



HEALTHCARE INDUSTRY ASSOCIATION (HCIA)  
**RESUME BOOK**

Columbia Healthcare and Pharmaceutical  
Management Program



CLASS OF 2022 & 2023

# RÉSUMÉS

## 2022

- 5 Ashley Akiyoshi  
Marina Balobanova  
Allison Berman
- 6 Katie Carlon  
Donald Carnicky  
Sunny Mengyi Chen
- 7 Minyoung Choi  
Georgina Colquhoun  
Chenxiao (Max) Da
- 8 Kyra Deeth-Stehlin  
Amelia Earnest  
Callie Estreicher
- 9 Jessie Goldman  
Isabel Hayes  
Vincent Larocca
- 10 Jonathan Liu  
Claire Nishioka  
Athena Petrides
- 11 Angela Qian  
Sudha Ramaswami  
Saba Rawjani
- 12 Drew Rubin  
Ashley Ryu  
Carla Sanchez
- 13 Manraj Singh  
Alice Wasserman  
Edwin Zhang
- 14 Joyce Zhang  
Eugenia Zobel De Ayala

## 2023

- 16 Shirin A. Ahmed  
Nagesh Anupindi  
Jon-Michael Beckelman
- 17 Matthew Bowen  
Ben Breuer  
Ellen Bursej
- 18 Andrea Ceballos  
Emily Cheng  
O'rayne Clarke, CPA
- 19 Joe Crosson  
Mano Das  
Lidiya Denu
- 20 Mike Dunlevy  
Jake Elich  
Mike Exter
- 21 Michael Elizabeth Fall  
Alistair Glidden  
Wongmo Kang
- 22 Kira Ke  
Jackson Koorse  
Dillen Lao
- 23 Andrew Logerfo  
Huan Lu  
Zhiyao Lu
- 24 Mark Lundquist  
Shriya Mantry  
Will McMinn
- 25 Zach Miller  
Yuichi Murata, CPA  
Ryan Perry
- 26 Fawad Piracha  
Devon Raynor  
Billy Rooney
- 27 Sam Rude  
Harrison Shapiro  
Vishaka Srinivasan
- 28 Larry Tang  
Tolani Uthman  
Xinying (Cindy) Yao
- 29 Ning Zhang  
Ying Zhou

# 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, 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](http://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
- An attractive New York City location
- 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, NY 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/](http://www8.gsb.columbia.edu/healthcare/)



## ASHLEY AKIYOSHI

aakiyoshi22@gsb.columbia.edu  
Strategy, Operations  
Boston University  
Boston, MA  
BS, Business Administration, 2015

**PFIZER, New York, NY**  
Strategy & Consulting MBA Associate  
Summer 20200

Designed approach to measure Pfizer's efforts toward improving drug affordability, assessing progress against enterprise-wide initiative to address patient affordability challenge

Presented affordability metric approach to 18 leaders across ESG, strategy, access, pricing, and analytics teams

**PwC, New York, NY**  
Senior Associate, Advisory Services  
2015 - 2020

Led 8-person team across Asia and Europe to conduct assessment of biotech firm's (\$68B market cap) compliance with local bribery regulations; assessment became annual workstream representing ~\$470K in revenue for PwC

Co-presented compliance best practices to executives of animal health company (\$5.3B in revenue) and conducted working session to identify gaps for improvement; fostered new client relationship

Developed a proprietary compliance analytics dashboard, identified potentially corrupt payments using real-time data; tool was licensed to two pharma clients in FY19; generated ~\$1.7M in revenue

Conducted performance reviews for 5+ associates and provided feedback on key developmental areas to improve their promotion readiness and further their professional growth

Drove internal operations strategy review for high-risk third-party assessments to optimize time and resource allocation for PwC



## MARINA BALOBANOVA

mbalobanova22@gsb.columbia.edu  
Marketing, Business/ Corporate Development  
Ulyanovsk Higher Aviation Uchilishche of Civil Aviation, Ulyanovsk, Russia  
MA, Aerospace Engineering, 2010

**HORIZON THERAPEUTICS, New York, NY**  
Specialty Account Manager  
2020 - Current

Led business development for one of the Northeast region territories, managed client relations and developed strategic framework to grow market share during Covid-19 pandemic

Achieved 57% growth in the first six months in a new role through aggressive business development technique

**Territory Manager**  
2013 - 2020

Led business development for one of the Northeast region territories, expanded client portfolio from local clinics to nation recognized hospitals with the largest account of 4500 physicians. Grew market share from 1% to 6% in first 12 months.

Led initiative with Analytics and Managed Care teams, identified local market potential and redesigned strategy in response to continuously changing insurance landscape and reimbursement plans.

**BASELINE HEALTH, New York, NY**  
Co-Founder  
2017 - 2019

Created a medical practice management company that aggregates health related services and technology platforms for its physician clients and their patients, particularly union workers, to transform how healthcare is delivered and accessed

Set company strategy, negotiated contracts with health care providers, laboratories, and device companies



## ALLISON BERMAN

aberman22@gsb.columbia.edu  
Management, Strategy  
Lehigh University  
Bethlehem, PA  
BA, Behavioral Neuroscience, 2014

**PFIZER, New York, NY**  
MBA Summer Associate, 2021

Designed and implemented a competitive contracting strategy to engage with insurance and pharmacy benefit managers across ELIQUIS

Collaborated with creative agencies and internal Medical, Legal and Regulatory teams to create brand-specific marketing content for payers

**OPTUM, Washington, DC**  
Senior Healthcare Consultant  
2018 - 2019

Managed 12 long-term client relationships with national health systems, academic medical centers, and performance-based care networks

Led team of 2 consultants to present recommendations on improving clinical operations, achieving 100% ROI per client

Collaborated as strategic thought partner to C-suite to establish goals for reducing cost, realizing \$100M in aggregate savings

**THE ADVISORY BOARD COMPANY, Washington, DC**  
Healthcare Consultant  
2014 - 2018

Evaluated healthcare policy trends to construct annual regulatory plans; conducted weekly meetings to ensure execution, yielding 100% compliance

Led technical training boot camps for 100+ physicians on how to analyze EHR data



## KATIE CARLON

kcarlon22@gsb.columbia.edu  
Strategy, Operations

University of Pennsylvania  
Philadelphia, PA  
BS, Nursing, 2017

Duke University, Durham, NC  
BS, Neuroscience, 2013

**SPIRE HEALTH, New York, NY**  
Commercial Intern  
2021 - Present

Led revenue model projection for remote patient monitoring services to allow for added Medicare billing

**MERCK & CO., Kenilworth, NJ**  
Global Marketing Intern  
Summer 2021

Facilitated workshops for global brand strategy of antiviral product (\$281M annual revenue) as core member of agile team

**MOUNT SINAI HOSPITAL**  
New York, NY  
Registered Nurse, ICU Float Team  
2019 - 2020

Monitored and attended to critically ill patients in Mount Sinai's 9 intensive care units (ICUs), including 100+ critically ill COVID-19 patients in epicenter of pandemic

**PENN MEDICINE, Philadelphia, PA**  
Registered Nurse, Cardiac Care Unit  
2018 - 2019

**DELOITTE CONSULTING, LLP, Atlanta, GA**  
Consultant  
Healthcare Provider Operations  
2013 - 2016

Synthesized patient-level and charge-level financial data, quantifying over \$3M of cost savings for various clinical teams at a large academic medical center

Guided team at major medical device company on implementation strategy for launch of digital diabetes-management product



## DONALD CARNICKY

dcarnicky22@gsb.columbia.edu  
Finance

Boston College, Chestnut Hill, MA  
BA, Economics, Philosophy, 2015

**EVERCORE, New York, NY**  
Investment Banking Summer Associate  
Summer 2021

Collaborated directly with senior bankers and client management teams to compile discussion/marketing materials, conduct due diligence, and prepare analyses for M&A and capital markets transactions across healthcare and technology sectors

**HEALTHCARE SERVICES ACQUISITION CORP (SPAC), New York, NY**  
Investment Intern, Winter/Spring 2021

Screened inbound investment opportunities, conducted subsector market analyses, developed investment theses, and presented weekly updates to investment committee

**OPTUM, New York, NY**  
M&A Associate, 2019 - 2020

Executed 15+ tuck-in acquisitions of specialty and primary care medical practices

Collaborated with care delivery organizations and Optum leadership to guided deployment of \$40M+ capital

Implemented crisis outreach strategy developed by senior leadership in response to COVID-19 pandemic

**BAIN & COMPANY, Boston, MA**  
Experienced Analyst, Corporate Development, 2017 - 2018

Built valuation model for Bain's acquisition of FRWD, a Minnesota based digital marketing firm

**Financial Analyst, Global FP&A,**  
2015 - 2017

Collaborated with controllers from 50+ Global Bain offices to analyze firm's operating results and business forecasts; presented insights monthly to Global CFO to guide resource allocation and firm long-term strategy



## SUNNY MENGYI CHEN

mchen22@gsb.columbia.edu  
Management, Strategy

University at Buffalo-SUNY  
Buffalo, NY  
BS, M.S, Accounting, 2012

**BRISTOL MYERS SQUIBB, Princeton, NJ**  
Commercial Leadership Development Program (CLDP), Summer, 2021

Led generic assessment project in U.S. Eliquis marketing team, collaborated with over 110 key stakeholders across functional teams for potential opportunities to strengthen US sales

Performed analogue review and comparative analysis to forecast Eliquis business quantitatively and qualitatively

Created marketing and tactical plans to protect Eliquis against generic challenges

**MADISON FUND SERVICE LTD.**  
New York, NY  
Director  
2013 - 2015

Defined sales and marketing strategies based on product, service lines, and market trend

Collaborated with CPAs and CFAs to launch service lines including investment management, financial and tax planning for high-net-worth individuals and family offices (\$150M avg size) in Asia Pacific and Silicon Valley, resulted in ~30% tax savings per project

**EVERBRIGHT SECURITIES,**  
Shanghai, China  
Head of International Business  
2016 - 2018

Built up the International Business Department, and expanded firm's global business by bringing in one strategic partner for joint venture

Collaborated with investment and sales team to reach the target of AUM (\$200M) and sales (\$25M) of brokerage business covering equity, options, and commodities trading in Hong Kong and Singapore



## MINYOUNG CHOI

mchoi22@gsb.columbia.edu  
Management

Washington University in St. Louis  
St. Louis, MO  
BFA, Communication Design, 2016

**UI MEDICAL, INC., Busan, South Korea**  
**Founder & President**  
2017 - 2020

Increased revenue 28% YOY in 2019 by researching market demand, targeting customers at industry roadshows and client meetings, optimizing for customer-focused marketing, and strategizing growth opportunities

Attained ongoing contracts of \$2K per month from the orthopedic hospital by identifying the client's requirements for splint products and recommending the best fit through detailed sample testing on products from four different manufacturers

Negotiated pricing 30% below market on key products from a major distributor, increasing bottom line by \$132K in a year

**ZENFIX CO., LTD., Busan, South Korea**  
**Brand Strategist & International Sale Manager, 2017 - 2018**

Led brand redesign efforts across domestic and international entities and overhauled brochure and website for optimization, leading to a 25% increase in revenue in just one year

