinic duties and responsibilities



NJAIRE MCKOY

📖 Strategy

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY
2023 - 2025

Honors: Bonnyman Fellowship (merit-based full tuition fellowship), Forté Fellow, Consortium Fellow

Leadership: Cluster Chief of Staff

Membership: Management Consulting Club, Black Business Student Association, Women in Business, Basketball Club

CARNEGIE MELLON UNIVERSITY

MS, Biomedical Engineering, May 2019

Pittsburgh, PA
2018 - 2019

Provisional Patent: Hydrogel-Coated Tampon with PLA-CBD Nanorods for Treatment of Dysmenorrhea

Membership: Graduate lab assistant (Ren lab)

CARNEGIE MELLON UNIVERSITY

BS, Biological Sciences, May 2018

Pittsburgh, PA
2014 - 2018

Honors: Carnegie Mellon Summer Fellowship (from Vice Provost of Education), CPDC Summer Internship Fund

Leadership: SPIRIT Fashion Show Chair

Membership: Student-Athlete Women's basketball (NCAA Sweet 16), Lab assistant (Feinberg lab, Campbell lab)

EXPERIENCE

MEDTRONIC

Largest global health-tech company (\$32B Revenue)

New York, NY
2019 - 2023

Senior Mergers & Acquisitions Engineer, Global M&A Engineering Division (2021 - 2023)

- Spearheaded complex acquisition initiatives (~\$165M total) in cranial/spinal AI robotic assisted surgery and novel thrombectomy systems, developing measurement system analysis and validation protocols. Authored comprehensive reports, evaluated product performances, and streamlined integration into existing business units
- Devised an M&A engineering timeline forecast tool using Monte Carlo simulation to predict project timelines and assess scheduling risks due to supply chain disruptions to secure additional project funding
- Managed on-site projects by segregating 1,000+ acquired implants and instruments down to 150+ critical components by utilizing GD&T classification methods to align with Medtronic's current products and operations

Design Integrity Supplier Quality Engineer II, Cranial & Spinal Technology Business Unit (2020 - 2021)

- Supervised 4 engineers on an FDA remediation project, overseeing 90+ Process Failure Mode Effect Analyses (PFMEAs)
- Optimized component qualifications and process validation standards, and performed gap analyses to strengthen existing processes
- Pioneered the development of a heart, vein, and vessel simulation model for the implementation of a leadless cardiac resynchronization therapy device that assists surgeons in learning and practicing biventricular pacemaker surgical procedures
- Catalyzed cross-functional collaboration for risk management and fostered strong supplier partnerships through the validation of documentations across 4 Neuroscience Portfolio business units

Hardware Design Assurance Engineer II, Neuroscience Portfolio (2019 - 2020)

- Executed design validation tests for Advanced Energy product lines, resulting in project cost savings through in-house testing
- Conducted Gage Repeatability & Reproducibility (GR&R) analysis to define measurement variability in new product development



XIANG (EVIE) MENG

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Finance, May 2025

Member: Healthcare Industry Association, Social Enterprise Club, Private Equity Club

New York, NY

2023-2025

THE UNIVERSITY OF CHICAGO

MA, Behavioral Science, Cognition, August 2018

Honors: Full-tuition scholarship recipient (merit-based scholarship), Dean's List

Chicago, IL

2017-2018

UNIVERSITY OF MICHIGAN ANN ARBOR

BA, Economics, Experimental Psychology, May 2017

Honors: magna cum laude, Dean's List, Phi Beta Kappa

Ann Arbor, MI

2013-2017

EXPERIENCE

CITIC CAPITAL

Cross-border investment fund

Pre-MBA Intern for Healthcare Team (6 months)

- Engaged in 10+ potential and ongoing investment projects, conducting market research, preparing investment memorandums, conducting valuation analysis and reviewing portfolios
- Compiled an in-depth 20-page internal information memorandum on cardiac electrophysiology, screened potential industry disruptive factors for model assumptions for a leveraged buyout of a global leading invasive medical devices manufacturer
- Conducted market research through 15+ expert calls and market data analysis, crafted a one-pager highlighting investment key points, and performed trading comps for a leveraged buyout of a family-owned pharmaceutical packaging company
- Prepared investor summit case study materials to introduce the portfolio's carve-out and valuation creation process for pre-IPO funding round of a sexual-wellness portfolio company

Shanghai, China

2023

KPMG MANGEMENT CONSULTING

Senior Consultant (2021-2023)

- Led organization change and performance improvement projects as on-site project manager, received Tier1 rating (top 5%) and was promoted to senior consultant 6 months ahead of peers
- Orchestrated cross-functional teams from finance, IT and human resources departments to strategically implement a workforce optimization program, increasing operational efficiency for 18% for a state-owned insurance company

Shanghai, China

2020-2023

Consultant (2020-2021)

- Designed and launched a retail transformation strategy focusing on clientele restructuring for a state-owned bank, aligned objectives with client stakeholders across 7 major cities, developed tracking mechanisms, and piloted the strategy at 15 branches
- Crafted 16 business proposals and market research to identify and cultivate new business opportunities for management team, converting 5 projects into delivered projects

BOOTH SCHOOL OF BUSINESS

Research Professional

- Designed and coordinated 11 research projects on cognitive biases in decision-making process, executed 350+ laboratory, online and field experiments, presenting findings at annual cognition and behavioral science academic conferences
- Applied a host of research methodologies and performed data analysis on 150+ datasets using Stata and R to test hypotheses

Chicago, IL

2018-2020



SOFIA MESQUITA

📄 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2025

2022-2025

Leadership: Executive Board, Brazil Climate Summit 2023; AVP of Conference, Healthcare Industry Association; AVP of Community, Brazil Club.

Member: Venture Capital Club, Snow Club and Tennis Club.

FUNDACAO GETULIO VARGAS - EAESP

São Paulo, Brazil

BA, Finance, December 2017

2013-2017

Leadership: Coordinator of strategic partnership projects - Athletics Association, acted as treasurer of the graduation party and commencement activities

Study Abroad: Exchange Student Program, Tulane University - Freeman School of Business (six months)

Internship: Corporate Bank, Global Subsidiaries Group, Citibank (eighteen months)

EXPERIENCE

ALICE SAUDE

São Paulo, Brazil

Healthcare startup in Brazil, dedicated to better health through technology, primary care, and value-based incentives 2021-2023

Business Development (2022-2023)

- Organized health community expansion for hospitals and laboratories, including defining expansion strategy, negotiating contracts with new institutions and supporting onboarding and integration

Health Specialists Business Partner (2021-2022)

- Led the strategy for 9 medical specialty under coverage: Monitor KPIs, define the expansion strategy and recruitment according to growth projections and partner with business and product teams to develop and implement new product initiatives
- Designed a relationship management strategy to improve health specialists' experience and engagement, delivering a frictionless operation and building a sense of community, leading to an increase in NPS from 82 to 88 in six months
- Developed value-based incentives for Ophthalmology health specialists by establishing a variable compensation by performance, service provided and outcomes, increasing patient NPS from 95 to 97 while reducing total care cost by 10%
- Designed analytic dashboards to monitor team's and operation's key performance and metrics more efficiently

CITIBANK

São Paulo, Brazil

Relationship Manager - Corporate Bank, Global Subsidiaries Group

2018-2021

- Covered a portfolio of over 100 multinational clients, contributing to a revenue of \$15M per year, focused on Technology, Media, and Telecom industry
- Coordinated with local, regional, and global partners to drive growth, align relationship strategies and create value for clients, sharing on-the-ground industry and economic content
- Originated and executed financial transactions to support clients with transactional needs, products including Cash Management, Trade Finance, Trade Services, Lending, FX and Derivatives
- Represented the Corporate Bank in the Client Experience Forum, a multidisciplinary team with the main objective of creating new products and processes to improve clients' experience, such as reducing client onboarding time from 30 to 6 days
- Connected in a Digital Banker Initiative, hosting bi-weekly calls between digital bankers in Latin America to leverage regional networks, identifying key opportunities and sharing best practices



