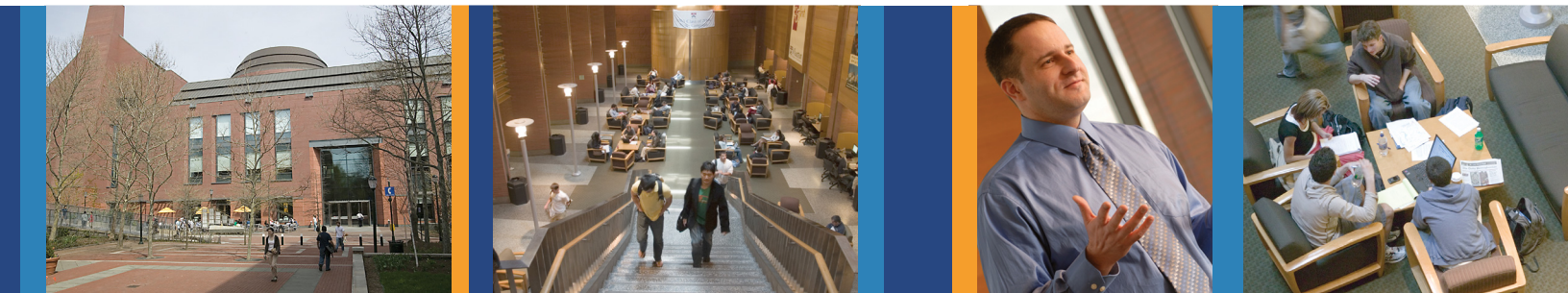


# Wharton



MBA Program in  
Health Care Management

2024  
RESUME  
BOOK

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Thank you for your interest in the Wharton MBA Program in Health Care Management. For further information, resumes, and appointments, contact:

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For information on the Wharton Health Care Management Alumni Association, visit [www.whartonhealthcare.org](http://www.whartonhealthcare.org)

For detailed information on the Health Care Management Department educational programs, visit <http://mba.wharton.upenn.edu/healthcare>

# 2024 Health Care Management



## MBA Graduates

The University of Pennsylvania was founded by Benjamin Franklin in 1740. Although the University carries the name of the Commonwealth, it is not a state university but an independent, private, non-sectarian institution. As one of the country's earliest educational institutions, it has consistently initiated advances in teaching and research and has steadily generated specialized fields of higher education. Penn, as the University is commonly known, was the first American university to form departments of botany, hygiene and public health, surgical research, and research medicine. The University School of Medicine, formed in 1765, was the first in North America, as was the teaching hospital founded in 1874. The world's first psychological clinic was opened at Penn in 1896.

The Wharton School, in the same spirit of innovation and excellence, was the world's first collegiate school of business and management. Founded in 1881 with a gift from Joseph Wharton, the Philadelphia industrialist and philanthropist, the Wharton School undertook the pioneer steps in elevating training for business significantly above its previous level as noncollegiate commercial education. In 1921, the formation of the Graduate Program signaled the advancement of business administration at Wharton to the highest levels of professional education.

Today, the Wharton School has more than 480 faculty members teaching in both the graduate and undergraduate divisions and conducting a continually expanding volume of research. The 1,785 students in the master's degree program may choose from among more than 200 courses and over 19 majors and concentrations, a variety reflecting the fact that the Wharton education complements the career goals of the individual.

This brochure is provided to introduce you to the 2024 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.



# Program Description

The Graduate Program in Health Care Management is a full-time 2-year MBA curriculum offered by the Health Care Management Department of the Wharton School. The program, the principal educational effort at the Leonard Davis Institute of Health Economics, is designed to provide managerial and technical expertise to students interested in the health care management field. By combining the skills of the Wharton disciplines with sensitivity to the needs of health care providers and recipients, the Wharton MBA health care graduate can effectively manage the delivery of health services and products at all levels.

The Program has produced graduates who have chosen careers in hospitals and other medical institutions, pharmaceutical, biotechnology and medical device companies, digital health care, financial services, entrepreneurial ventures, consulting firms, insurance firms, private health industry, and federal, state, and local government. Many of these MBA graduates now hold positions as chief executive officers, directors, and other key decision makers in health care organizations.