Established the firm's overseas export department and managed its international sales, achieving two major export contracts within the first four months and growing its revenue to \$420K a year (4.5% of total revenue)

Initiated cross-departmental collaboration and communication by supervising joint meetings and establishing a support group to improve junior member training, reducing employee turnover rate by 33%



## GEORGINA COLQUHOUN

gcolquhoun22@gsb.columbia.edu  
Business / Corporate  
Development, Strategy

University of Oxford  
St Catherine's College  
Oxford, UK  
BA, Neuroscience, 2014

**OCHRE BIO, Oxford, UK**  
**MBA Intern**  
2021

Supported CEO with operational and commercial activities, including devising and leading a landscaping project focused on RNA delivery technologies, developing a value creation timeline for Ochre's Series A investors, and collating insights to support Biotech award applications

**IQVIA, London, UK**  
**Consultant, 2016 - 2020**

Project Managed multiple >\$500k strategy projects; most recently designed and implemented go-to-market strategy for transformational neuroscience treatment, resulting in follow-on work for separate indication

Worked alongside executive leadership team of Top 10 Pharmaceutical company to guide new product teams through commercialization preparation

Received perfect score from client engagements and facilitated sell-on opportunities

**NORTHWOOD SCHOOLS, London, UK**  
**Board Member, 2019 - 2021**

Redefined strategy for the group of independent schools educating ~900 students aged 4-16 in S.W. London to consider expansion with a new school



## CHENXIAO (MAX) DA

cda22@gsb.columbia.edu  
Investment Management,  
Business Development

Virginia Commonwealth University  
Richmond, VA  
PHD, Pharmaceutical Sciences, 2013

East China University of  
Science and Technology  
Shanghai, China  
BE, Pharmaceutical Engineering, 2008

**ASTRAZENECA, Shanghai, China**  
**Summer Intern**  
May 2021 - Oct 2021

Developed new patient models and worked with new product planning leader to forecast revenues for Synagis in 4 Asia markets

Conducted data analysis and literature search for Symbicort; results supported campaigns to increase diagnostic rates for asthma and to compete with generic products in international markets

**YANGTZE RIVER PHARMACEUTICAL GROUP, Shanghai, China**  
**Supervisor of Business Development and Drug Discovery Research**  
2018 - 2020

Coordinated chemistry, biology, and business development functions to evaluate 9 biological targets for R&D pipeline; launched 2 projects in immuno-oncology and neurology

Screened 30+ clinical assets for licensing opportunities and conducted due diligence for 5 assets

**ELI LILLY AND COMPANY**  
**Shanghai, China**  
**Principal Scientist**  
2015 - 2017

Directed modeling platform to support 30 chemists and 4 preclinical projects for metabolic diseases; discussed project progress with project leaders weekly and distributed modeling resources accordingly



### KYRA DEETH-STEHLIN

kdeethstehlin22@gsb.columbia.edu  
Strategy, Management

Williams College  
Williamstown, MA  
BA, Political Economy, 2016

**PFIZER, New York, NY**  
MBA Summer Associate, 2021

Formulated strategy and tactics for patient support offerings for a new rare disease product launch

Created roadmap for demand acceleration for in-line rare disease product

Led analytical forecasting for operations planning across segment of rare disease portfolio

**PHARMSCRIPT, Somerset, NJ**  
Manager, Strategy and Finance  
2019 - 2020

Formed and managed new team of 4 people to improve complex process within revenue cycle operations generating ~5% cost savings to firm and customers; expanded team into 3 new markets

Led financial analysis and due diligence to drive evaluation, decision-making, and execution of 15+ acquisitions and investments

Managed cross-functional team of 10+ colleagues on strategic projects for market expansions, new business lines, and client engagement

Drove analyses on pricing strategies, material contracts, and regulations to improve KPI

**GOLDMAN SACHS, New York, NY**  
Senior Analyst, 2016 - 2019

Originated analyses on asset and liability allocation strategy across 20+ internal business units and 3 global regions to optimize resource allocation decisions for balance sheet management, liquidity, capital allocation and funding strategy



### AMELIA EARNEST

aearnest22@gsb.columbia.edu  
Consulting, Strategy

Yale University  
New Haven, CT  
BA, Global Affairs with  
Global Health Concentration, 2014

**BCG**  
New York, NY  
Summer Consultant, 2021

Developed 5-year geographic expansion strategy for ~\$1B government global health program

**GLOBAL HEALTH STRATEGIES**  
New York, NY  
Account Manager  
2017 - 2020

Designed and executed strategies for global health clients including the Bill & Melinda Gates Foundation

Led communications and funder coordination around launch of \$125M COVID-19 Therapeutics Accelerator; established target audiences, tactics, and narrative to execute first 4 funding announcements

Authored Polio Program's 2020 strategy to protect funding amid COVID-19, generating coverage in The New York Times, The Washington Post, and Reuters

Facilitated annual meeting of Senior Executives from 30+ R&D organizations to establish best practices for coordinating advocacy strategies

**KOREIN TILLERY, LLC,**  
Chicago, IL  
Health Care Legal Analyst  
2014 - 2017

Led 2-year whistleblower investigation into PBM practices; interviewed subject matter experts and analyzed claim data to craft grounds for a multimillion-dollar complaint



### CALLIE ESTREICHER

cestreicher22@gsb.columbia.edu  
Consulting, Operations

Villanova University  
Villanova, PA  
BS, Chemical Engineering  
2015

**IOVIA**  
MBA Strategy Intern, Summer 2021

Designed and launched consumer research for Pharmaceutical Representative Marketplace Platform go-to-market to understand market needs and product fit in the US.

Presented key findings and recommendations to senior management by collaborating with 20+ member

**L'Oreal USA**  
Piscataway, NJ  
Process Expert  
2018 - 2020

Led cross-functional team to complete 30 product international launch 5 weeks before schedule by developing new workflow to streamline communication between international teams to accelerate product approvals; decreased packaging time and increased line efficiency by 35%

Managed 20 person cross-site team to complete technical transfer of >100 assets to sister plant; trained all plant staff on processing and quality procedures. Awarded Quality Employee of the Month

**GLAXOSMITH KLINE**  
King of Prussia, PA  
Associate Scientist  
2015 - 2018

Developed process for 3 accelerated oncology assets by decreasing use of consumables by 15%, cost of goods by 25%, decreased manufacturing time by 20% and increased plant robustness while improving product quality of bulk





## JESSIE GOLDMAN

jgoldman22@gsb.columbia.edu  
Consulting, Technology

University of Pennsylvania  
Philadelphia, PA  
BA, Economic History, 2015

### **MCKINSEY & COMPANY** Summit, NJ Summer Associate 2021

Developed and executed multi-channel communications plan to support one state's COVID-19 vaccine distribution

Created and fielded survey to assess consumer sentiment about vaccines; leveraged data to adjust strategy in real-time

### **ADVISORY BOARD (OPTUMINSIGHT)** Washington, DC Associate Director, New Product Development 2019-2020

Created and leveraged market reports, competitor assessments, and product evaluation rubrics to narrow pipeline of 15 projects to 3 investment recommendations for senior leadership

### **Consultant, Research** 2018-2019

Oversaw team across 3 to 6-month research projects; research focused on opportunities for life science and health IT leaders to align products with customers' strategic initiatives

Presented research to clients through keynotes addresses and interactive workshops; audiences ranged from 10-300 individuals

### **Senior Analyst and Analyst, Research** 2015-2018

Designed and fielded surveys to health care executives; synthesized survey and interview-based insights into reports that offered tactical guidance to health care leaders



## ISABEL HAYES

ihayes22@gsb.columbia.edu  
Management, Consulting

Georgetown University, Washington, D.C.  
BA, 2016

### **BELONG HEALTH, 2021 - Present**

Support CEO and Founding Team on partner operations, materials for new market opportunities, and financing initiatives

Created strategy and roadmap to optimize member experience for patient enrollment, onboarding, and inbound communications

Developed policies to submit to CMS ahead of health plan launch, as well as corresponding training materials

### **DELOITTE CONSULTING, New York, NY** 2018 - 2020

Led end user adoption for a based real-world data platform resulting in 1.5K new analytics users; conducted 17 global workshops with R&D and Commercial Analytics users to generate insights for key oncology and vaccine products

Designed and executed a change management strategy for a state agency's electronic health record implementation to 18K healthcare providers; managed roll out to 500+ staff and delivered two-year adoption roadmap

Created a \$10M implementation roadmap for vendor, procurement, and communications strategies that redefined a Fortune 100 company's digital analytics practice

### **FTI CONSULTING, New York, NY** 2016 - 2018

Led communications and investor relations for the spin-off of a pharmaceutical company's business unit

Managed the enhancement of FTI's corporate social responsibility offering; project culminated in an \$8.5B sale of the new offering



## VINCENT LAROCCA

vlarocca22@gsb.columbia.edu  
Strategy, Marketing

United States Naval Academy  
Annapolis, MD  
BS, Quantitative Economics, 2015

### **JANSSEN, Horsham, PA** MBA Summer Associate, Summer 2021

Developed the strategy and implemented the launch of an innovative patient program designed to streamline the fulfillment process for patients prescribed one of Janssen's top selling biologics

Partnered with external creative agencies and internal stakeholders to develop an educational resource for providers

### **NAVAL SURFACE FORCES PACIFIC** San Diego, CA Advisor / Instructor 2018 - 2020

Led analysis of two high profile Navy shipboard collisions to identify core systemic fleetwide issues; developed 5-week curriculum, prioritizing communication flow and technology implementation during crisis situations through simulation

Presented findings and curriculum to Three Star Admiral resulting in approval and new training requirement for population of newly commissioned Surface Warfare Officers, increasing overall watchstander proficiency by 30%

### **USS SPRUANCE, San Diego, CA** Training Officer, 2017 - 2018

Streamlined ship's training program by identifying and reducing lag time between officer certifications in combat readiness and anti-terrorism force protection by 25% resulting in 18% cut in wasteful spending

Managed cross-functional departments on a congressionally mandated administrative inspection, producing a score of 10% above fleet average and recognition as the most effective ship in the squadron



### JONATHAN LIU

joliu22@gsb.columbia.edu  
Strategy, Technology

Massachusetts Institute of Technology  
Cambridge, MA  
PhD, Electrical Engineering  
and Computer Science, 2014  
SM, Electrical Engineering  
and Computer Science, 2008

National Taiwan University  
Taipei, Taiwan  
BS, Electrical Engineering, 2005

**TOPCON MEDICAL SYSTEMS,**  
Oakland, NJ  
**Director of Business Development,**  
2021 - Present

Identify global business opportunities  
and formulate strategic initiatives

Seek inorganic growth opportunities  
through M&A and CVC investments.