TAIYE OPABUNMI

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Honors: Columbia Fellow, Chazen Institute Scholar

Member: Investment Banking Club, Healthcare Industry Association, Black Business Student Association

New York, NY

2023-2025

UNIVERSITY OF IBADAN

MBBS, Medicine and Surgery, October 2017

Honors: Omo Ajorosun Scholar (top candidate in Ibadan regional scholarship test)

Leadership: President, Inner Circle of Friends; Social Secretary, Kenneth Mellanby Hall

Ibadan, Nigeria

2011-2017

EXPERIENCE

BETSI CADWALADR UNIVERSITY HEALTH BOARD

Worked in Wrexham Maelor Hospital – regional hospital for Northeast Wales population

Trauma and Orthopaedics Surgical Fellow (2021-2023)

- Onboarded 25+ doctors, including presenting training materials to them on management protocols for common orthopaedics emergencies, resulting in 40% reduction in training time (shadowing time) and positive departmental integration
- Created comprehensive processes for patient admissions, evaluation, and summaries, accelerating admission process by 30%
- Analyzed and presented data on hospital's management of periprosthetic femur fractures, forecasted injury trend and compared current surgical equipment leasing vs purchasing practices, which showed 30% cost savings and improved surgical patient care
- Organized professional development sessions to improve detection and management of post-operative acute kidney injury (AKI) which contributed to 20% reduction in departmental post operative mortality
- Managed up to 20 nurses during high-pressure shifts, ensuring optimal patient care despite challenging conditions

Wrexham, UK

2020-2023

Emergency Medicine Physician (2020-2021)

- Developed and presented ambulatory pathways that utilized multidisciplinary care plans to shortened patient's waiting times in the department by 20%
- Reduced infection rates of open limb wounds seen in department by 50% by designing a safety poster to increase staff awareness and management of open limb wounds
- Led teams of 4+ doctor and nurses during trauma management of 20+ patients in Emergency Department

LOCUM DOCTOR

Filled temporary positions at 5+ private practices within Ibadan

Resident Physician

- Oversaw 10+ healthcare workers to deliver well-rounded care to 700+ patients, across 5 private health facilities
- Boosted monthly patient volume by 10+ and increased monthly revenue by 25% by initiating and organizing free monthly medical check-up outreaches

Ibadan, Nigeria

2019-2020

NATIONAL HOSPITAL

Apex referral center for the specialized care in Nigeria and West Sub-Saharan Africa

Resident Intern

- Served as first point of contact/reference for 15+ ward staff, as the most junior doctor on the team
- Guided daily care and management of 40+ patients through ward rounds, mortality meetings and theatre sessions

Abuja, Nigeria

2018-2019

EDUTECH PORTAL SOLUTIONS

Learning technology startup developing distance learning platforms and instructional materials

Medical Content Editor

- Directed a team of 2 junior editors to evaluate 20 company's products that gained National University Commission's approval for use in distance-learning curriculum used in 5+ Nigerian universities with over 400 students

Lagos, Nigeria

2017-2018



MARY ALICE POPE

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Honors: Forte Fellow

Member: Healthcare Industry Association, Private Equity Club, Columbia Women in Business

New York, NY

2023-2025

UNIVERSITY OF CALIFORNIA, LOS ANGELES

BS, Biochemistry, June 2017

Leadership: Delta Gamma Sorority, Delta Gamma Intramural Soccer Captain, Founding member of The Bruin Experiment

Study Abroad: University of Sussex, Certificate of Physics, Summer 2015

Los Angeles, CA

2013-2017

EXPERIENCE

RBC CAPITAL MARKETS

Municipal Finance Debt Capital Markets Associate (2021 - 2023)

New York, NY

2019-2023

- Selected to join founding team of a newly formed Municipal Debt Capital Markets group leads entire Municipal Finance department's investor targeting, analytics, and outreach for RBC-led bond transactions
- Promoted to Associate six months faster than typical 3-year track due to leadership in group's novel investor analysis
- Co-developed innovative investor outreach and modeling approaches for best execution and pricing and devised a larger buyer base for issuer clients, led to gain in market share from 7.5% to 8.4% - from #5 to #3 in Lead Manager Rankings
- Created and presented materials describing business models, financing needs, and competitive landscape of potential strategic partners to health systems' Board of Directors, supporting Healthcare and Higher Education teams in securing 8 senior lead transactions with over \$1.7 billion in total par amount in the last 12 months
- Consistently conducted in-depth analyses of dynamic trends within the not-for-profit healthcare sector, delivering timely reports to organizations for strategic decision-making
- Conducted interviews for the summer analyst and full-time analyst positions and recommended candidates to continue to final round interviews; consistently selected as a peer mentor to ensure proper placement of talent

Municipal Finance Healthcare Analyst (2019 - 2021)

- Provided transaction pitching and execution support for senior leaders within RBC's Municipal Finance department, including industry research, peer benchmarking, credit analysis, and valuation analysis for hospital systems
- Negotiated and drafted term sheets in partnership with private placement desk for over \$600 million in short-term COVID relief financing for two top 10 health systems within weeks of market disruption
- Monitored interest rate movements to deliver up-to-date, customized financing proposals to core clients, ensuring transactions came to market when savings were the highest, achieving savings of \$10 - \$80 million per transaction
- Provided weekly market updates and financing structures, and arranged for monthly check-in calls with 5-person team and the VP of Finance of a top Healthcare client to secure the role of Senior Manager on \$323 million financing; transaction was featured in Bond Buyer, a municipal market industry publication, for its ESG-focused investor presentation

HURON CONSULTING GROUP

Healthcare Analyst

Los Angeles, CA

2017-2019

- Designed, alongside a subject matter expert, a process allowing physicians to discharge hospitalized patients more safely and efficiently; client adopted the process, resulted in length of stay reductions of 0.5 days and savings of \$1,700/patient
- Led a client project which reduced emergency room re-admissions by 10-15% by creating a cohort of 2 internal and 4 client peers to more effectively triage patients through contact tracing with adjacent medical centers



HENRY RICHEY

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: AVP of Conference, Healthcare Industry Association; AVP of Community, Gaming Club
Member: Private Equity Club; Outdoors Club

New York, NY
2022-2025

NORTHWESTERN UNIVERSITY

BA, Dual Major in Integrated Science and Biology, June 2017

Leadership: Captain Ultimate Frisbee Team, Independent Research Project

Evanston, IL
2013-2017

EXPERIENCE

VAULT HEALTH

Startup accelerating better health outcomes through diagnostics and digital-first care

Senior Business Insights Analyst

- Overhauled existing financial revenue recognition methodology, improved turnaround time by 75%
- Standardized financial metrics across company and designed top 10 daily C-suite metrics
- Established business case for modernization of data stack using dbt and Looker; developed a roadmap, assigned team roles, and launched new infrastructure three months ahead of schedule
- Leveraged new data stack to centralize internal reporting across multiple business lines; reduced total number of dashboards from 50 to 10 and ensured all stakeholders accessed identical data
- Introduced and moderated a bi-weekly meeting for finance and product teams; group collaboration limited inaccuracies of real time reported revenue by 20%
- Mentored junior analysts in analytics and coding and directed onboarding for BI tools

New York, NY
2021-2023

CANDIDCO

Startup offering affordable dental and orthodontic treatments

Senior Business Insights Analyst (2020-2021)

- Partnered with executive team on data-driven marketing strategy, achieved 8% growth in overall patient volume
- Consolidated business “Goals and Key Initiatives” into dashboard for all teams to track project timelines and outcomes, boosted budget forecasting accuracy by 20%

New York, NY
2019-2021

Business Insights Analyst (2019-2020)

- Built forecasting model to track goals, projections, and actuals of 16 primary business metrics
- Automated financial reporting and auditing for B2B business, prevented 80% of payment errors
- Collaborated with support team on dashboard, increased number of solved issues within 24 hours by 30% after 30 days
- Integrated data from multiple sources, including forecasted patient volume, into staffing model and raised efficiency 15%