The Leonard Davis Institute of Health Economics (LDI) is an interdisciplinary center for research and education in the organization, financing, and delivery of health care. Through LDI, University of Pennsylvania faculty and staff work together on issues concerning health policy, health insurance, managed care, hospitals, corporations, pharmaceutical companies, and other health-related organizations. Established in 1967, the Institute appropriately bears the name of the late Leonard Davis, one of the foremost innovators in private health insurance in the United States. He was the founder of Colonial Penn Group, Inc., a company that has pioneered in insurance for older Americans. Both Mr. Davis and Mrs. Sophie Davis were generous benefactors to the University of Pennsylvania, contributing basic support for the activities of the Leonard Davis Institute.

# Curriculum

## The Wharton Management Core

All students are required to complete the Wharton Management Core. The Wharton School's core curriculum is designed to increase crossfunctional integration, extend global experience, strengthen leadership training, and introduce new courses on key management issues. The core curriculum provides groundwork in basic management disciplines: economics, finance, financial and cost accounting, management science, managing people and organizational design, marketing, operations management, the governmental and legal environment of business, statistics, and strategy.

### Fixed Core:

- Leadership: Foundations of Teamwork and Leadership
- Marketing: Marketing Management
- Microeconomics: Microeconomics for Managers
- Microeconomics: Advanced Microeconomics for Managers
- Statistics: Regression Analysis for Managers
- Management Communication: Speaking and Writing

### Flexible Core:

#### *Operations, Information, and Decisions Options:*

- Quality and Productivity
- Business Analytics
- Enabling Technologies
- Innovation
- Managerial Decision Making
- Operations Strategy

#### *Marketing Options:*

- Dynamic Marketing Strategy
- Strategic Marketing Simulation

#### *Communications Options:*

- Impromptu Speaking and Elements of Story for Business
- Crisis Communication
- Fundamentals for Prospective Entrepreneurs
- Advanced Persuasive Speaking
- Communications Challenges for Entrepreneurs
- Persuasive Writing for Business Leaders

#### *Accounting Options:*

- Financial Accounting
- Financial and Managerial Accounting

#### *Corporate Finance Options:*

- Corporate Finance
- Introduction to Corporate Finance

#### *Macroeconomics Options:*

- Macroeconomics
- Introduction to Macroeconomics

#### *Management Options:*

- Managing the Established Enterprise
- Managing the Emerging Enterprise

#### *Legal Studies & Business Ethics*

- Responsibility in Global Management
  - Responsibility in Business
  - Business, Social Responsibility, and the Environment

### International Programs:

**Global Modular Courses:** Short full-credit courses in an intensive workshop format in a country relevant to the topic.

### Global Immersion Program (GIP):

A high-level survey of the economic, cultural, and geo-political drivers behind regions integral to the global economy. Students then experience it in-country.

### The Health Care Major Courses and Electives:

These courses promote an understanding of concepts, institutions, and issues involved in the organization, financing, and delivery of health services and products in the United States and globally. Health care electives are selected consistent with individual career objectives and interests.

#### *Required*

- Introduction to Health Management
- Health Care Field Application Project

#### *Electives*

- US Payer and Provider Strategy
- Health Care Reform and the Future of the American Health System
- Health Care Services Delivery:
  - A Managerial Economic Approach
- Management and Strategy in Medical Devices and Technology
- Management of Health Care for the Elderly
- Healthcare Data and Analytics
- Comparative Health Care Systems
- Leading Health Care Organizations
- Management & Economics of Pharmaceutical and Biotechnology Industries
- The Digital Transformation of Healthcare
- Health Care Entrepreneurship
- Private Sector Development in Global Health Development
- Business of Behavioral Health
- Advanced Study Project Seminar:
  - Management of Health Service Businesses

### The Health Care Summer Internship

The internship is a 3-month management experience that provides the health care major an opportunity to work with a senior executive in an organization of particular interest to the student.