**Director of Product Management, 2021**

Constructed 3-year product roadmap  
targeting 2x growth for a \$200M+  
product portfolio

**TOPCON CORPORATION, Tokyo, Japan**  
**Chief Specialist, R&D Department**  
2018 - 2020

Acted in a Chief Scientist capacity  
overseeing Project Management and  
directly reporting to CTO; responsible  
for planning, execution, and monitoring  
entire R&D portfolio of more than 10  
project pipelines

Accelerated benchtop to clinical  
development process; achieved record  
1-year medical device prototype  
development speed

**TOPCON MEDICAL SYSTEMS**  
Oakland, NJ  
**Scientist, Topcon Advanced Biomedical  
Imaging Laboratory, 2014 - 2017**

Spearheaded advanced development  
as a technical lead; built prototypes  
with world-leading technology



### CLAIRE NISHIOKA

cnishioka22@gsb.columbia.edu  
Strategy, Operations

Middlebury College  
Middlebury, VT  
BA, Psychology  
2015

**PHARE BIO**  
New York, NY  
**MBA Fellow**  
2021 - Present

Worked directly with CEO to refine  
business strategy and establish core  
operations

Developed comprehensive Business  
Plan describing the Phare Bio business  
model and commercial pharma  
partnership strategy for antibiotic  
development

Wrote Annual Report outlining  
company financials, operational  
updates, and scientific progress

Created company pitch deck and  
various corporate communications  
to increase visibility with potential  
partners

**SYNEOS HEALTH**  
New York, NY  
**Content Strategist**  
2016 - 2020

Oversaw development of payer  
marketing materials designed to  
secure products' formulary coverage  
within health plans

Led market access communications  
strategy and tactical development  
for two major pharmaceutical brands  
launched in 2019

Designed an interactive payer  
presentation for client's full portfolio of  
6 oncology/supportive care biosimilars

Spearheaded creation of  
client's patient/provider support  
services website for portfolio of 3  
pharmaceutical products



### ATHENA PETRIDES

apetrides22@gsb.columbia.edu  
Consulting, Technology

University of Pennsylvania  
Philadelphia, PA  
BSE, Bioengineering, 2015

**STRATEGY&, New York, NY**  
**Senior Associate Intern 2021**

Drove key data analyses leveraging  
zero-based budgeting principles,  
identifying over \$5M in budget  
saving opportunities for the  
commercialization group within a top-  
10 pharmaceutical company

**APPIAN, Los Angeles, CA**  
**Senior Consultant, 2019-2020**  
**Consultant, 2017-2019**  
**Associate Consultant 2016-2017**

Developed application workflow  
solutions for two top 15 pharma  
clients, automating Labeling and  
Regulatory processes to improve  
efficiency

Led technical design team of 16 to  
implement an optimized Federal Case  
Management system reducing case  
processing time by 10%

Delivered additional functionality  
to customer through prioritization  
of business requirements and  
collaboration with 6 different cross-  
functional teams, contributed to  
service contract extension in excess  
of \$3M

Initiated internal team review process,  
reduced critical system issues by 50%

**PENN MEDICINE - SCHEIE EYE  
INSTITUTE, Clinical Research**  
**Coordinator, 2015 - 2016**

Screened, interviewed, and enrolled  
250+ patients for an \$11.2 million  
NIH-funded study focused on  
understanding the genetic causes of  
glaucoma in African Americans

Analyzed phenotypic data  
contributing to an abstract published  
in the Association for Vision &  
Ophthalmology



## ANGELA QIAN

aqian22@gsb.columbia.edu  
VC, Business Development

Rutgers University  
Ernest Mario School of Pharmacy  
New Brunswick, NJ  
PharmD, Pharmacy, 2015

**GLOBAL FOUNDERS CAPITAL**  
San Francisco, CA  
Biotech Venture Fellow, 2021

Source robust deal flow pipeline for potential investment opportunities through leveraging both primary research and personal network

Conduct in-depth diligence on seed stage biotech companies, specifically in the gene therapy space, to assess feasibility and fit for investment and newco formation

**GORE RANGE CAPITAL, New York, NY**  
Summer Associate, 2021

Sourced investment opportunities, conducted in depth market research, due diligence, and competitor analyses for companies of interest, and authored investment memos for fund's partners and investors

Identified \$5B+ market opportunity for a medical diagnostics portfolio company and facilitated conversation between founders and relevant investors for \$10M of additional funding

Developed robust financial projection model for a newly formed next-gen aesthetics company with a \$4B+ valuation and created investor roadshow presentation for potential SPAC and IPO opportunities

**EXPRESS SCRIPTS, Franklin Lakes, NJ**  
Clinical Pharmacist, 2019-2020

Facilitated relationship with largest health plan client with over 3.8M lives and assessed both standard and customized plan options to implement new group coverage for over 500K lives

**CVS HEALTH, New Jersey,**  
Various Locations  
Pharmacy Manager, 2015-2020



## SUDHA RAMASWAMI

sramaswami22@gsb.columbia.edu  
Strategy

University of Madras  
Chennai, Tamil Nadu  
MS, Accountancy & Commerce

Institute of Chartered Accountants  
Chennai, Tamilnadu, India  
ACA (Indian CPA)

**MSKCC, New York, NY**  
Manager, Research Financial Mgmt  
2017-2021

Lead the annual Budget development process for roughly~\$550m, (approx. 580 employees), and oversee the preparation of annual budgets, variance analysis, and commentary on a quarterly basis, including the development of budget presentations for review by senior management

Manage and report on finances for 600+ active clinical trials through cross-functional collaboration with the Office of Protocol operations and Clinical Research Revenue Management department

Lead implementation of new grant management software from fit-gap to conversion of 1400 active records and spearhead integration of new software to reporting and budgeting systems from a functional perspective

Collaborate with the IT department in creating and improving a suite of 5-10 financial reports and analytical tools in Tableau and Cognos used across the institution by approximately 50-75 stakeholders

**UNIVERSITY OF VERMONT, Sponsored**  
Project Admin, Burlington, Vermont  
2005 - 2017

Led the University's Sponsored Project Administration, a unit of 27 staff members, and research funding of ~\$220M

Led implementing Peoplesoft financials for billing & receivables



## SABA RAWJANI

srawjani22@gsb.columbia.edu  
Operations, Technology

Columbia University  
New York, NY  
MPH/MBA, 2022

Carleton University  
Ottawa, ON  
BSc, Neuroscience, 2019

**NEWYORK-PRESBYTERIAN**  
New York, NY  
Director of HR/Faculty Affairs  
2019 - 2021

Identified steps to conduct office-based surgery with anesthesia in the department's largest outpatient practice site; spearheaded initiatives with accreditation processes and determined budget/ROI

Spearhead all Faculty Affairs and HR matters for 100+ faculty and staff

Strategize organizational structure with department DA, develop radar dashboards to track Key Performance Indicators and Clinical Activity Reports, support Clinical Project Manager with day-to-day operations and report to Department Chair and Administrator on special departmental projects

**CLEVELAND CLINIC**  
Cleveland, OH  
Management Intern  
June - August 2020

Piloted ED telehealth virtualist provider to expedite COVID cases and reduce 'left without being seen' cases. Created educational materials for stakeholders and a dashboard to track use of virtualist appointments

Led and managed ED geriatric program expansion and accreditation into regional ED; coordinated team of 15 interdisciplinary caregivers; developed project plan to achieve accreditation for a 7-week timeline



## DREW RUBIN

arubin22@gsb.columbia.edu  
Technology, Social Enterprise

Northwestern University  
Chicago, IL  
BA, Mathematical Methods  
in the Social Sciences  
2016

### AMAZON New York, NY

Senior Technical Product Manager - Intern  
2021

Streamlined quality improvement process for product data by developing new customer-centric prioritization metric

### EXPEDIA GROUP Chicago, IL Analytics Manager 2018-2020

Partnered with finance, engineering, strategy, product and UX to develop and validate new features / strategies in product, merchandising, mobile app, and loyalty; Directed COVID analytics project roadmap after significant pandemic-related layoffs

### THE CAMBRIDGE GROUP Chicago, IL Business Analyst 2016-2018

Delivered key product portfolio decisions for C-Suite stakeholders in CPG & media by developing complex quantitative models that synthesized extensive customer surveys, consumer interviews and Nielsen data into actionable growth strategies



## ASHLEY RYU

aryu22@gsb.columbia.edu  
Business/Corporate Development,  
Finance

McGill University, Montreal, Canada  
BSc, Physiology, 2014

### KOMODO HEALTH, Corporate Development and Strategic Initiatives MBA Intern, 2021

Led key strategic project to develop a new framework to address customer concerns on data quality. Presented solutions to senior management; collaborated with data science, engineering teams to implement firm-wide strategy

Assessed companies to evaluate strategic rationale for acquisitions and partnerships in a new vertical (confidential), including sourcing a potential acquisition target to augment existing data offerings

### RBC CAPITAL MARKETS Assistant Vice President, Healthcare Equity Research 2015-2020

Published 500+ fundamental research reports annually with investment recommendations; team Institutional Investor ranking rose to #2 from #7 (key industry benchmark ranking top research teams)

Developed relationships with key stakeholders of healthcare companies including investors and management teams, advised on corporate strategy, business development, investor relations

Built and maintained financial valuation models to support investment research theses, including full financial statements, market models, valuation work, pro forma M&A analyses

Conducted due diligence on potential banking clients ahead of financing rounds; includes meetings with executive management teams, physician discussions, market research on key products, clinical data analysis



## CARLA SANANEZ

csananez22@gsb.columbia.edu  
Strategy, Business Development

Boston University  
BS, Biomedical Engineering, 2016  
Technology Innovation Concentration  
Cum Laude

### PURA VIDA INVESTMENTS New York, NY Summer Analyst, 2021

Built and maintained valuation frameworks and financial models to formulate investment perspectives on medical device companies.

Performed due diligence on new and potential investment opportunities, conducting market research and meeting with companies' management and key opinion leaders

### ACCENTURE, Boston, MA Technology Consultant, 2018-2020

Assessed implementation solutions to create a data sharing platform that enables pharma companies to blindly request clinical study data from other companies. Sold the following Accenture engagement of development and implementation

Built and deployed a program that allowed the client to run analytic models on its drug manufacturing data, reducing turnaround time from 2 weeks to less than 10 minutes. Managed three technical offshore developers through the development and deployment of the user interface for the client application

### Senior Technology Consultant Analyst 2017-2018 Technology Consultant Analyst 2016-2017

Deployed two project solutions to reduce the inappropriate use of ERs and promote the use of telehealth vendors, reaching \$2M+ in savings during the first year





## MANRAJ SINGH

msingh22@gsb.columbia.edu  
Venture Capital, Strategy

Princeton University, Princeton, NJ  
BA, Public Policy & International Affairs,  
2016

**NECESSARY VENTURES, New York, NY**  
VC Scout, 2021 - Present

Support deal sourcing, market research, financial modeling, and due diligence with a focus on startups in the consumer, health, and wellness sectors

**VERILY (GOOGLE LIFE SCIENCES)**  
New York, NY  
Commercial & Product, Summer 2021

Led strategy projects on remote patient monitoring devices for decentralized clinical trials and commercial opportunities for digital biomarkers for wearables

**DIGITAL HEALTH CONNECTIVITY PROJECT, New York, NY**  
Founder & President, 2020 - 2021

Oversaw daily operations and management of 100+ volunteers; raised \$100K+ cash and \$500K+ in-kind donations to provide 2,500+ smart devices to 275 health facilities to enable digital health connectivity for 20,000+ vulnerable patients

**DELOITTE CONSULTING, STRATEGY & ANALYTICS, Washington, DC**  
Consultant, 2016 - 2020

Led market research on emerging digital health technologies and facilitated innovation workshops to shape the 10-yr strategy of the \$1.5B National Institute of Health All of Us Research Program; final report presented to the NIH Director