SYNCHRONY FINANCIAL

A boutique management consulting firm that offers strategic insights to healthcare companies

Engagement Manager (2022)

- Organized a cross-functional team to develop a machine learning model in Python, output uncovered issues with existing business logic and implementation minimized charge-off rates by 50bps within 90 days
- Managed integration of a journey analytics platform, produced training materials for internal users, and spearheaded inaugural analysis identifying account creation pain points
- Maintained monthly financial dashboards for three retail clients and completed weekly deep dives on key business metrics

Stamford, CT
2017-2019



BRENT ROSSELAND

🏢 Consulting, Management

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: AVP of Conference, Healthcare Industry Association; Academic Chair, Cluster Board

Member: Hermes Society; General Management Association; Running and Triathlon Club

GEORGIA INSTITUTE OF TECHNOLOGY

BS, Industrial and Systems Engineering, May 2018

Atlanta, GA

2013-2018

Honors: Highest Honors

Leadership: Chief Financial Officer, Student Foundation; President, Habitat for Humanity

EXPERIENCE

DELOITTE CONSULTING LLP

Global management consulting firm that offers a variety of advisory services to companies

New York, NY

2018-2023

Senior Consultant (2022-2023)

- Awarded top 5% performance rating nationally among Senior Consultant peers for work on select healthcare payer client
- Led 3-person team for Fortune 20 healthcare payer to conduct 4 separate due diligences, advised client to move forward with a ~\$10B transaction, and developed 10+ revenue growth and cost saving business cases to support deal's \$100M+ synergy target
- Managed 2-person team for diversified healthcare company to benchmark \$40B of cost across 75+ functions to support CFO's budgeting efforts and strategically influenced senior stakeholders to utilize new analytical tool, compressing project time by 25%

Consultant (2020-2022)

- Received top performance ratings consistently and promoted early to Senior Consultant ahead of peer group
- Facilitated multiple workshops and collaborated directly with over 45 clients (Director through VP levels) for Fortune 20 Pharmacy Benefit Manager (PBM) to identify candidate PBM processes for offshoring, maximizing \$20M in workforce savings
- Guided buy-side due diligence sessions for regional health system with multiple client and seller counterparts to ensure deal bid process was kept on track and advised C-suite to revoke offer after analyzing adverse findings across 13 diligence workstreams
- Owned client relationships for 5 of 20 project workstreams at leading nonprofit medical center and developed 110 Transition Service Agreements to define operations for \$1B divesting business unit, contributing to sale of \$1M add-on work
- Sized \$10M manufacturing and corporate cost synergies for two parallel due diligences during a 3-week sprint at private equity owned dental supply organization and led integration planning for two largest workstreams, ensuring issue-free Day 1
- Identified key partnership options and developed short-list of 2 prioritized international markets for digital behavioral health startup expansion as part of client's commercial growth strategy review

Business Analyst (2018-2020)

- Developed procurement savings model, created C-suite level steering committee materials, and designed KPI metrics to gain client buy-in for enterprise-wide \$2B cost transformation at Fortune 20 healthcare payer, resulting in \$20M add-on work
- Created inventory analysis tool for state health system that identified available PPE and forecasted quantity required, reducing likelihood of stock-outs at beginning of COVID-19 pandemic
- Conducted operational due diligence for academic health system on 350-bed target hospital's perioperative, nursing, laboratory, imaging, and pharmacy divisions and influenced client to move forward with acquisition
- Built business cases for oilfield services company to expand sales teams and adjust pricing techniques in two international geographies as part of an enterprise program to drive \$100M EBITDA uplift

Deloitte Internal Development Initiatives

- Led communications and hosted quarterly community calls with 40+ people in Healthcare M&A Community
- Organized Georgia Tech recruiting event with 100+ attendees and assisted with applicant reviews
- Mentored 4 new hires through the Deloitte onboarding process and firm navigation



PHILIP SABA

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: AVP of Conference, Healthcare Industry Association; Board Member, The Hub Student Advisory Board

Member: AVP of Mentorship, Hermes Society; Football Club; Snow Sports Club; MENA Club

UNIVERSITY OF VIRGINIA

BA, Economics, May 2017

Charlottesville, VA

2013-2017

Honors: 5x Dean's List, Phi Eta Sigma Academic Honor Fraternity member

Leadership: President of Middle Eastern Mentorship Program, Project Leader of Student Empowering Economic Development

EXPERIENCE

REVELSTOKE CAPITAL PARTNERS

Private equity fund with \$5.7bn in AUM, focusing on middle-market healthcare investments

Denver, CO

2020-2023

Senior Associate (2021-2023)

- Drove inorganic and organic growth analysis, portfolio company value creation, platform and add-on due diligence, and investment financial analysis as member of the Portfolio Transformation Group
- Produced go/no-go operational redesign recommendation to CEO, CFO and Investment Team Board Members by presenting a three-year financial forecast model to centralize lagging business functions of a multi-billion-dollar nationwide healthcare provider, culminating in the execution of the ~\$9mm EBITDA-improving strategy
- Led nationwide add-on market assessment for a ~\$600mm ophthalmology provider by developing a market prioritization model by financial opportunity and ranked target company list, leading to a signed LOI with an identified target
- Created EBITDA bridge forecast for a platform investment into a ~\$450mm behavioral health company, and presented bridge segmentation by same store sales, charge capture, payor contracting and inorganic growth to the Board of Directors
- Generated and presented value creation plan segmented by value-based care services expansion, bad debt enhancement, and organizational structure to Board of Directors of a primary care provider
- Selected to lead firm-wide training on healthcare finance and revenue cycle management for investments and portfolio assessment
- Managed multiple Associates across simultaneous engagements

Associate (2020-2021)

- Built pro forma P&L and operational footprint models to drive a carve-out of ~20 orthopedic surgeons from a metropolitan health network into a privately-held company, resulting in the first transaction of its kind in the orthopedics sector
- Developed financial growth forecast for a target platform acquisition and executed the strategy post-close, leading to an inaugural value-based care program for a provider and an increase in \$15mm EBITDA

BERKELEY RESEARCH GROUP

A global management consulting firm that offers strategic insights to healthcare companies

New York, NY

2017-2020

Consultant (2020), Senior Associate (2019), Associate (2017-2019)

- Conducted M&A due diligence and financial optimization projects within the Healthcare Performance Improvement practice
- Developed diligence of a ~\$1.0bn health system acquisition target and led synergy analysis across workforce optimization and clinical documentation against peer-group benchmarks, leading to \$15mm in synergies for an integrated \$2.4bn network



MELISSA SCHANTZ

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare & Pharmaceutical Management Program, May 2025

Leadership: Health Care Industry Association, Chief of Staff; Snow Sports, East Coast Planning

Club Membership: Private Equity, Running and Triathlon, Wine Society

New York, NY

2023-2025

UNIVERSITY OF PENNSYLVANIA

BSE, Chemical and Biomolecular Engineering, concentration in Pharmaceuticals and Biotechnology

Leadership: Hexagon Engineering Society Tour Guide, Delta Delta Delta St. Jude Children's Research Philanthropy

Philadelphia, PA

2011-2015

EXPERIENCE

TRINITY CONSULTING

Waltham, MA & New York, NY

Provides evidence-based, strategic solutions to life science companies with focus on early-stage commercial decision making through research with physicians, payers, and patients, secondary research, quantitative data analysis, and model development

Associate Principal (2021 - 2023)