### MBA Electives

Opportunities are available for the health care major to pursue a second concentration in fields such as entrepreneurship, marketing, finance, or operations, or to pursue specialized knowledge in areas such as health care financing or within specialized segments of the health care industry including health plans, hospitals, pharmaceutical and biotechnology companies, medical device companies, specialty services organizations, and long term care organizations. Graduate courses are available throughout the University.





## Vartika Agrawal

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National Institute of Technology, Bhopal, India  
B.Tech Bioinformatics, 2012  
Georgia Institute of Technology, Atlanta, GA  
MS, Bioinformatics, 2013

**An opportunity to blend my scientific background and business learnings to bring innovation in precision medicine.**

### **Boston Consulting Group, Seattle, WA**

*Summer Consultant, Summer 2023*

Worked for a large commercial insurer to identify \$230M in annual cost savings as part of an overhaul of the company's third-party spend and engagement with third party administrators. Project work included research into efficient payor operations, analysis of ramifications of vendor payment terms alterations, presenting to BCG leadership, and advising on implementation of proposed strategies.

### **10x Genomics, Pleasanton, CA**

*Product Manager, 2021-2022*

*Associate Product Manager, 2019-2021*

Managed software and assay (reagents) products for single cell genomic profiling of biological cells. Responsible for P&L of protein profiling product (\$40M in annual revenue) leading to 40% YoY revenue growth and 20% customer growth. Led launch of visualization software (Loupe Browser) that aids immunology researchers to screen antibodies based on antigen binding; conducted customer interviews, defined product requirements and coordinated with team of 15+ engineers and designers to launch product.

### **Philips Healthcare, Cambridge, MA**

*Research Scientist and Product Manager, 2014-2019*

Conceptualized and developed algorithms for genomic data analysis that led to 3 patent grants (4 additional filings) and were incorporated into IntelliSpace Genomics product – Philips' first genomics based clinical decision support product. Led product development as part of 5-member incubator; defining product requirements, conducting customer interviews and collaborating with software development teams across Israel, Netherlands and India.



## Maryam M. Alausa

[Maryam.alausa.wg24@wharton.upenn.edu](mailto:Maryam.alausa.wg24@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
B.A., Magna Cum Laude Health and Societies, 2019; Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA  
M.D. Candidate, 2024

**An opportunity to blend my clinical experience and acumen with my passion for innovation to manage and scale healthcare delivery systems.**

### **McKinsey & Company, Chicago, IL**

*Associate Consultant, Summer 2023*

Collaborated with a federal govt agency to identify vulnerabilities in taxpayer-sponsored health insurance related to fraud, waste, and abuse. Spearheading a comprehensive analysis, I uncovered 83 critical vulnerabilities affecting access to care and devised a plan for pilot testing and investigations.

### **Snider Consulting, Venture Lab, Philadelphia, PA**

*Consultant, 2022-2023*

Conducted research to evaluate the market potential for a medical device for go-to-market strategy. Collaborating with fellow consultants, we conducted a valuation analysis for a medical device startup along with a comprehensive go-to-market strategy.

### **Perelman School of Medicine, Philadelphia, PA**

*Clinical Rotation, 2020-Present*

Collaborated with a medical team, actively participating in the development of daily care plans for patients across various medical specialties. I effectively managed a rotating panel of up to four patients, spanning Surgery, Emergency, Neurology, Psych, and Internal Medicine.

### **Geisinger Health System, Danville, PA**

*Business Fellow, Summer 2020*

Established and managed a strategic partnership aimed at delivering telehealth services to an external multi-specialty health system. Created a framework for future telehealth strategic partnerships to a team of 15 VPs. Developed an operational playbook based on departmental data, strategy, and past operational performance to ensure institutional preparedness for a potential COVID resurgence, providing valuable insights for health system and policy.