Created a cost-benefit analysis model for the World Bank and Tanzanian government to assess the financial costs, health impact, and risks associated with utilizing drones for medical cargo delivery; showcased the model at the 2020 African Drone Forum in Rwanda



## ALICE WASSERMAN

awasserman22@gsb.columbia.edu  
Business/Corporate Development,  
Social Enterprise

Tufts University, Medford, MA  
BA, Political Science  
and Community Health  
2017

**SEVEN STARLING, New York, NY**  
MBA Marketing Intern, 2021

Designed and piloted a referral marketing program; recruited birth workers to refer clients for membership purchases

Tested and oversaw search engine optimization strategy during company rebrand and first public launch

**TRIALSPARK, INC., New York, NY**  
Network Operations Associate  
2019 - 2020

Designed and oversaw onboarding workflows to integrate and prepare TrialSpark Network medical practices to execute clinical trials, doubling the size of TrialSpark's Network to over 1000 physicians nationwide

Analyzed electronic health record (EHR) data from new practices for informed research site selection; conducted CCDA exports with Product and Engineering teams across 15+ EHR software platforms, refining a targeted database of over 1 million potential patients eligible for study enrollment

**CHILDREN'S HEALTH FUND**  
New York, NY  
National Programs Sr. Associate  
2017 - 2019

Led communications and investor Led clinical, operational, and fundraising consultations for seven of CHF's National Network programs in major US markets, clients included Cedars-Sinai, Montefiore Medical Center, and Stanford Health Care



## EDWIN ZHANG

zzhang22@gsb.columbia.edu  
Venture Capital / Private Equity

New York University, New York, NY  
BA, Economics, 2015

**JP MORGAN CHASE & CO.**  
New York, NY  
Incoming Investment Banking Associate  
Expected 2022

**UBS INVESTMENT BANK, New York, NY**  
Summer Investment Banking Associate  
Summer 2021

Participated in 10-week internship program within coverage team focusing on healthcare services transactions

Built valuation models utilizing methodologies including comparable companies, precedent transactions, LBO, and DCF

Compiled client pitchbooks through industry research and analysis to develop strategic solutions for clients

**LLOYDS BANK CORPORATE MARKETS**  
New York, NY  
Assistant Vice President  
2015-2020

Oversaw over 25 key relationships with institutional bank clients, reporting directly to Head of North American Bank team

Negotiated with clients, product teams (Debt Capital Markets, Financial Markets, Transaction Banking), and support teams to ensure over 50 transactions are properly executed, resulting in 10% growth in North America team's revenue since 2018

Structured Regulatory Capital Solutions for bank clients through analysis of client liquidity ratios



## JOYCE ZHANG

jzhang22@gsb.columbia.edu  
Private Equity, Investment Management

Emory University  
Atlanta, GA  
BBA, Finance, Mathematics, Economics,  
2015

**MARTIS CAPITAL**  
Washington, DC  
Private Equity Associate  
2018 - 2020

Member of 12-person investment team  
deploying \$545M in buyout, structured  
equity, and growth equity transactions

Evaluated and executed new investment  
opportunities with analyses derived  
from comprehensive industry and  
business diligence, detailed operating  
and financial models, and collaboration  
with third-party advisors

Developed proprietary investment  
thesis on concierge medicine through  
industry research and expert calls

**BANK OF AMERICA MERRILL LYNCH**  
New York, NY  
Investment Banking Analyst  
2015 - 2018

Executed over \$10B of mergers and  
acquisitions, equity raises and debt  
raises for healthcare company clients

Annually ranked top bucket (top 25%)  
of analyst class

Selected for 4-person Summer Intern  
Council by Chief Resource Officer  
to serve as resource for ~25 interns,  
planning training sessions and social  
events and reviewing intern projects



## EUGENIA ZOBEL DE AYALA

ezobeldeayala22@gsb.columbia.edu  
Technology

Brown University  
Providence, RI  
BA, Modern Culture & Media  
2016

**KINDBODY, New York, NY**  
MBA Corporate Development Intern  
Spring & Summer 2021

Partnered with VP of Corporate  
Development to build Kindbody's line  
of at-home testing products

Defined product line, pricing, and  
merchandising strategy in alignment  
with brand strategy and financial goals

Identified potential lab partners,  
negotiated pricing plans, and selected  
lab partner

Restructured company-wide  
informational processes within  
Kindbody's EMR and Patient Portal

**GIN LANE**  
New York, NY  
Brand Strategist  
2018 - 2020

Developed brand strategy and  
market positioning for 10 start-ups,  
with specialization in telehealth and  
wellness

Managed a cross-functional team of  
four, including visual designers, UX  
designers, and web developers

Authored and presented all strategic  
deliverables and pitches to clients

Pitched a shift into postnatal care for  
Cocoon Family Club and worked with  
founders to navigate pivot across  
business model, brand identity, and  
service offerings











### SHIRIN A. AHMED

sahmed23@gsb.columbia.edu  
Private Equity, Venture Capital

Columbia University New York, NY  
MPH, Population Health & Healthcare  
Management, 2014

UCLA, Los Angeles, CA  
BA, International Relations, 2010

#### VU VENTURES, San Francisco. CA Investor, 2019- 2021

Invested in companies across  
Healthcare & biotech, public health,  
consumer, frontier/deep tech,  
enterprise, fintech /blockchain,  
consumer verticals. As a subject  
matter expert (SME), guided portfolio  
companies in health policy issues &  
additional use cases in healthcare

Led Series B investment in MobileODT:  
a diagnostic solution scaling cervical  
cancer screening for women  
worldwide

#### MOUNT SINAI INNOVATION PARTNERS New York, NY Commercialization, 2018-2019

Evaluate Intellectual property from a  
regulatory, product market fit, clinical/  
outcome data, reimbursement

Guiding ramp up and go-to-market  
strategy for an internal innovation  
in infectious disease space, utilizing  
UVB technology to reduce COVID 19  
infection rate, aiming to commercialize  
with NYC Housing & Transportation

#### BDO HEALTHCARE ADVISORY, Global Experienced Manager, 2014 - 2018

Advised, Board of Directors of a  
pediatrics practice group consisting of  
131 practices with annual revenues of  
\$70M on its pediatrics roll up strategy  
and telemedicine program expansion

Conducted an economic impact  
analysis and crafted visioning strategy  
for a bioscience hub & pediatric center

Counseled, designed and executed  
a "AHCA BDO SNF Financial Margin  
Study 2017" in collaboration with  
stakeholders for 10,000 SNFs



### NAGESH ANUPINDI

nanupindi23@gsb.columbia.edu  
Healthcare Software Platforms

University of Rhode Island, Kingston, RI  
Ph.D., Computer Engineering, 1995

Indian Institute of Technology  
Chennai, India  
MS, Signal Processing, 1991

#### INNOVATIVE HEALTH HOLDINGS, Colorado Chief Technology Officer 2018 - Present

Started with Founder & CEO, IHH is a  
healthcare technology company that  
created Peace-of-Mind healthcare, an  
advocacy-based group health benefits  
solution called PEACEPlan. These  
solutions consist of modular consumer  
focused technology, a curated  
comprehensive advocacy-based  
healthcare system, and our own captive  
insurance company

#### APOORVA Founder & Chief Technology Officer 2011 - Present

As a founder of Apoorva corporation  
and as a technologist at the foundation  
and heart, Nagesh and his team of 45+  
employees have helped many clients  
with varying technologies including  
enterprise-wide architectures for  
130+ companies, development of  
400+ system projects, design of 250+  
databases, and 1000+ integrations with  
many systems and devices. Nagesh  
prides in bringing forward very simple  
and cost-effective designs that are both  
pragmatic and long lasting

#### FRONTIER AIRLINES Interim Chief Information Officer 2009 - 2013

Established, balanced and delivered on  
technology expectations from several  
Business Unit Vice Presidents

Established Technology Architectures  
by balancing commercially available  
software and custom in-house  
development



### JON-MICHAEL BECKELMAN

jbeckelman23@gsb.columbia.edu  
Venture Capital, Private Equity

Lehigh University  
Bethlehem, PA  
BS, Finance, 2015

#### ASTIA Venture Capital Intern

Evaluate seed - Series B investments  
in the medical device, health and  
wellness, consumer, and technology  
space

Assist in due diligence, market  
research, investment memo, and  
portfolio management activities

#### SVB LEERINK, New York, NY M&A Investment Banking Associate 2019 - 2021

Sole associate on 35-person team  
focused exclusively on M&A; worked  
directly with senior bankers to execute  
both buy-side and sell-side transactions  
across medical technology and  
healthcare services industries

Performed business valuation  
analysis, authored key marketing  
materials (CIMs, teasers, management  
presentations), and assisted with cross-  
functional due diligence efforts

Organized and lead calls with key  
opinion leaders, including surgeons,  
physicians, and other healthcare  
professionals, to help source ground-  
level feedback on competitive  
positioning and new market entrants

#### RBC CAPITA MARKETS, New York, NY Investment Banking Analyst 2015 - 2018

Created 30+ page industry landscape  
reports covering key trends, current  
valuations, and recent transactions  
at broad subsector level to inform  
clients on potential industry shifts and  
acquisition targets





## MATTHEW BOWEN

mbowen23@gsb.columbia.edu  
Strategy, Venture Capital

Northeastern University, Boston, MA  
BS, Health Sciences, 2017

### HEALTH INNOVATION CAPITAL Remote Venture Fellow, 2021

Perform financial analytics and evaluation of prospective life sciences and med tech investments to validate investment opportunities

Conduct market research to identify new investment and research trends and validate prospective investments within the sectors of oncology, infectious diseases, and orphan indications

### TRINITY LIFE SCIENCES, Boston, MA Senior Consultant, 2019 - 2021

Led 4-member team to assess the market opportunity for a rare disease therapeutic, informing the client's \$1B corporate valuation and leading to client decision to pursue a sale of the company

Designed and co-facilitated competitive strategy workshop for 100 employees of a global pharma company, driving client decision to pursue licensing deal

Assessed the value proposition of a wound care asset by analyzing its clinical and economic data, catalyzing client decision to license North American rights to the asset and subsequent initiation of a US phase 3 clinical trial

### Consultant, 2019 Associate Consultant, 2018 - 2019

### ALNYLAM PHARMACEUTICALS Cambridge, MA Business Planning Analyst 2016 - 2018

Collaborated with cross-functional teams to quantify long-range revenue forecasts and annual projected budgets in excess of \$100M for clinical stage assets



## BEN BREUER

bbreuer23@gsb.columbia.edu  
Entrepreneurship, Strategy

Dartmouth College  
Hanover, NH  
BA, History  
2017

### ALEDADE Bethesda, MD Senior Growth Analyst 2019 - 2021

Crafted company's expansion strategy to drive revenue and improve product through larger physician network leading to addition of over 450 new practices and 500,000 patients

Developed go-to-market strategy for new line of business to enable physicians to establish independent practices. Presented plan and received consensus from CEO which is currently under development

Led initiative to establish dynamic pricing structure to replace existing practice participation agreement to drive higher revenue yields per practice and overall physician network growth

Managed strategic approach with national physician advocacy organizations, leading to increase in referrals from partner organizations through co-branded marketing materials, speaking engagements, and physician-led webinars