2015 - 2023

- Drove account growth through managing 5+ projects simultaneously, delivering high quality research, identifying future client needs, developing proposals, and pitching new business; core member of 3 client accounts (each \$2-4M in annual revenue)
- Managed professional development, coaching, staffing, and biannual reviews for 5 senior consultants and consultants
- Led global diligence of a novel, oral immunology therapy in psoriasis, psoriatic arthritis, and Crohn's disease for a large pharmaceutical company; resulted in a \$4B acquisition of target and company's first entrance into dermatology
- Received Trinity's Annual Team Award (2021) for managing team in restructuring a large biotech's commercial strategy for its hematology business unit (\$1B in annual revenue) through prioritizing promotional efforts to focus on therapies, physician targets, and patient segments with greatest growth potential and redesigning field team size, roles, and compensation structure
- Nominated for Trinity's Partner Award (2021); 1 of 6 employees nominated by partner committee for mentorship, entrepreneurship, demonstration of Trinity's values, and acting as a thought leader with colleagues and clients

Engagement Manager (2019 - 2021)

- Drove successful project execution through project management, coordination with senior leadership, and daily coaching of team; delivering \$2.5M in project revenue and surpassing target in role by 100%
- Managed global quantitative demand survey (N=400 physicians) to inform perceptions, positioning, and demand for a lupus drug in a highly competitive market being co-developed by 2 large biotech companies; presented findings to Head of Pipeline Development; led workshop series (25+ participants) to gain alignment on core strategic imperatives with senior leadership
- Drove assessment to determine revenue optimizing life cycle management strategy for a novel antipsychotic by assessing 40+ potential indications across a variety of parameters (access, size, penetration, competitive intensity, clinical feasibility) and forecasting sales potential within top 10

Senior Consultant (2017 - 2019)

- Led day-to-day research, recommendation development, and client communication on 3+ simultaneous projects, including managing 1-2 junior team members per project
- Led first diligence for a new client in 2-week compressed timeline: evaluated revenue potential for 6 different neuropsychiatric diseases by analyzing eligible population, competitive intensity, and pricing potential
- Received Trinity's Annual Team Award (2019), as quality of diligence led to follow on assessments and account growth
- Selected as 1 of 10 employees to participate in Trinity's future leader development program, "Leveraging Leadership"

Consultant & Associate (2015 - 2017)

- Conducted research to drive client recommendations, including physician, payer, and patient interview moderation, secondary research to inform forecast assumptions and develop disease overviews, and analysis of quantitative survey results
- Informed pricing strategy for novel Parkinson's disease therapy for first launch pharmaceutical company, modeling revenue optimizing price point considering payer and patient cost sensitivity
- Drove internal innovation initiatives, including development of Sales Force Module, to consolidate best thinking and automate calculations to determine necessary field force size and spend leveraged across company



ANJA SCHEMPF

📖 Pharmaceuticals, Biotech

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Awards: Columbia Fellow (Merit scholarship for both years of MBA program)

Leadership: Chief of Staff (Healthcare Industry Association), Academics Representative (Cluster G), Hermes Society

Member: Columbia Women in Business, Outdoors Club, Gourmet Club

UNIVERSITY OF CHICAGO

BS, BS, BA, Biochemistry, Biology, Chemistry, June 2020

Chicago, IL

2016-2020

Honors: Cum Laude, Dean's List 2016 - 2020, National Merit Scholarship & University Merit Scholarship awardee

Leadership: Teaching Assistant (Immunology, Molecular Biology, and Core Biology), Oncology Research Assistant (Hubbell Lab), Volunteers Around the World (President), GeneHackers (Senior Member), Women in STEM (Mentor)

EXPERIENCE

RECON STRATEGY

Strategy consulting firm founded by former BCG partners; specializing in healthcare/life sciences industries.

Cambridge, MA

2020-2023

Consultant (2022 - 2023)

- Analyzed and published articles on (i) worldwide trends in antibody conjugate drug development, (ii) the economics of Walmart Health Clinics, and (iii) the impacts of safety concerns on the future of development for gene therapies.
- Led target identification team for Fortune 500 medical provider company seeking to enter a partnership in the ~\$12B chronic kidney disease drug market. Isolated and created a strategy to avoid potential regulatory risks while still maximizing partnership revenue and productivity. Joined read-out meetings with company CEO and CMO as subject matter expert on portfolio of drugs.
- Created new protocols for, and guided, four new associates and two interns through team building and project onboarding. Managed team activities and led industry-specific training sessions.

Associate Consultant (2020 - 2022)

- Researched crossovers of diagnostics and existing patient programs for a leading retail clinic by utilizing more efficient point-of-care diagnostics testing. Modeled earnings of existing test use-cases across multiple geographic locations, pinpointing potential earnings of ~\$200M, and highlighted new disease areas for program expansion.
- Developed business plan including ~\$25M in forecasted revenue for an early-stage biotech company targeting a rare pediatric disease. Projected drug uptake (via patient severity and market competition), risk-adjusted sales (including regulatory benefits), and intra-company synergies for future savings (manufacturing, clinical, and preclinical technology). Presented findings to Executive Vice President of Portfolio.
- Identified a market opportunity of ~\$50M out of the total \$260M rare disease clinical trial recruitment market for a leading genetic counseling company by investigating the size of different disease indications and their respective genetics involvement, biomarker usage, and the average patient numbers required for clinical trials.

GRYPHON SCIENTIFIC

Scientific consulting firm focused on projects related to safety, health, and national security.

Takoma Park, MD

Summer 2019

Analyst Intern

- Researched vector-borne diseases' geographies, pathways of spread, vector dispersion, and infectivity for input into a global pandemic modeling program which predicts the likelihood of spread and size of the resulting infection pools.

SENS RESEARCH FOUNDATION – BUCK INSTITUTE FOR RESEARCH ON AGING

Summer fellow

Novato, CA

Summer 2018

- Conducted independent research project on the biology of aging and obesity. Research published in Journal of Gerontology.



BRADY SCHNEIDER

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: Health Care Industry Association, AVP of Community; Columbia Women in Business, AVP of Finance

Member: Hermes Society (Admissions Office Representatives); Social Enterprise Club (Impact Driven Business Organization)

UNIVERSITY OF PENNSYLVANIA

BA, Health & Societies Major with Public Health Concentration, May 2018

Philadelphia, PA

2014-2018

Honors: Dean's List 2015-2018; Magna Cum Laude

Extracurriculars: Study Abroad at King's College London; Kappa Alpha Theta Sorority

EXPERIENCE

REALWORLD

Head of Business Development (2022-2023)

New York, NY

2021-2023

- Devised 5 experiments to evaluate monetization hypotheses. Tested affiliate fees, paid placements, live coaching sessions, asynchronous chat support, and positioning as employer benefit. Resulted in decision to sell Realworld as employer benefit.
- Spearheaded engagement with 2000+ employers through warm and cold outreach, demo meetings, and sales negotiations.
- Formed 55 affiliate partnerships in 3 months to monetize marketplace, including Headspace, Zocdoc, & TaskRabbit.

Strategy and Operations Lead (2021-2022)

- Supported Founder & CEO during fundraising of \$3.2M by building financial model, analyzing investor landscape, generating materials, and strategizing structure of round.
- Conducted analysis of product data to understand user acquisition, engagement, and retention. Resulted in identification of target demographic for users and decision to focus on first time user experience.
- Designed quarterly and annual goal setting procedure. Created employee performance review system and implemented hiring process enabling 3 hires.
- Hired as 10th employee and one of two direct reports to the Founder & CEO.

FLATIRON HEALTH

Life Sciences Chief of Staff (2021)

New York, NY

2019-2021

- Optimized \$100M+ business line by creating operational tools and streamlined processes for 35 teammates as well as other stakeholders in organization, including Product, Research Clinicians, Quantitative Sciences, Legal, and Finance.
- Led strategic initiatives to track 75+ active data licenses across 3 product lines, revamp system for working with dozens of third-party analytic vendors, and standardize process for responding to weekly customer requests.

Life Sciences Strategic Operations Associate (2019-2021)

- Established Strategic Operations function on Life Sciences team as first hire. Fostered harmony across 8 sub-teams by evolving norms for working together. Developed relations with cross functional stakeholders to improve collaboration.
- Revamped operations of team & leadership meetings, trackers & file management, and onboarding for 8 new hires.