## Edward J. Bae

[eddiebae@wharton.upenn.edu](mailto:eddiebae@wharton.upenn.edu)  
Georgetown University, Washington, DC  
B.S., Health Care Management & Policy, 2016

**An opportunity to improve provider enablement through diversification to create a cohesive care journey that will reduce costs and improve patient outcomes.**

### **Goldman Sachs, New York, NY**

*Investment Banking Summer Associate, Summer 2023*

Supported 2 live transactions: a divestiture of a ~\$100B MedTech company and a \$2.8B pharma strategic partnership and created two pitchbooks on inorganic growth strategies for a \$20B MedTech and a \$15B diagnostics company.

### **Horizon Blue Cross Blue Shield, Newark, NJ**

*Corporate Development & Strategy*

*Manager, 2020-2022*

*Corporate Development & Strategy Senior Analyst, 2019-2020*

Advised c-suite and board of directors on key strategic issues including corporate strategy, growth strategy, value creation and corporate development initiatives; regularly worked directly with and presented to Horizon executives.

### **CareCentrix, New York, NY**

*Strategy Analyst, 2018-2019*

Accelerated partnership development by leading business development initiatives (Request for Proposal opportunities), go-to-market strategies and structuring deals with health plans and systems; sole analyst on a 5-member growth strategy team.

### **Mount Sinai Hospital, New York, NY**

*Analyst, 2016-2018*

Led strategic initiatives throughout the Primary Care Institute (PCI) and advised due diligence and sourcing in venture capital / strategic investments for Mount Sinai Ventures; sole analyst of a 3-person team.



## Diksha Bahl

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Lady Shri Ram College for Women, Delhi, India  
Bachelor of Commerce, Summa cum laude, 2018

An opportunity to leverage my operational and financial expertise to improve access to quality healthcare by growing healthcare services businesses.

### **The Cranemere Group, New York, NY** *Summer Associate, Summer 2023*

Advised CEO and COO of portfolio companies on growth strategy, market entry and sales acceleration; Outpatient radiology service provider: Developed inorganic growth strategy to double revenue in 3 years, designed roadmap to capture \$7M additional EBITDA by improving salesforce effectiveness; Revenue cycle management player: Enabled new market entry to capture ~20% EBITDA improvement (600+ employees hired in 2 months)

### **Boston Consulting Group, Delhi, India** *Consultant & CEO Ambassador, 2018-2022*

Helped scale BCG's public health practice in India; worked with providers, governments, corporations and philanthropies to improve access to quality care by developing policies and implementing systemic interventions leveraging tech and processes e.g., strategized public health response to Covid as part of Health Ministry's war room (launched tracking app for 6,000+ hospitals in 15 days, rolled out upskilling program for 10,000+ clinicians)

### **W Health Ventures, Delhi, India** *Summer Intern, Summer 2022*

VC fund that set up India's first healthcare focused venture studio; developed investment thesis on opportunity to address sleep-disorders via digital-first solutions.



## Arjun Bakre

[arjun.bakre.wg24@wharton.upenn.edu](mailto:arjun.bakre.wg24@wharton.upenn.edu)  
University of Michigan, Ann Arbor, MI  
B.B.A., Finance, 2017

An opportunity to build and grow category-defining healthcare and technology businesses on the right side of change.

### **Juxtapose, New York, NY** *Concept Development Intern, Summer 2023*

Developed and diligenced new concepts at various stages in concept development process. Supported launch of healthcare newco.

### **Clayton, Dubilier & Rice, New York, NY** *Sr. Director at apree health, 2022 Associate, 2019-2021*

Investor on 50+ person investment team, with personal focus on investments in healthcare, tech-enabled services, and industrials. Deal experience and portfolio involvement includes agilon health, apree health, Millennium Physician Group, White Cap, and Covetrus. Following time on CD&R's investment team, joined apree health (formerly Vera Whole Health & Castlight Health), to support business development, anchor partnership implementation, and broader strategy efforts.

### **Evercore, New York, NY** *Analyst, 2017-2019*

Analyst on Information & Media M&A team focused on growth-stage technology businesses. Sub-sectors included vertical software, marketing services/tech, adtech, and edtech.