### THE ADVISORY BOARD COMPANY Washington, DC Research Associate 2017 - 2019

Conducted research to address client healthcare issues such as physician engagement and burnout, medical group management, physician alignment, and value-based care



## ELLEN BURSEY

ebursey23@gsb.columbia.edu  
Technology, Venture Capital

Queen's University  
Toronto, Canada  
Bachelor of Commerce, 2017

### FORFEND HEALTH, New York, NY 2021 - Present

Conduct customer research and competitive positioning analysis for pre-launch health tech focused on revolutionizing preventative wellness visits

### KEARNEY Toronto, Canada & Chicago, IL Associate 2017 - 2021

Advised over 10 Fortune 200 healthcare clients in North America, Europe and Asia on strategic transformations, cost reduction and organizational effectiveness

Served as chief of staff to VP Product for a large health insurance company to define and launch MVP direct-to-consumer digital healthcare platform

Selected for emergency COVID-10 vaccine distribution team for U.S. pharmacy chain; integrated feedback from 100+ regional and national stakeholders to implement roll-out plan for ~2,000 stores

Directed global clinical trials cost reduction effort for Top 5 European pharmaceutical company, doubling \$10M target savings by leading negotiations with 5 suppliers across 4 regions

Developed 5-year growth strategy for global pharmaceutical distributor by assessing viability to enter new markets and evaluating 4 potential new revenue streams

Led program management for agile design sprints to identify, test and prioritize GTM health and wellness product innovations for one of North America's largest retailers



## ANDREA CEBALLOS

aceballoscarrascos23@gsb.columbia.edu  
Consulting, Strategy

Universitat Politècnica de Catalunya  
Barcelona, Spain  
BS, Biomedical Engineering, 2017

**BOSTON CONSULTING GROUP**  
Madrid, Spain  
Consultant, 2017 - 2021

Defined target operating model for the European region of a global Biopharma (\$50Bn+ market cap) to face the new reality post-COVID pandemic, prepare for upcoming launches and embrace digital trends

Designed evolved go-to-market models for several Spanish affiliates of international Biopharma companies to better support clients during COVID pandemic

Conducted feasibility study and defined sustainability model for a European public-private partnership to develop health outcomes observatories and enable data-driven decision-making for all health care stakeholders across Europe

Developed a 100M€+ cost optimization program (10%+ total client costs) for an international Biopharma company, including a strategy to divest relevant division

Supported European Biopharma company in M&A exercise to identify potential targets within their strategic journey of becoming a Specialty Pharma business

Defined 3-5 years personalized healthcare strategy for an international Biopharma

Formulated action plan to improve HIV care pathway and accelerate towards HIV elimination in a Middle East country

Defined 3-year organizational strategy for the Commercial team of an international Biopharma to prepare for upcoming own and market R&D evolution



## EMILY CHENG

echeng23@gsb.columbia.edu  
Management, Strategy

Columbia University Vagelos College of Physicians and Surgeons, New York, NY MD, 2023

University of California, Berkeley  
Berkeley, CA  
BS, Business Administration, 2017  
BA, Molecular & Cell Biology, 2017

**INTERCEPT PHARMACEUTICALS**  
New York, NY  
Intern, US Medical Affairs, 2019

Designed field team report for pharmaceutical company seeking FDA approval for use of its drug in a yet-untreatable disease

Developed 117-slide assessment of the U.S. healthcare landscape from scratch, for use as firm-wide training

**ANALYSIS GROUP: CONSULTING**  
Menlo Park, CA  
Analyst, Healthcare Strategy  
2017 - 2018

Conducted literature reviews on epidemiology, clinical data, and treatment landscape for disease area relevant to client product

Synthesized findings into evidence dossiers and field team communication tools, with end goal of communicating product's cost-effectiveness and potential impact to patients, providers, and payers

Coordinated teams and gave presentations at on-site client meetings as lead analyst on cases

**PRICEWATERHOUSECOOPERS ADVISORY**, San Francisco, CA  
Intern, Core Forensics  
2016

Analyzed contract data in M&A deals and designed dashboards and risk model for optimal solution

Proposed proof of concept of optimal solution to firm Partners, resulting in firmwide implementation



## O'RAYNE CLARKE, CPA

oclarke23@gsb.columbia.edu  
Venture Capital / Private Equity

University of Connecticut  
Storrs, CT  
BS, Accounting, 2016  
BS, Nursing, 2013

**ENHANCED HEALTHCARE PARTNERS**  
New York, NY  
Pre-MBA Extern  
2021

Conducted market research, identified 25 target companies, and authored report detailing key findings

**KPMG Deal Advisory, New York, NY**  
Manager, 2019 - 2021  
Senior Associate 2016 - 2019  
Associate, 2015 - 2019

Led buy-side and sell-side financial due diligence (M&A) engagements (60+) for private equity investors and strategic buyers across a variety of industries, including healthcare, life science, manufacturing, telecommunication, and consumer products

Developed financial analyses and authored diligence reports, presenting target companies' quality of earnings, working capital requirements, and net debt considerations

Managed teams of two to eight and supported the collaboration across various KPMG advisory functions, including Strategy Advisory, Technical Accounting Advisory, Human Resources Advisory and Tax Advisory

**CONNECTICUT CENTER FOR ENTREPRENEURSHIP AND INNOVATION**  
Hartford, CT  
2013

Identified new market opportunities, constructed customer engagement strategies, and synthesized findings for senior leadership of a EdTech start-up



## JOE CROSSON

jcrosson23@gsb.columbia.edu  
Business/Corporate Development,  
Consulting

Yale University  
New Haven, CT  
BS, History of Science,  
Medicine, & Public Health  
2016

### MARWOOD GROUP

New York, NY  
Associate  
2016 - 2021

Stewarded relationships and provided consulting services for 17 retainer clients including private equity firms, asset managers, middle market lenders, and healthcare corporations

Led firm's Medicare benchmarking analysis team covering national, statewide, and provider-specific metrics for various Long-Term Care (LTC) settings (e.g. Skilled Nursing Facilities, Home Health, and Hospice agencies)

Managed analyses of regional top payers' (commercial, Medicare Advantage) perspective on a given service line

Developed market sizing and financial models utilizing publicly available and internally sourced data

Completed regulatory/legislative diligence through online sourcing and stakeholder interviews on Medicaid/Workers' Compensation programs across multiple states, with a focus on specific programs/Medicaid populations

### KAISER PERMANENTE

Riverside, CA  
Information Technology Project  
Management Intern  
Summer 2015

Created a comprehensive plan for migration from pager to wireless phone-based system. Rolled out production of end user reference guide and led deployment training sessions



## MANO DAS

mdas23@gsb.columbia.edu  
Management, Technology

Birla Institute of Technology & Sciences  
Pilani India  
BA, Engineering, 2000

### BRISTOL MYERS SQUIBB

Director IT  
2016 - Present

Strategic planning, prioritization and execution of a complex portfolio of IT-driven R&D projects

Digital Health innovation lead governing innovation pilots to accelerate clinical trials - partnerships with some startups and some established vendors

Launched industry leading patient and health care professional facing portals to streamline collaboration with BMS

Led company acquisition-integration of clinical IT applications to achieve unification and spend synergies

### ALLERGAN

Senior Manager, IT  
2012 - 2016

Launched and managed the CRM operations across commercialization (pharma salesforce) and R&D (clinical trial management)

Led the IT company integration work across several mergers and acquisitions focused on IT asset rationalization and achieving cost synergies

Worked in clinical operations business unit as the liaison between IT and business functions



## LIDIYA DENU

ldenu23@gsb.columbia.edu  
Consulting, Management

Smith College, Northampton, MA  
BA, Biology, 2013

### Children's Hospital of Philadelphia Philadelphia, PA

Senior Research Technician /  
Laboratory Manager  
2016 - 2021

Established a startup research laboratory under the guidance of a principal investigator: Interviewed, trained, and managed new members

Performed procurement deals and established relations with vendors, saving several thousands of dollars in equipment and reagent costs; Wrote laboratory standard operating procedures and enforced research safety protocols; Set up reagent and research animal inventory management systems to ensure operational efficiency

Designed immunology and microbiology experiments and performed data analysis, contributing to securing multiple grants averaging hundreds of thousands of dollars; Presented data at weekly meetings and annual professional conferences, and produced publications (8 total) as first-author (2) and co-author (6).

### HARVARD MEDICAL SCHOOL

Boston, MA  
Research Assistant II  
2014-2016

Optimized and validated a next generation sequencing protocol now part of the Immunological Genome Project SOP; reduced processing cost by 50%

### BOSTON CHILDREN'S HOSPITAL

Boston, MA  
Research Assistant  
2013-2014

Applied cell culture and genomic techniques to investigate bile duct cancer and organ size regulation



### MIKE DUNLEVY

mdunlevy23@gsb.columbia.edu  
Investment Management

Emerson College  
Boston, MA  
BS, 2014

**ERNST & YOUNG LLP**  
New York, NY  
Senior, Capital Markets Advisory  
2019 - 2021

Model and evaluate capital budgeting proposals such as exploring new lines of business or strategic divestitures. Present considerations, scenarios, and final recommendations along with model assumptions

Assess current-state operating models among firms seeking operational performance improvement. Evaluate and present potential opportunities for automation, expense reduction, or overall process improvement

**EVERSEPT PARTNERS**  
New York, NY  
Analyst & Trader  
2018 - 2019

Primary trader at equity long/short global healthcare fund

Developed and presented theses on companies primarily within the Specialty Pharmaceutical, Pharmaceutical Services (CRO), and Medical Device industries. Diligence process involved financial statement analysis, thorough bottom-up revenue modeling, and ongoing dialogues/ interviews with IR and company management



### JAKE ELICH

jelich23@gsb.columbia.edu  
Finance, Investment Banking

Purdue University  
West Lafayette, Indiana  
BS, Economics, Mathematics,  
and Statistics, 2017

**NZS ASSOCIATES, Philadelphia, PA**  
Associate Consultant  
2019 - 2021

Coordinated a global ZS team of nine members to advise a client on a potentially \$1B+ international licensing deal, conducting product revenue forecasting and market research for eleven countries

Led supporting diligence on Japan's pharmaceutical drug pricing, supporting the client in finalizing their market-leading \$500M+ licensing deal with a Japan-only affiliate

Designed a business structure and hiring/investment timeline for a client's first cardiovascular drug, with recommendations including ~200-250 employees being hired and \$1.8B in expenditures to support the product's US, EU, and Japan launches

**NZS Associates, Philadelphia, PA**  
Associate  
2017 - 2019

Assessed a client's copromotion agreement for a ~\$700M neuroscience drug by focusing on salesforce-driven revenues, identifying and executing a solution to increase net revenues by at least ~5% annually via a joint salesforce planning approach

Delivered and optimized ongoing sales plan operations for a client's 600+ rep salesforce covering two products with annual combined gross revenue exceeded \$1.1B



### MIKE EXTER

mexter23@gsb.columbia.edu  
Business/ Corporate Development,  
Venture Capital/ Private Equity

Columbia University, New York, NY  
BA, Financial Economics, 2014

**KIBUR Medical, Inc., Boston, MA**  
Business Development Intern  
2021 - 2021

Revamped pitch deck to increase focus on business case and economic value to investors