ROIIVANT SCIENCES

Rotational Analyst (2018-2019)

New York, NY

2018-2019

- *VantAI Startup Launch:* Selected to build subsidiary pairing machine learning with deep systems biology. Negotiated with hospitals for data sources and drug developers for pilot projects. Learned Python to aid in early product development.
- *Roivant Health M&A:* Spearheaded engagement with and diligence of 500+ health technology acquisition targets.
- *Roivant Pharma Operations:* Developed playbook to restructure building of new bio-pharmaceutical subsidiaries.



SYDNEY SHANNON

Product

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2022-2025

Leadership: VP of Careers, Healthcare Industry Association; VP of Mentorship, Investment Banking Club

Member: Rugby Football Club; Africa Business Club; Black Business Student Association; Beauty Club; Veterans Club

UNIVERSITY OF SOUTHERN CALIFORNIA

BS, Business Administration, May 2018

Los Angeles, CA

2015-2018

Honors: Dean's List

Leadership: Alliance Through Bars, Co-Founder; Tufts Business Opportunity Council, Board Member

EXPERIENCE

INVITAE

A medical genetic testing company

San Francisco, CA

2021-2023

Product Manager

- Led a team of 15 software engineers to ship 20+ improvements to our websites and backend software using Agile methodology, fostering seamless workflows for our customers, driving increased revenue, operational efficiencies, and UX enhancements
- Directed program to increase patient data control by collaborating with sales, legal, and design teams to detail requirements and oversaw development; resulted in an improved privacy experience for 200,000+ patients and compliance with new regulation
- Expanded of virtual genetic counseling to an additional 19 product types and 5 countries by gathering requirements and working with designers and tech lead to implement, adding 10,000 customers to this service and completed 1 month ahead of schedule
- Successfully launched strategic product price change by creating global marketing communication plan and built Amplitude dashboard to measure KPIs; resulted in an additional \$4 million in profit over 4 months
- Tracked customer feedback via Salesforce, utilizing data to define software solutions to streamline payment workflows, decreasing the number of refunds given for billing issues by 30% and the average support needed per order by about 10%
- Built provider experience roadmap by estimating impacts of potential new features, working with engineers to evaluate timelines, and aligning with teams on competing priorities to gain approval from leadership on 2-year strategic product plan

FROG

A design consultancy

San Francisco, CA

2018-2021

Senior Consultant (2021)

- Health Insurer Product Management: created 3-year product roadmap by conducting competitive analysis, gathering customer feedback, and building a gap analysis; crafted product requirements, preliminary system architecture, and KPIs to track
- GTM Strategy Workshop: defined go-to-market strategy for new product by designing and leading 2 client workshops with 50 attendees; success of workshop contributed to sale of \$15 million, 3-year project for Frog
- Software Cost-Benefit Analysis: built quantitative business case based on cost-benefit analysis and user experience data to drive marketing software decisions; presented findings to client leadership, leading to \$4 million investment in new technology
- 2021 West Coast Social Team Lead: planned quarterly company bonding activities for 500+ attendees and pivoted to virtual during pandemic, founded and led West Coast Book Club celebrating authors of diverse perspectives in monthly meetings

Consultant (2018-2020)

- Software Product User Research: conducted 30 user interviews and drove demographic research to understand target market needs; analyzed data to create product requirements and low-fidelity wireframes instrumental in driving product development
- Pharma Website Build Project Management: project-managed team of 35 engineers, designers, and analysts to build and launch customer-facing website from 0-1 in 8 months; led weekly status meetings with client and reported operational metrics using Jira
- Marketing Operations Optimization: conducted stakeholder interviews to gather information on client's working model and process pain points; recommended operational efficiency improvements estimated to save client \$3 million over 5 years



CHLOE SNYDER

Marketing, Private Equity

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: AVP of Community, Health Care Industry Association; AVP Chief of Staff, Private Equity Club

Member: Columbia Women in Business; Tennis Club; Gourmet Club; Snow Sports Club

VIRGINIA TECH (PAMPLIN COLLEGE OF BUSINESS)

BS, Finance – Corporate Financial Management, May 2019

Blacksburg, VA

2015-2019

Minor: International Business

Internships/Honors: Bristol-Myers Squibb (2016); Magna Cum Laude; Dean's List Every Semester; Virginia Tech Honors College

Study Abroad: University of Economics (Czech Republic, 2017)

EXPERIENCE

DELOITTE CONSULTING

Arlington, VA

Senior Consultant (2023-2023)

2019-2023

- Managed a team of 5 practitioners and served as client lead for 25+ senior military officers in North America, Europe, and Asia to enhance global military healthcare system and advance priorities of the Surgeon General
- Pioneered creation of pharmacy program to transform global supply and logistics processes, mandating execution of 21-page standard operating procedure and ensuring consistency and excellence in pharmaceutical management
- Orchestrated a critical change of military leadership by executing a comprehensive change management plan, developing all necessary ancillary materials, and ensuring uninterrupted operational continuity
- Facilitated two 3-day immersive, simulation-driven trainings for 100+ newly promoted consultants to learn, discuss and practice critical skills required for continued career advancement
- Identified market expansion and business development opportunities in \$42M healthcare pipeline through market research and competitive analysis, resulting in growth of client base and revenue streams

Consultant (2021-2023)

- Enhanced medical readiness across 490 Navy ships through a 34-person human-centered design initiative; developed and presented findings report to 23 clients, driving significant improvements across military platforms
- Analyzed data from 186 military interventions spanning 24 hospitals, uncovering resource allocations exceeding \$1M dedicated to the Fleet/Marine Corps
- Directed strategic planning, ideating, designing, developing, and execution of annual 4-day workshop, where 30+ global stakeholders met to reassess and advance Navy Pharmacy's role in supporting deployed service members
- Partnered with contract development team to communicate firm capabilities, identify and pursue key personnel, and conduct compliance reviews, resulting in \$650M contract win
- Created a peer-to-peer mentorship program for 19 individuals to foster an inclusive support system across project team

Analyst (2019-2021)

- Advised team responsible for briefing Congress, the Surgeon General, and the Commandant on quarterly Medical Readiness Reports, earning recognition with Military Health System Research Symposium award
- Evaluated due diligence on 50+ potential partners to assemble team of 15 subcontractors for \$10B government contract; presented structure recommendations to senior management, all were accepted
- Initiated an analytics pilot program enabling the Surgeon General to make data-driven decisions to diminish negligent surgical practices across client's 27 military hospitals, eliminating potential \$63M cost increase
- Spearheaded team's COVID-19 response, creating a tailored resource hub with 450+ assets for front-line providers and authoring 2 whitepapers for the Surgeon General detailing opportunities to improve pandemic preparedness processes



SILVIA TIEMI SUZUKI

📖 Technology, Strategy

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Technology and Healthcare, May 2025

Leadership: AVP - Innovation and Design Club

Member: Technology Club, Healthcare Industry Association, Japan Business Association, Brazil Club

New York, NY

2023-2025

UNIVERSIDADE FEDERAL DO PARANÁ

BS, Industrial Engineering, December 2018

Honors: Top 5% student of class | *Study abroad:* Industrial Engineering at University of Pittsburgh, Spring 2017

Leadership: Researcher at Technology Program, analyzing efficiency and costs of factory using mathematical methods

Curitiba, PR, Brazil

2014-2018

EXPERIENCE

ALICE

Series C healthtech startup focused on digital and in-person primary care services for 10k+ users

Sao Paulo, SP, Brazil

2022-2023

Leader of Health Specialists Acquisition

- Led cross-functional team of PMs, UI/UX and legal analysts, overseeing user interviews and the launch of an MVP for a digital communication tool to connect primary and secondary care (300 users), leading to a 10% reduction in care costs
- Headed a team of marketing analysts and healthcare professionals to develop interviews scorecards and implement a supply-side acquisition roadmap, resulting in onboarding of 200+ doctors and achieving a Net Promote Score of 98/100
- Managed data science team tasked with developing ML demand-planning model to predict required number of doctors across 10 specialties, guaranteeing coverage for 80% of the user's service area and driving progress in acquisition funnel

MCKINSEY & COMPANY

Business Analyst

- Devised digital transformation roadmap for an agribusiness client by mapping customer journey, identifying pain points and designing 13 use cases with ~USD 100MM potential revenue impact; facilitated 4 C-suite prioritization workshops
- Formulated 6+ business cases, spanning core and adjacent products in portfolio, with USD 80MM potential revenue for an employee benefits provider. Coordinated collaborative work sessions with sales, finance and IT teams
- Performed a global benchmark analysis on cash recycler machines for Brazil's largest bank, pinpointing key value drivers and convincing 10+ managers/directors to invest in pilot project in order to reduce costs by USD 10MM
- Conducted 40+ hours of expert interviews, consolidated industry-specific best practices and directed 15+ client meetings to present a digital future architecture recommendation for a Shopping Center company with ~40 malls
- Analyzed 2-year worth of historical data and developed sales deal scoring system for an agribusiness client, enabling executive-level decision-making on margin thresholds resulting in ~USD 7MM in additional sales
- Orchestrated bottom-up synergies planning for USD 180MM additional revenue in an Agriculture JV by navigating integration challenges among firms and leading bi-weekly meetings with clients to track initiatives/KPIs and mitigate risks

Sao Paulo, SP, Brazil

2019-2022



BRYNN TAYLOR

PE Operations, Consulting

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EDUCATION

COLUMBIA BUSINESS SCHOOL

New York, NY

MBA, May 2025

2023-2025

Leadership: Chair, Cluster F Board (one of nine chosen for the class of 2025, directly lead 75+ students), AVP Chief of Staff Snow Sports Club, AVP Conference Health Care Industry Association

Member: Private Equity Club

UNIVERSITY OF RICHMOND

Richmond, VA

Master of Public Health, Health Services Management and Policy, August 2017

2014-2018

Honors: Cum Laude, 3x Dean's List recipient, Atlantic-10 (A-10) Commissioner's Honor Roll

Leadership: Women's Lacrosse 4-year varsity athlete, 2018 Defensive Captain; A-10 Conference Champion 2018

Internship: The Vanguard Group (2017)

EXPERIENCE

DELOITTE CONSULTING, LLP (Select Project Experience)

New York, NY

Senior Consultant (2023)

2019-2023

- Designed and implemented a refreshed digital strategy to include Gen AI as the Chief of Staff for a Fortune 25 Health Plan's Chief Data Officer, resulting in enterprise KPIs, repeatable prioritization framework, and optimized digital transformation efforts
- Managed key stakeholder relationships of 25+ executives, business partners, and external vendors to drive strategy implementation and alignment to the new shared enterprise goals
- Led analysis and optimization of a refined digital operating model for 3,000-person organization and business interactions, streamlining 20% of capabilities and processes, resulting in resource capacity for critical enterprise and Generative AI initiatives

Consultant (2021-2023)

- Improved organization processes by 45% leading a consolidation of three platform solutions organizations by designing a new operating model and advising strategic 3-5-year roadmap for the third-largest Health Plan in the US
- Drove business case for approval of a \$5.2M increased headcount request for a US Health Plan by analyzing resource capacity needs to meet organization's \$121M project demand and calculated estimated headcount, salary, and compensation requirements
- Optimized 40% of 200+ bed hospital's quality management and decision making by partnering with the Hospital President and executive leadership team to design an organizational leadership structure for the 7,000-person organization
- Improved organizational efficiencies by 25% by providing the President and client executives organizational design recommendations based on quantitative analysis aligning centralized shared services with overall health system strategy

Business Analyst (2019-2021)

- Optimized productivity by ~\$35M in designing a net new Enterprise Data Management Organization operating model and structural design for the CIO and CFO of an e-prescription information technology organization
- Secured \$10M in project revenue by conducting virtual visioning and design labs to strengthen executive relationships and advise critical stakeholders on value of data cloud migration, hiring a Chief Data Officer, and upskilling their workforce

THE VANGUARD GROUP

Philadelphia, PA

High Net Worth Client Services Specialist

2018-2019

- Performed asset allocation and portfolio management execution for clients with \$1M+ in assets under management, exercising client relationship management to understand clients' needs and position effective portfolio solutions



MICHAELA TINKEY

📖 Consulting

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

New York, NY

2023-2025

Leadership: Small Business Consulting Program (Engagement Manager, AVP Projects), Private Equity Club (AVP Community)

Member: Healthcare Industry Association, Management Consulting Association, Venture Capital Club

UNIVERSITY OF PENNSYLVANIA

BA, International Relations, May 2019

Philadelphia, PA

2015-2019

Honors: Dean's List: 2019, ACT: 36/36, GRE: 330 (98th Percentile)

EXPERIENCE

TRINITY LIFE SCIENCES

Consultant

New York, NY

2022-2023

● Delivered 10+ reports and models as sole contributor across disease areas in oncology, immunology, neurology and cardiovascular health.

● Managed all vendor, client affiliate, and off-shore team members across engagements.

● Mentored 5+ first-year associates to achieve professional development milestones and targets for growth in role.

● Recruited 3 candidates to the firm and lead campus recruiting activities.

Select Project Experience

Type Two Diabetes Commercial Due Diligence

● Conducted a full analysis of the competitive pipeline of the GLP1 space and provided sales analogs for a 22B AUM growth equity fund.

KRAS Forecast Validation and Diligence Support

● Delivered primary and secondary research to validate the sizing of the KRAS G12C biomarker market for a life science-oriented hedge fund, which led to 3 further projects from that client.

Myasthenia Gravis BD Assessment

● Performed due diligence in support of an \$900M acquisition in the Myasthenia Gravis space for a Fortune 500 pharma company.

Cardiovascular Gene Therapy BD Framework

● Developed a prioritization framework and disease area value model for use in acquisitions of rare, cardiovascular gene therapy assets.

ZS ASSOCIATES

Associate

New York, NY

2020-2022

● Forecasted OUS valuation of first-in class non-hormonal menopause treatment and conducted analysis and positioning of potential M&A partner, which led to bid submission to several partner companies.

● Built ground up market sizing forecast for global CRO market services through primary and secondary market research.

● Developed market segmentation and primary market research to create a new preferred contracting strategy for post-launch products in the CLL, AML, and MCL spaces.

ATHENEUM PARTNERS

Team Lead-Life Sciences

New York, NY

2019-2020

● Led 2nd highest performing sub team firm wide for months of March - May 2020.

● Grew Syneos Health Account by 400% from Q1 to Q3.

● Mentored Associate's performance growth resulting in 500% increase from Q1 to Q3



JACK VAILAS

📁 Venture Capital, Private Equity

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Activities: Healthcare Industry Association, Private Equity & Venture Capital Club

New York, NY

2023-2025

COLBY COLLEGE

BA, Pre-Med & Biological Studies, May 2017 (Major GPA: 3.96)

Activities: Pre-Med Academy, EMT-Certified, Biology Tutor, Colby Cares About Kids Mentor

Leadership: Elected to 20-person governance committee responsible for 2,000+ students across all on-campus residence halls

Study Abroad: University of Salamanca, Salamanca, Spain (Fall 2013); University of Córdoba, Cordoba, Spain (Fall 2015)

Waterville, ME

2013-2017

EXPERIENCE

RA CAPITAL

Multi-stage investment fund with \$8B AUM, focused on public and private healthcare companies

Senior Associate, Investment Team: Invested in public/private health-tech and life science companies

- Conducted due diligence and valuation analyses for \$220M worth of invested capital; evaluated 100+ investment opportunities
- Authored investment memos and presented valuations, investment theses, and key diligence items to investment committee
- Co-managed triage of inbound confidential information memorandums (CIMs) and other investment opportunity referrals
- Generated quarterly updates and calculated revaluations for private portfolio companies
- Led large-scale opportunity assessment regarding impact of FDA inspections on contract manufacturing sites
- *Select Transactions:* Empatica (Series B), Medical Microinstruments (Series B), Somatus (Series E), Thriveworks (Growth)