Developed forecast to select tumor type for first clinical studies

**IQVIA CONSULTING SERVICES**  
New York, NY  
Associate Principal, 2020 - 2021

Led large project engagements with focus on pharmaceutical commercial strategy: value & access, launch strategy, business development assessment, forecasting, patient journey/ segmentation

Served as Coach for four junior consultants, with responsibilities spanning career development oversight, day-to-day coaching, and semi-annual performance reviews

**Manager, 2019 - 2020**  
**Consultant, 2018 - 2019**

Developed business case for communication to C-suite to explain future funding challenges and creative solutions for US and EU healthcare systems for high-cost medications

Assessed financial attractiveness of M&A targets for large pharma via market research, patient segmentation, and financial modeling; assessments used to support acquisition decision

**Associate Consultant, 2016 - 2017**  
**Associate, 2014 - 2016**

Analyzed thousands of rows of drug data across 10+ countries to identify trends in tuberculosis treatment for a global non-profit





## MICHAEL ELIZABETH FALL

mfall23@gsb.columbia.edu  
Finance, Venture Capital

Duke University  
Durham, NC  
BS, Biology, 2016

### STELLAR HEALTH New York, NY

Strategic Operations Pre-MBA Intern  
Summer 2021

Conducted detailed performance analysis on key customer partner to inform the short- and long-term customer engagement strategy and greater plan for scale to progress in value-based care

Drove customer success process re-design initiative to ensure consistent and seamless communication from Stellar to its application users (clinicians, physician office staff, nurses, etc.) who are seeking support and to create efficiencies within the Strategic Operations team when resolving identified issues

### ACCENTURE STRATEGY Life Sciences Strategy Consultant 2016 - 2021

Led workstream focused on identifying 25+ digital innovation opportunities within the pharmaceutical supply chain, designing and executing experiments to evaluate the risk of these opportunities, and providing recommendations on whether a larger investment is justified with the goal of increasing the speed of drugs through the supply chain and establishing the client as a market leader in this space

Evaluated potential technology startup partners and articulated the expected business impact back to client and internal program stakeholders

Ran execution of key proofs of concept with identified technology startups and created detailed, data-driven business cases for further scale



## ALISTAIR GLIDDEN

mglidden23@gsb.columbia.edu  
Consulting, Strategy

Princeton University, Princeton, NJ  
BA, Molecular Biology, Neuroscience,  
2016

### UNIVERSITY OF ROCHESTER CENTER FOR HEALTH + TECHNOLOGY Rochester, NY Clinical Project Manager, Marketing and Digital Technologies 2019-2021

Created patient recruitment pipelines for drug and device trials; built framework for 500-person research registry with 8+ physician investigators

Expedited regulatory processes (audit, CAPA) through database building and POM consulting

Pitched unit's capabilities to current and prospective pharma sponsors; redesigned sponsor-facing website

Ran 30K-patient White House advocacy campaign to ban Parkinson's-inducing chemicals; EPA ban enacted

### Clinical Research Coordinator 2016-2019

Designed, executed, and analyzed clinical trials of devices and digital technologies for chronic neurological conditions

Recruited 400+ patients to a novel statewide telemedicine program, providing care for 1-4 years/patient

Produced ParkinsonTV (www.parkinsontv.org), an educational series about Parkinson's; garnered 2M+ impressions and 100K+ views worldwide in first three years

Managed coordinator recruitment and selection, standardizing evaluation frameworks and interviewing 800+ candidates; expanded talent pipeline and increased screening efficiency



## WONGMO KANG

wk2366@gsb.columbia.edu  
Finance, Investment Management

NYU Stern School of Business  
New York, USA  
MS, Accounting, 2016

NYU Stern School of Business  
New York, USA  
BS, Finance & Accounting, 2016

### EXOME ASSET New York, NY Senior Investment Analyst 2018 - Present

Conduct fundamental research and quantitative analysis on global healthcare securities to make investment profiles and recommendation

Present industry trends, catalysts, index and competitor reports on worldwide economics of the healthcare/biotech industry to define potential investments

Attend major healthcare conference, participate in industry conference calls, and meet with company management to receive updates on the catalysts of the portfolio companies

### DELOITTE & TOUCHÉ LLP Consultant 2016 - 2018

Provided recommendations for future state operating model for the Controllship function and identify actionable efficiency gains to accelerated and improve the record to report processes and quality improvements

Improved productivity by eliminating 460 hours of redundant work and reducing annual costs of \$500K by streamlining strategic and tactical level processes through developing a deep understanding of report processes



## KIRA KE

kke23@gsb.columbia.edu  
Entrepreneurship, Management

University of Chicago  
Chicago, NY  
BA with Honors, Political Science  
2018

**TIANJIN MASTERVISION TECHNOLOGIES LTD.** Tianjin, China  
North American M&A Lead  
2021 - Present

Led commercial due diligence for a \$22M value acquisition of a key materials supplier

Headed on-site lab visits and orchestrated employee and founder interviews, inventory checks, and manufacturing and R&D evaluations

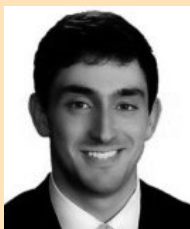
Sourcing M&A deals for vision care and other non-invasive medical devices

**ECHO PROPERTIES LTD.**  
Vancouver, Canada  
CEO, 2019 - Present  
Assistant to CEO, 2018 - Present

Oversee all property management and predevelopment of 1.7M square feet of existing and planned real estate

Forged a public-private partnership with provincial government to finance full development costs of \$115M to build 420 residential units, creating an affordable home ownership model, first of its kind in the province

Formed and led 30 consultants to develop three mixed-use towers, obtaining government approval to build 1,100 residential units over 10 years, resulting in projected \$456M revenue pipeline



## JACKSON KOORSE

jkoorse23@gsb.columbia.edu  
Finance

College of the Holy Cross  
Worcester, MA  
BA, Economics,  
Environmental Studies, 2017

**CAPCO**  
New York, NY  
Senior Consultant, 2021  
Consultant, 2018 - 2021  
Associate Consultant, 2017 - 2018

Coordinated with salespeople and IT to develop a tool that tracks client inquiry parameters and alerts salesperson once matching bonds become available to trade; increased municipal bond sales desk revenues by 2.7% at a Tier 1 bank

Implemented an enhancement to allow salespeople to log client inquiries and request for bond quotes via a single trading system interface; improved capture of client inquiry data for a Tier 1 bank's corporate credit sales desk

Designed an interactive dashboard to display salesperson performance metrics, client market share, and COO reporting; enabled the decommission of a legacy reporting system and generated \$650K in annual cost savings for a Tier 1 bank

Provided recommendation for an automated workflow linking salesperson communication records to trade transactions; reduced trade record report creation time by 95% for a global bank

**JDRF**  
New York, NY  
Volunteer  
2019 - Present

JDRF Online Diabetes Support Team: provide support to diagnosed families and those living with type 1 diabetes and respond to inquiries on medical device technology



## DILLEN LAO

dlao23@gsb.columbia.edu  
Strategy, Operations

Loyola Marymount University  
Los Angeles, CA  
MS, Systems Engineering, 2020  
BS, Biochemistry, 2017

**EDWARDS LIFESCIENCES., Irvine, CA**  
Analyst, Clinical and Medical Operations  
2020 - Present

Solved fragmented information sharing process by collaborating with VP of clinical affairs to design and launch a customized dashboarding and data visualization tool, resulting in C-suite utilization and insight into metrics of 50+ research projects

Conducted gap analysis of supply chain process and received opportunity to lead a team of 4 different functional groups to re-develop supply processes for all sponsored research studies, resulting in an increased process workflow by 30%

Lead logistical supply chain planning for novel algorithm research and overcame project barriers by convincing international teams to devote resources to solve EU regulatory issues, resulting in a JAMA publication

**Associate, Clinical and Regulatory Development Program**  
2018 - 2020

Took ownership of 3 low-enrolling hospital sites and re-developed workflow/communication processes, influencing hospital team to increase clinical trial (Investigational Device Exemption) enrollment rate by ~50%, exceeding management project timeline goal

Joined highly understaffed field team and undertook technical field role managing physicians to implement novel machine learning algorithm treatment during 50+ surgical cases, resulting in division's first product treatment approval



## ANDREW LOGERFO

alogerfo23@gsb.columbia.edu  
Venture Capital / Private Equity,  
Management

Georgetown University  
Washington, DC  
BA, Government, 2014

**BMO CAPITAL MARKETS**  
New York, NY  
Vice President  
2020 - 2021

Advised management teams of public and private companies across the healthcare industry, with a focus on the pharmaceutical and biotechnology sectors, on financing and strategic initiatives

Collaborated with group leadership on day-to-day management of client relationships and development of new client acquisition strategies

Implemented and led efforts to align group-wide strategy and facilitate efficient utilization of team resources across capital markets and industry coverage groups

Oversaw mentorship and training of 15-member junior team

**Senior Associate**  
2017 - 2020

Executed equity, debt, and M&A transactions totaling over \$5 billion in aggregate value

Managed key transaction workstreams including drafting of prospectuses and marketing materials, development of operating models and valuation analyses, due diligence, and investor outreach

Oversaw preparation of monthly distribution to over 500 pharmaceutical, biotech, venture capital, and private equity clients highlighting developments and trends in the biopharmaceutical industry



## HUAN LU

hlu23@gsb.columbia.edu  
Venture Capital  
CFA and FRM Charter Holder

York University, Toronto, Canada  
BA, Finance, 2014

Nanjing University, Nanjing, China  
BS, Resource Environment  
and Urban Planning, 2011

**ANHE HEALTHCARE**  
Shanghai, China  
Business Development Manager  
2019 - 2021

Established BD department for scaling opportunities: designed standards and policies, coached regional managers and partners, maintained governments relationships, and developed network of 20+ cities, and 2 national agencies

Invested 2 pilot projects (\$10M) in low-end cities, transferring early risks by innovating entrusted cooperation model

Spearheaded financing reconstruction to lower loan interest by 40% by leveraging the healthy cashflow of nursing institutions

**CHINA CAPITAL (CCIG)**  
Shanghai, China  
Investment and Operation Manager  
2017 - 2019

Developed a joint-venture with the biggest state-owned enterprise in Fujian Province, investing \$11M and building largest elderly healthcare institution in Xiamen;

Led the startup of subsidiary headquarter in Southern China market and won rights to operate the largest state-owned elderly nursing community of Guangzhou Provincial Government

Invested \$70M to acquired 10+ senior hospitals and nursing homes to expand healthcare capacity of 6000 beds



## ZHIYAO LU

zlu23@gsb.columbia.edu  
Venture Capital, Private Equity

University of Southern California  
Los Angeles, CA  
PhD, Chemistry, 2016

Peking University, Beijing, China  
MSc, Medicinal Chemistry, 2010  
BSc, Pharmacy, 2008

**RALLYBIO, New Haven, CT**  
Business development  
2020 - Present

Manage a proactive approach for search and evaluation, maintaining relationships with pharma and biotech companies, executing three deals

Lead the technical and commercial diligence on 300+ opportunities across therapeutic areas, giving executable recommendations to the senior management (CEO/CMO)