Boston, MA

2021-2023

CHARLES RIVER ASSOCIATES

Global consulting firm specializing in management, economic, and life science commercial strategy

Associate: Designed commercial strategies for health technology and biopharmaceutical companies

- Managed 2-person team and key deliverables for billion-dollar commercial assessment of a novel surgical robotic system
- Spearheaded 6 quantitative analyses for recurring market research project, 3 forecast models to value potential acquisition targets, 5 indication assessments for novel pipeline therapies, and 3 thought leadership articles published in major media outlets

Boston, MA

2020-2021

ADVANCED REGENERATIVE MANUFACTURING INSTITUTE

Department of Defense funded biotech institute focused on large-scale manufacturing of human organs

Analyst: Developed strategic partnerships and led market research and business analytics

- Grew base of strategic partners from 0 to 200, accumulating more than \$500M in signed commitments
- Conducted opportunity assessments on 50+ companies developing novel regenerative tools and technologies
- Elected director of 5-person team to oversee market research, knowledge management, and business analytics

Manchester, NH

2017-2020



KATIE WU

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL MBA, May 2025

New York, NY
2023-2025

Honors: Columbia & Forte Fellow

Members: Healthcare Industry Association, Investment Banking Club, Arts Society, Gourmet Club, Greater China Society, Hermes

COLUMBIA UNIVERSITY MS, Applied Analytics, August 2018

New York, NY
2017-2018

Honors: Merit Scholarship

UNIVERSITY OF VIRGINIA, McIntire School of Commerce BS, Math, Accounting & Finance, May 2015

Charlottesville, VA
2011-2015

Honors: Dean's List (x5), Echols Scholar, Intermediate Honors

Leadership: McIntire Accounting Society Events Chair, Global Student Council Events Officer

EXPERIENCE

RADIOLOGY PARTNERS

New York, NY
2022-2023

Sr Financial Analyst, Corporate Development & Growth Strategy

- Managed RP's organic new-client growth opportunities & partnerships with large health systems; worked on ~20 deal models to screen for partnership targets of imaging centers, freestanding emergency departments, and hospitals
- Collaborated with Operations, Integrations, and Physician teams to build providers staffing template, shortening staffing build-out turnaround in a deal process
- Constructed financial and operating models and provided data analysis (annual exams volume, modality, and payor mix) for sale into a new health system in a new state; made recommendations to team on direct billing the client and preliminary pricing terms in LOI; supported SVP in de-risking the deal and structuring mutually favorable terms for steady state and ramp-up phase
- Built scenario analyses on incumbent physicians' retention and quantified cost savings for client in ramp-up phase (\$600k/Radiologist per year), conveying economics to client and aligning client and RP's interest in negotiation
- Co-led new analyst onboarding and training program, expediting new hires ramp-up through shadowing and coaching

ZOETIS (fka Pfizer Animal Health)

New York, NY
2020-2022

Sr Associate, Operations

- Managed end-to-end process of quarterly Sales Incentive Bonus (SIB) close, and delivered SIB payout calculation for 500/730 sales colleagues across U.S.
- Drove post-acquisition data integration from three acquired reference labs, incorporating data from acquired assets to SIB program and supporting sales growth of diagnostic products
- Pioneered standardized procedures and templates for estimating finance accruals, expediting monthly accruals on SIB from 4-day to 2-day; awarded Zoetis Core Beliefs by SVP of Finance lead

SOCIETE GENERALE

New York, NY
2018-2020

Associate (2019-2020), Analyst (2018-2019), Corporate Finance

- Completed \$350m share buyback for Merck under 10b-18 & 10b-5 plans by collaborating with Trading, Operations, and Treasury teams; average execution price beat VWAP by \$0.01/share, translating to \$40k cost savings for client
- Pitched to a publicly traded target on proposed merger with a strategic acquirer; assessed strategic fit, performed DCF, trading & transaction comps, and pro-forma accretion/dilution, evaluated transaction impact under various purchase premiums

GENERAL ELECTRIC

Shanghai, China
2016-2017

Accountant, Global Operations Finance

- Oversaw book closings of 11 legal entities; improved quality & efficiency of closings by building standardized processes

BDO USA

McLean, VA
2015-2016

Audit Associate

- Analyzed financial metrics of clients using financial statement & ratio analyses



LEWIS ZHANG

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Leadership: AVP of Greater China Society

Member: Health Care Industry Association, Investment Banking Club, Asian Business Association, Squash Club

New York, NY

2023-2025

The University of Hong Kong

BBA, Accounting and Finance, Nov 2016

Honors: Dean's Honors List (2014-2015), Lee Shau Kee Scholarship

Leadership: AVP of Strait Talk Organizing Committee

Hong Kong

2012-2016

EXPERIENCE

CITIC CLSA

Investment Banking Associate, Healthcare

- Led six professional parties to execute Joicare's Swiss GDR listing (JCARE.SW), first IPO by Chinese pharma on Swiss stock Exchange, awarded "2022 Most Creative Transaction" by New Fortune
- Advised Walgreens Boots Alliance on its \$160M sale of Guangzhou Pharma; presented valuation analysis, deal structure and industry update to WBA's APAC management team
- Spearheaded financial workstream of largest HK healthcare IPO in 2021, Asymchem (6821.HK), raising \$917M; led model calls with institutional investors, and secured \$200M order from a prominent long-only fund
- Coordinated legal advisers and technical consultants to complete IP due diligence and clinical data review for key pipeline products during IPO of a biotech backed by Merck
- Directed four analysts in crafting pitchbook on capital markets solutions tailored for a global medical device leader headquartered in Minneapolis to implement its local strategies in China
- Recognized as "outstanding employee for the year 2022"

Hong Kong

2021-2023

ORIENT SECURITIES

Investment Banking Associate (2020 - 2021) & Analyst (2018 - 2020)

- Managed three due diligence workstreams and coordinated research analyst presentation for Pharmaron (3759.HK)'s IPO, 2nd largest healthcare HK IPO in 2019, raising \$589M
- Developed financial model with operational drivers in two scenarios for spin-off IPO transaction of ManpowerGroup (MAN.US)'s Greater China subsidiary (2180.HK)
- Promoted to Associate after two years with team, one year faster than normal timeline

Hong Kong

2019-2021

PWC

Associate

- Planned and conducted audits for Fortune 500 clients including Lenovo and Maersk; drafted 10+ statutory accounts
- Prepared pro forma financial statement for Spring REIT's \$350M acquisition of a shopping mall in Huizhou

Hong Kong

2017-2018



LINDSAY ZHAO

📖 Strategy

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Strategy, May 2025

Leadership: AVP of Conference, Healthcare Industry Association

Member: Management Consulting Association, Columbia Women in Business, Snow Sports Club

New York, NY

2023-2025

UNIVERSITY OF MICHIGAN

MHSA, Health Policy and Management (GPA 4.00/4.00), May 2020

Member: Health Policy Student Association

Ann Arbor, MI

2018-2020

UNIVERSITY COLLEGE LONDON

BS, Immunology and Infection (GPA 3.94/4.00), June 2018

Honors: First Class Honors

Leadership: Client Relations Director of London Strategic Consulting

London, UK

2015-2018

EXPERIENCE

ZS ASSOCIATES

Associate Consultant (2022-2023)

- Led a 3-person team to assess ~300 pipeline oncology drugs globally to advise a pharmaceutical company on China-specific licensing opportunities, shortlisting 10 assets with combined \$1B projected revenue potential
- Managed the China workstream of a global pipeline strategy project, consulted with 10+ translational scientists and pricing experts to evaluate market potential for a novel drug across 8 disease areas; directly engaged with client's senior leadership team
- Formulated market access strategy for a novel oncology drug by developing robust scenario-based revenue forecasting tools, contributing to its successful launch in 5 APAC markets with projected \$70M peak sales
- Revamped the latest patient engagement campaign for a top European pharmaceutical company through large-sample segmentation analysis and customer journey mapping, improving drug adoption and compliance rate in China by 30%
- Administered nationwide customer preference surveys to evaluate the price sensitivity of a top-selling immunology drug across 6 stratification variables, growing per-patient revenue by 2x through tailored affordability improvement programs
- Spearheaded development of an internal knowledge center focusing on China and US's healthcare reimbursement landscapes, synthesizing findings from 20+ deep-dive interviews with payers, policy analysts and industry experts

Shanghai, CN

2020-2023

Associate (2020-2022)

- Developed launch playbook to help a global pharmaceutical company define Oncology R&D and commercialization strategies in China; identified cross-functional resourcing needs and outlined high-level execution roadmap adopted at global HQ
- Executed systematic health checks on sales teams' compensation schemes for a top pharmaceutical company covering 12 business units and created new performance measurement metrics that incentivized sales growth by 15%
- Delivered interactive workshops to pharmaceutical executives in EU, US and Japan on China's drug reimbursement policies and industry best practices on pricing, generating demands for 4 additional projects with \$500k contract value
- Conducted market research and regulatory policy analyses for an early-stage immunology drug, identifying opportunities for a potential 1.5-yr acceleration in its China launch schedule
- Built ROI-based sales sizing model for a local diagnostic testing company to determine optimal account coverage and sales force structure, leading to significant growth in margin

DELOITTE CONSULTING LLP

Summer Associate

- Performed technology capability gap assessment across 30 focus areas for a leading health insurance company and devised recommendations to improve provider data management, strengthening client's position to secure a \$50B government contract
- Co-led iterative deep dives with 20+ client stakeholders and 10+ subject matter experts to align on capability priorities and execution roadmap, identifying an \$18M investment opportunity to optimize project portfolio

Chicago, IL

Summer 2019



VERONIKA ZOTOVA

📖 Strategy, Consulting

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, Healthcare and Pharmaceutical Management, May 2025

New York, NY

2023-2025

Leadership: Cluster Academic Rep

Member: Health Care Industry Association, Management Consulting Association, Financial Literacy Club, Social Enterprise Club, Columbia Women in Business, Russian Friends

Gilead Pharma Case Competition: Awarded first place out of over 230 teams in market expansion strategy case

TEMPLE UNIVERSITY, COLLEGE OF SCIENCE AND TECHNOLOGY

BS, Biology, May 2020

Philadelphia, PA

2016-2020

Honors: Dean's list for 4.0 GPA in fourth year of studies; Awarded Dean's Scholarship

Leadership: Temple University Emergency Medical Services, Captain of Administration and Training Officer

EXPERIENCE

ARO BIOTHERAPEUTICS

Aro Biotherapeutics is a start-up biotech company dedicated to developing innovative therapies that deliver genetic medicines to targeted cells, improving treatment options for patients in need.

Philadelphia, PA

2020-2023

Manager, Lab Operations (2021)

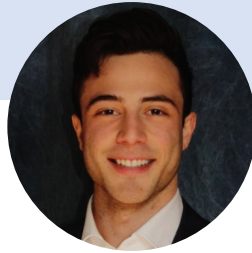
- Managed laboratory operations for a team of over 30 scientists across 6 departments, oversaw purchasing, service contracts, health and safety, and technology services
- Spearheaded launch of lab operations department by collaborating with scientists and management to ascertain and address pain points, institute safety and emergency response policies, and recruit and mentor an intern
- Orchestrated relocation of labs from 1,500 to 15,000 square feet, ensured seamless transition and on-time completion
- Led integration of two lab informatics systems to sustain data continuity across scientific teams
- Reported comprehensive competitive analyses and business development trends to C-suite to refine corporate strategy; Suggested 15 potential partners for licensing deals and R&D collaborations
- Designed and implemented lab inventory system to boost workplace efficiency and reduce operational costs by 10%
- Sourced and launched company-wide article management system to drive scientific collaboration and improve communication while lowering article costs by 30%

Scientist I, Protein Engineering (2020)

- Delivered presentations summarizing experimental results to scientific leadership team, consolidated key insights about molecule characteristics to inform large-scale manufacturing strategy for clinical trials
- Provided crucial support to other departments during periods of high workload, built expertise beyond scope of primary role by aiding Bioconjugation department with drug product preparation
- Achieved recognition as company's youngest recipient of excellence award for innovation in experimental methods and for proactive engagement in additional operational initiatives

Research Associate (2020)

- Accelerated lead development by optimizing efficiency of molecular discovery process by 400%



SETH ZUCKER

📖 Finance

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EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, May 2025

Club Memberships: Private Equity, Columbia Student Investing, Restructuring & Distressed Investments, Squash, Snow Sports

New York, NY
2023-2025

MCGILL UNIVERSITY – DESAUTELS FACULTY OF MANAGEMENT

Bachelor of Commerce, Major in Finance (CPGA 3.89/4.00), May 2019

Honors: Dean's Honor List (Top 10% of Graduating Class)

Leadership: Management Undergraduate Society - Board of Directors U2 representative

Montreal, QC
2015-2019

EXPERIENCE

JEFFERIES LLC

Investment Banking Associate: Healthcare Coverage and M&A

- Advised healthcare companies across various verticals including life sciences, medical technology, cannabis, and retail practices on M&A, strategic alternatives, and equity / debt capital raising
- Selected transaction experience:
 - Sell-side advisor to Dental Care Alliance, a leading private, multi-state Dentistry platform to Mubadala in \$2B sale (closed)
 - Spearheaded preparation of confidential information memorandum including responsibility for drafting investment highlights and industry overview, and performing financial analysis including provider, M&A, de novo, and same store analysis
 - Collaborated directly with CFO to develop complex financial model by type of business and region as well as long-term forecast analyzes to evaluate financial impacts of the company's near and long-term business development initiatives
 - Lead advisor to Theseus Pharmaceuticals on successful \$160 million initial public offering (closed)
 - Contributed to drafting of initial filing document and investor outreach materials in addition to coordinating buyer diligence process in collaboration with legal due diligence providers and company management
- Other notable transaction experiences include the sale of Sagent Pharmaceuticals (restructuring sell-side), sale of LHC (fairness opinion), multiple capital raises for Maravai (debt raises & tuck-in M&A), and a proposed sale of a multi-site veterinary operator (paused sell-side)

New York, NY
2021-2023

NATIONAL BANK FINANCIAL

Investment Banking Analyst: Diversified Industries

- Performed valuation analyses using DCF, LBO, Sum of the Parts, Accretion/Dilution, Comparable Companies, and Precedents
- Selected transaction experience:
 - Sell-side advisor to Liberty Security, a Canadian based smart home and security company to GardaWorld (closed)
 - Constructed a detailed operating model to analyze various channel drivers and growth scenarios as well as their respective cash-flow profiles and returns to identify a proper valuation range acceptable to both management and prospective investors
 - Performed a comprehensive analysis on the North American market of interest to better understand future opportunities, competitive positioning, market drivers, and total addressable market
 - Advisor to WESCO (NYSE:WCC) on sales of legacy Utility (sold to Rexel) and Datacom (sold to Guillevin) (closed)
 - Developed separate confidential information memorandums detailing company operations, growth opportunities, market landscapes, and financial situations used to market the opportunity to over 150 investors
 - Managed investor outreach process and coordinated communications between management and potential investors, which led to the successful sale of both businesses to major Canadian operators in the field

Toronto, ON
2019-2021

DESAUTELS FACULTY OF MANAGEMENT

Teaching Assistant: Venture Capital and Entrepreneurial Finance

- Awarded position to support the education of 3rd and or 4th year Finance students due to academic excellence
- Taught concepts and principles of start-up finance to two sections of students as well as graded all assignments and exams

Montreal, QC
2018-2019



Columbia Business School

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Healthcare & Pharmaceutical Management Program
www8.gsb.columbia.edu/healthcare

Healthcare Industry Association (HCIA)
columbiahcia.com