**BLAVATNIK FUND, New Haven, CT**  
Fellow, 2019 - 2020

Assessed 60+ early-stage, academic spin-off investment opportunities in the life science space, analyzing biology, preclinical and clinical data, regulatory path, and IP portfolio, creating financial models, interviewing KOLs, leading to investments in three startups

**CATAPOWER INC.**  
Co-Founder, 2017 - 2019

Built the core team, generated proof-of-concept data, raised \$1M seed round investments and SBIR grants, developed business relationship through the I-Corps program

**AMPHASTAR PHARMACEUTICALS**  
Pipeline Strategy  
2016 - 2017

Evaluated new opportunities to grow company's pipeline, reporting directly to the CEO, establishing a new department at the company





## MARK LUNDQUIST

mlundquist23@gsb.columbia.edu  
Management, Strategy

Weill Cornell Medical College  
New York, NY  
PhD, Pharmacology, 2012

University of Pennsylvania  
Philadelphia, PA  
BSE, Chemical Engineering, 2003

**KADMON, A SANOFI COMPANY**  
New York, NY  
Senior Scientist  
2018 - 2021

Identified novel targets for therapeutic development in Immuno-oncology and fibrotic disease. Developed small molecule or biologic assets against novel targets and optimized assets from pre-clinical stage to the clinic

Designed and executed experiments for the development of pre-clinical data on novel therapeutics, which were then compiled into patent applications and IND filings

**MEYER CANCER CENTER**  
AT WEILL CORNELL  
New York, NY  
Instructor of Medicine  
2014 - 2018

Headed or collaborated with academic research teams that published major articles detailing breakthroughs in cancer metabolism research in Molecular Cell, Nature, and Cell among other top-tier publications

Co-lead for the development and study of novel cancer treatments focusing on defects of cellular metabolism in breast cancer, in collaboration with an outside biotech firm which lead to its acquisition by a major pharmaceutical company



## SHRIYA MANTRY

smantry23@gsb.columbia.edu  
Business / Corporate Development,  
Strategy

University of Pennsylvania,  
Philadelphia, PA  
BS, Double Major in Biomedical  
Engineering and Economics, 2017

**PwC, New York, NY**  
Senior Associate  
2019 - 2021

Formulated a cross-portfolio COVID-19 response plan for a Top 10 Pharma client by modeling impact to sales forecast, conducting market research on HCP prescribing behaviors, and identifying "virtual" launch tactics for gastroenterology asset

Oversaw 3-person team in authoring white paper on recommendations for pharma to rethink rare disease product launch; managed team to understand launches in past 5 years, analyze drug pipeline, and conduct interviews with marketing leads

Developed go-to-market strategy for cervical cancer asset based on insurance claims data analysis that maximized 95% of patient reach across 10% of prescribing HCPs; gained buy-in from CEO and Chief Commercial Officer

**PwC, New York, NY**  
Associate  
2017 - 2019

Conducted scenario-based analyses and assessed analog products to recommend a loss of exclusivity strategy for a Top 10 Pharma client's patient support program; forecasted savings of \$5M while maintaining financial support for 95% of patients

Received fast-track promotion to Senior Associate by driving successful project delivery, fostering diversity & inclusion (Women's Leadership Initiative), and generating \$1M+ in revenue



## WILL MCMINN

wmcminn23@gsb.columbia.edu  
Business Development, VC

University of California San Diego  
San Diego, CA  
BA, International Business, 2018

**BLUE NOTE THERAPEUTICS,**  
Los Angeles, CA  
Business Development Manager  
2021

Completed digital health horizon scan; identified market trajectory and key players, and provided board of directors with strategic recommendations across corp. dev., R&D, and commercialization

Built near-term commercial strategy and capabilities; launched HCP promotional campaigns, and led sales calls with providers and payers, converting 8 clinical sites from leads to customers

**AMGEN INC., Thousand Oaks, CA**  
FP&A, Intercontinental Region  
2020 - 2021

Supported country CFOs to plan and consolidate the annual budgets, long-range plans, quarterly forecasts, and business reviews for 30 countries across Africa, Canada, Latin America, and the Middle East

**Interim Chief of Staff to GM, US**  
Oncology Business Unit, 2020

Partnered with GM to design, implement, and measure progress of key commercial strategic priorities for 10 promoted products (\$6 billion portfolio, 25% of Amgen's revenue)

Co-led workstream with senior leadership to develop the commercial response to COVID-19 (sales force structure, strategy, and governance; omnichannel marketing; pipeline readiness infrastructure)

**Marketing, US Oncology**  
2018 - 2019

Led the strategy and execution of multichannel promotion for XGEVA, and for the launch of the oncology biosimilars, KANJINTI and MVASI



## ZACH MILLER

zmiller23@gsb.columbia.edu  
Technology, Operations

University of Southern California  
Los Angeles, CA  
BS, Accounting, 2016

**AMWELL**  
New York, NY  
Operations & Analytics Intern  
June - August 2021

Spearheaded identification and cross-functional execution of 7 go-to-market improvement opportunities forecasted to generate \$2M+ in 2021 and \$5-10M in 2022

**DELOITTE CONSULTING**  
Los Angeles, CA  
Healthcare Strategy Consultant  
2018 - 2021

Constructed vision and strategy for digital at-home testing platform projecting 25% revenue growth by focusing on 5 products (i.e., tests for diabetes, kidney disease, etc.) and 2 customer segments

Built financial model for retailer's health and wellness business (i.e., retail health clinics, virtual health offerings) projecting \$20B of revenue and 19% internal rate of return; used by C-suite to make case for ongoing investment in health and wellness portfolio

Published 10 articles on healthcare & technology with Deloitte Virtual Health leadership, garnering 5,000+ web views

**PRICEWATERSHOUSECOOPERS**  
Los Angeles, CA  
Deals Associate  
2016 - 2017

Provided deal structuring recommendations and deal execution support for ~20 deals, including acquisitions, joint ventures, divestitures, initial public offerings (IPOs) and debt offerings in Technology, Media, Healthcare, and Life Sciences industries



## YUICHI MURATA, CPA

ymurata23@gsb.columbia.edu  
Management, Strategy

Keio University  
Tokyo, Japan  
BA, Political Science, 2007

**AGC Inc., Tokyo, Japan**  
Manager, Finance  
2015 - 2021

Analyzed global consolidated financial performance with overseas colleagues and presented countermeasures to top executives (e.g., CEO, CFO)

Planned and executed corporate equity strategies. Led successful public offering; \$230M in stocks sold with high application rate

Achieved \$55M tax refund for part of the withholding tax related to the dividend paid by AGC's subsidiary, which significantly decreased the income tax expenses in the fiscal year 2017

Conducted strategic and tenacious negotiation with financial institutions; achievements included issuing 7-year corporate bonds valued at \$200 million and contracting bank loans and dealing financial derivatives

**Financial Analyst**  
Belgium, Brussels  
2011 - 2015

Processed division's global consolidated financial statements, adapting to IFRS from J-GAAP

Conducted cost simulation which guided due diligence of M&A project

**Controller**  
Japan, Tokyo & Aichi  
2007 - 2011

Conducted cost reduction by establishing accounting scheme at the new manufacturing line

Achieved 10% reduction of average working hours by improving cost accounting process



## RYAN PERRY

rperry23@gsb.columbia.edu  
Venture Capital, Entrepreneurship

Fairfield University  
Fairfield, CT  
BA, Economics, 2015

**AQR CAPITAL MANAGEMENT**  
Greenwich, CT  
Associate - Operational Risk  
2019 - 2021

Led targeted risk assessments of AQR's operating model in the areas of market risk, portfolio finance, and client admin; findings led to creation of a new workflow tool for managing fund risk reduction process

Analyzed firm-wide operational risk data, identifying root causes of errors, trends, and effects of remote working on AQR's operating model to determine functional areas with heightened risk profiles, resulting in a 40% decrease in operational errors in Q2 2020

**AQR CAPITAL MANAGEMENT**  
Analyst - Project Management  
2015 - 2019

Selected by department head to work alongside co-head of portfolio implementation to analyze AQR's process for launching new strategies; conducted interviews with 30 leaders throughout the firm, and presented findings to senior management, leading to the creation of a new group with 5 employees dedicated to overseeing strategy launches

Co-led the design and implementation of a client request workflow tool and led pitch for \$50k in funding from CFO, resulting in the creation of a centralized source for handling client requests between business development and research teams, and allowing management to ensure the firm meets client service expectations for 1,700+ investors

Managed project team to reengineer \$23b of client asset data into CRM and led pitch for \$35k in funding from CFO, resulting in a 20% improvement in data accuracy



## FAWAD PIRACHA

fpiracha23@gsb.columbia.edu

St. John's University  
Jamaica, NY  
PharmD, Doctor of Pharmacy  
2016

### KABAFUSION

Cerritos, CA  
Senior Vice President, Clinical Affairs  
2019 - Present

Oversee disease-specific program development (e.g., rare diseases, autoimmune blistering diseases, neuromuscular diseases, immunodeficiencies, solid organ transplant, etc.) for a \$500M+/year healthcare company

Spearhead development of new revenue streams in collaboration with biopharmaceutical manufacturers, physician investigators, and contract research organizations as it relates to clinical research services and clinical programs

### REGENERON

Tarrytown, NY  
Pharmacovigilance/Risk Management  
2016 - 2019

Co-led Risk Management activities (e.g., signal detection/management, benefit-risk evaluation, aggregate report authorship/review, etc.) for early and late-stage Immuno-Oncology (e.g., anti-PD-1; anti-LAG-3; anti-CD3/CD28; anti-PSMA/CD3, etc.) and Infectious Diseases (e.g., anti-RSV; anti-Ebola; anti-MERS, anti-Zika, etc.) programs

Led cumulative and interval data review and presentation for bi-annual and ad hoc Safety Monitoring Team (SMT) meetings to internal (e.g., clinical study team, senior management, etc.) and external (e.g., licensing partner, NIH, etc.) stakeholders



## DEVON RAYNOR

draynor23@gsb.columbia.edu  
Marketing, Consulting

University of Pennsylvania  
Philadelphia, PA  
BA, Health & Societies  
2015

### 81QD

New York, NY  
Consultant, Strategy & Insights  
2021

Identified and prioritized 200+ key physician targets and rolled out physician segmentation strategy to 50+ sales managers to streamline clients' commercial and medical targeting efforts, generating organic growth opportunities and \$400K in revenue

Associate, Strategy & Insights  
2019 - 2021

Spearheaded first of its kind project using in-house AI-driven models to find patients with rare disease and support client marketing efforts; created new target list of 4,000 physicians, resulting in additional client work worth \$300K

Oversaw pilot project using claims data to assess disease journey for migraine patients, informing client payer strategy; leveraged successful case study to sell similar offering to another client for \$80K

### HAVAS HEALTH & YOU

New York, NY  
Strategic Planning Analyst 2 & Analyst 1  
2016 - 2018

Moderated 5+ brand development workshops to define brand positioning and messaging strategies for 10+ clients

Account Coordinator  
2015 - 2016

Supervised company-wide compliance efforts with client's marketing asset storage system by developing training materials to streamline uploads and leading biweekly status meetings with client's software team and 10+ reps across Havas agencies



## BILLY ROONEY

wrooney23@gsb.columbia.edu  
Technology, Entrepreneurship

University of North Carolina  
Chapel Hill, NC  
BA, Economics  
2015

### DELOITTE CONSULTING LLP

Senior Consultant  
2018 - 2021

Led enterprise-wide strategy engagements to improve healthcare providers' business processes and customer experience offerings through technology optimization, operations transformation, and digital innovation

Operationalized cloud-based data analytics hubs with advanced reporting and visualization features for health system executives, clinical staff, and business operators to monitor KPIs in real time

Co-authored Deloitte's future healthcare provider automation and artificial intelligence eminence paper and formulated strategies for the firm's ConvergeHEALTH™ solution development, go-to-market approach, and value delivery structure

### CLOUDMED

(formerly Triage Consulting Group)  
Senior Associate  
2015 - 2018

Spearheaded revenue management engagements for healthcare provider organizations ranging from independent hospital facilities to national health systems with over 150 hospitals under management

Built intricate pricing and analytics tools using proprietary database software to efficiently analyze millions of records of hospital claims data, rapidly identifying opportunities for process improvement and revenue capture





## SAM RUDE

sru23@gsb.columbia.edu  
Strategy, Operations

University of Pennsylvania  
Philadelphia, PA  
BA Economics, Political Sciences  
2017

### L.E.K. CONSULTING

New York, NY  
Consultant - Healthcare Services  
2017 - 2021

Provided M&A and growth strategy consulting to Fortune 500, private equity, and middle-market clients in the healthcare services industry

Sample project experience includes:

- Developed 5-year strategy for the healthcare division of a Fortune 50 company; examined client data to assess performance of business lines relative to industry, informing prioritization of initiatives and overall strategic goals
- Charted competitive strategy for self-insured business of a payer with ~3M lives; calculated competitiveness of negotiated rates, analyzed claims data to delineate disadvantages and detailed next steps
- Conducted multiple buy- and sell-side due diligences for private equity sponsors spanning physician practice management organizations, healthcare IT solutions, and long-term care providers

### Additional experience at the firm includes:

- Selected by partnership to spearhead development of IP as part of a rotation with the L.E.K. healthcare insights center
- Promoted 3 times over the course of tenure, at an accelerated rate, ending in post-MBA role



## HARRISON SHAPIRO

hshapiro23@gsb.columbia.edu  
Consulting, Venture Capital

Tufts University, Somerville, MA  
BA, History, Finance, Econ, 2016

### PACIFIC WESTERN BANK

AVP - Life Sciences Venture Banking  
2020 - 2021

Collaborated with VC partners and C-Suite executives at 25 healthcare startup companies to identify capital needs and provide debt financing

Produced models and business cases to demonstrate the value of deals to the bank's credit committee

Led the group's efforts to secure PPP loans for 42 clients

### BECTON DICKINSON

Audit Accelerator - Internal Audit  
2018 - 2020

Led teams on operational / financial assessments of various sites, including the HQ of an \$800M business, to identify opportunities for process improvements and implement proposed changes

Partnered with the CRO to assess department's progress on key initiatives and create presentation materials for BOD reporting

### Senior Analyst - Corp. FP&A, 2018 - 2018

Performed financial analyses and developed presentation materials to communicate risks and opportunities to executive leadership as part of long-range company-wide strategy review

Trained and managed staffing for interns and junior analysts in the department

### FLDP Analyst - Corp. FP&A / IR 2016 - 2018

Provided insights to company executives for earnings releases, internal reviews, and one-off scenarios

Managed 10 businesses and 5 global regions reporting for new company-wide operating review



## VISHAKA SRINIVASAN

vsrinivasan23@gsb.columbia.edu  
Consulting, Strategy

University of California, Los Angeles  
Los Angeles, CA  
BS, Computational Biology  
2016

### AMGEN

Thousand Oaks, CA  
Sr. Associate, Enterprise Analytics  
2019 - 2021

Selected to lead upgrade of existing clinical infrastructure to new industry standard within a 4-month delivery timeline against an ongoing trial; efforts led to FDA approval of first treatment for an "undruggable" lung cancer mutation

Managed data migration of 45 clinical trial study designs to new model, affecting 31 business processes such as subject enrollment, and study execution, leading to accelerated approval of LUMAKRAS in under 28 months (industry record)

Developed and implemented multi-channel communications and training strategy to drive adoption of seven enterprise analytics platforms, leading to an increase in overall platform usage by 20% (1,500 new users) in one year

### Associate, Research Informatics 2016 - 2019

Negotiated ~\$200K vendor contract to onboard and manage nine software engineers to build a technology workflow to support novel Single-cell RNA sequencing, while maintaining scientific accuracy and reproducibility for potential regulatory filings

Spearheaded data curation efforts across therapeutic research areas to build and launch critical scientific data search tool, a \$1.5M project, with estimated \$1.7M in soft savings annually



### LARRY TANG

ltang23@gsb.columbia.edu  
Technology, Consulting

University of Pennsylvania, Wharton  
Philadelphia, PA  
B.Sc, Economics, 2014

**HEARST HEALTH, New York, NY**  
Corporate Development Associate  
2019 - 2021

Formulated and executed M&A strategy for two healthcare software businesses, sourcing ~150 high-priority targets and partnerships worth \$30M+ in five-year revenue

Managed workstream requirements, conducted voice of customer research, evaluated product-market fit, analyzed customer retention, and prepared financial models for acquisitions of \$500M health plan benefits software platform and \$1.3B patient referral software provider

**STEPSTONE GROUP, New York, NY**  
Associate - Private Equity Team  
2017 - 2019

Performed financial modeling and company & industry research; managed transaction processes, and earned approval for 14 investments totaling \$22B in deal size and \$1.2B in equity invested

Collaborated with data science team to design and launch web-based portfolio analytics platform used to win firm's largest client

Provided investment advisory to six institutional clients (most of any junior staff)

**AULDBRASS PARTNERS, New York, NY**  
Financial Analyst  
2014 - 2017

Rebuilt private equity secondaries pricing model; redesigned marketing materials & website ahead of Auldbrass' \$185M second fundraise

Fifth hire and lead analyst; offered VP role in 2019



### TOLANI UTHMAN

tuthman23@gsb.columbia.edu  
Consulting, Strategy

University of Chicago  
Chicago, IL  
BA, Economics, 2016

**BECTON, DICKINSON & COMPANY**  
Franklin Lakes, NJ  
Analyst, Commercial Operations  
2017 - 2021

Oversaw pricing & membership operations for 32 Self-Distributor client accounts (\$475M+ revenue) across five national Group Purchasing Organizations

Functioned as liaison among 30+ associates across multiple levels and teams, leading biweekly cross-pillar calls and directing all communications pertaining to \$40M account

Steered four-month project analyzing purchasing patterns of over 12,000 accounts to determine pricing eligibility as well as weekly meetings with directors across departments to discuss status updates

Launched IT investigation and testing to rectify technical issue creating department-wide barrier to productivity

Helped reduce dollar value of outstanding system errors by approx. 45% during Q4 of FY2018

**PARKEAST MEDICAL SERVICES**  
Brooklyn, NY  
Business Development Associate  
2016 - 2017

Supported Chief Physician in analyzing operational procedures & implementing efficiencies

Developed Excel database to maintain thousands of patient records and streamline registration/check-in processes



### XINYING (CINDY) YAO

xy2494@gsb.columbia.edu  
Startup, Venture Capital

University of Virginia  
Charlottesville, VA  
BS, Commerce, 2017

**LOYAL VALLEY CAPITAL**  
Investment Analyst Intern  
Summer 2021

Interviewed the founders of a clinical-stage ophthalmic biopharmaceutical company and evaluated their opportunities in successfully licensing-in a novel micro-dose eyedrop dispenser in late-stage development into the greater China market.

Conducted research and published internal report on the companies developing products for the early diagnosis and detection of cancer through liquid biopsy.

Performed market research with 20+ physicians across different departments such as pain, cardiology, oncology, and condensed feedback to evaluate potential companies to invest

**NAVIGANT CONSULTING**  
Consultant, 2017 - 2020

Conducted research in brain cancer, neurological disorders, radiomics, and data visualization showcased in 10+ abstracts/posters at scientific conferences and 15 publications in leading peer-reviewed international journals

Brand strategy for a clinical-stage ophthalmic biopharmaceutical company looking to identify the disease focus for a novel micro-dose eyedrop dispenser in late-stage development.

New product entry for a \$4B multinational French pharma company to launch a novel injectable drug that treats a complex unexplained allergy disease, chronic idiopathic urticaria.

Launch and brand management support for a \$300M Japanese pharma company's oral insomnia drug to be launched amidst Covid.



## NING ZHANG

nzhang23@gsb.columbia.edu  
Technology

University of Tsukuba  
Ibaraki, Japan  
MS, Applied Physics, 2015  
BS, Applied Physics, 2013

**JOHNSON & JOHNSON:**  
**MEDICAL DEVICES**  
Shanghai, China  
MBA Intern  
2020 - 2021

Conducted market-entry research for tier-two city hospitals to expand medical devices' sales; visited 8 cities across China, interviewed 150+ healthcare experts, physicians and suppliers within 6 months

Led 10+ internal meetings across 5 main Business Units, involved 60+ senior employees, resulting in implementation of 2 cross-regional projects

**ANHUI TONGYU ELECTRONIC CO., LTD,**  
Hefei, China  
Product Manager  
2018 - 2020

Developed and implemented project management system by introducing "Kaizen" process from Japan; deployed new system 32% faster than expected, resulting in 20% improvement in work efficiency; increased document retention by 60%

Managed 8 engineers and developed a new product module for largest local auto OEM by formulating business plan, allocation resources and managing a cross-functional team; products expected to generate \$10M revenue over 6 years



## YING ZHOU

yzhou23@gsb.columbia.edu  
Strategy, Finance

University of Michigan  
Ann Arbor, MI  
PhD, Chemistry, 2015

**TEVA PHARMACEUTICALS**  
West Chester, PA  
Scientist to Senior Scientist/Analytical Integrator  
2016 - Present

Served as key subject matter expert in authoring eight early - and late - stage regulatory filings, scientifically justified and defended the commercial specification for AJOVY®; ensured its smooth approval in the US, EU and globally (2020 Rev: \$250M)

Developed a product shelf-life strategy that enabled extended and safe use of drug supplies, which saved \$2M in clinical manufacturing

Led the development activity and managed the stakeholders of six drug candidates to achieve milestones such as out-licensing, clinical manufacturing, regulatory filings, and global technology transfer

Served as the project manager for a \$1M software upgrade, interacted with internal and external resources to ensure timely delivery of product and proper budget expense according to SOW

Collaborated with external vendors and evaluated five different new technologies for implementation; two technologies were successfully implemented

**BRISTOL-MYERS SQUIBB**  
New Brunswick, NJ Scientist I  
2015 - 2016

Developed high throughput methods, provided data and interpretation on 1,000+ samples to internal customers competition; pitched to local angel investors for seed funding and conducted negotiations for IP acquisition with Fortune 500 medical device manufacturer





Healthcare & Pharmaceutical Management Program  
[www8.gsb.columbia.edu/healthcare](http://www8.gsb.columbia.edu/healthcare)

Healthcare Industry Association (HCIA)  
[columbiahcia.com](http://columbiahcia.com)

Graphic Design provided by  
[JohnAgnesini.com](http://JohnAgnesini.com)