## William H. Bartlett

[will.bartlett.wg24@wharton.upenn.edu](mailto:will.bartlett.wg24@wharton.upenn.edu)  
Yale University, New Haven, CT  
B.A., Distinction, History of Science and Medicine, 2014  
Georgia Institute of Technology, Atlanta, GA  
M.S., Computer Science, 2020

An opportunity to make healthcare more efficient.

### **Windham Venture Partners, New York, NY** *Investment Intern, Summer 2023*

Analyzed the healthcare artificial intelligence sector to develop firm theses and make investment recommendations, several of which went on to the diligence phase. Sourced, screened and performed diligence on seed through series C health-tech startups. Led a firm-sponsored webinar on AI in healthcare for current and potential LPs.

### **ConcertAI, Boston, MA** *Senior Data Scientist, 2021-2022*

Managed 3 key large pharmaceutical client accounts (totaling \$10M+ in ARR)—served as primary ConcertAI (CAI) scientific/technical adviser for client projects involving CAI real-world data products; identified opportunities to drive client R&D objectives with CAI products; collaborated with product teams to implement product updates based on client feedback. Led applied machine learning projects to identify novel predictors of cancer treatment outcomes with real-world data.

### **Signify Health, New York, NY** *Data Scientist, 2020-2021*

Developed novel machine learning methods to predict medical procedures (episodes of care) from insurance claims data resulting in improved identification of future high care-utilizing patients. Analyzed effects of operational performance metrics on company savings (from bundled payments).



## Kavya Bodapati

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University of Pennsylvania, Philadelphia, PA  
B.A., Biology, 2016

**An opportunity to improve health outcomes through innovative digital health products and care delivery strategies.**

### **Humana, Boston, MA**

*Product Manager, Summer 2023*

Created feedback loop strategy supporting launch of Virtual Cardiac Rehab engagement study. Developed technical and operational recommendations for improving CenterWell new patient outreach.

### **Stellar Health, New York, NY**

*Senior Manager, Strategic Operations, 2022*  
*Strategic Operations Lead & Manager, 2020-2021*

Spearheaded Stellar program deployment within new customer segment. Managed enterprise customer with 200,000+ patients; oversaw multi-million-dollar staff incentives budget. Developed and launched new pediatrics product. Managed a team of 2 direct reports and served on Operations Team leadership council.

### **RubiconMD, New York, NY**

*Clinical Strategy & Operations Manager, 2020*  
*Implementation Manager, 2019-2020*  
*Senior Implementation Associate, 2018-2019*

Collaborated with Data Science to develop standardized customer dashboards. Advocated successfully for hiring Account Management team and served as interim Account Manager, managing customers representing \$1M+ in revenue (including Oak Street Health).

### **IQVIA, Plymouth Meeting, PA**

*Associate I-II, 2016-2018*

Analyzed and translated clinical and competitive landscape research into client strategy for major disease areas for clients' assessing product acquisitions. Conducted market research at international medical conferences; synthesized readout session content and interviewed key opinion leaders to identify potential impacts to clients' portfolios.



## Nina J. Bondre, CPO

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Duke University, Durham, NC  
B.S., Neuroscience, 2013  
Northwestern University, Chicago, IL  
Master of Prosthetics & Orthotics, 2015

**An opportunity to leverage my health care provider experience to support underserved communities.**

### **Medtronic, Minneapolis, MN**

*Innovation Lab MBA Intern, Summer 2023*

Mapped customer ownership journey via 29 stakeholder interviews to craft recommendations for digital optimization. Interviewed 4 designers to prototype guidebook on design research method.

### **Ottobock Healthcare, Austin, TX**

*Education Specialist, 2022*

Authored 2 e-Learning courses on orthotic products (completed by 259 providers), 92% recommend these courses to other clinicians. Designed 5 new hire onboarding courses for Ottobock North America introducing employees to foundational orthotic and prosthetic concepts.

### **Cascade Orthopedic Supply, Chico, CA**

*Clinical Educator, 2019-2022*

Crafted comparative analysis of customer buying habits across 3,000 national accounts, allowing sales team to tailor pitches. Formed Customer Council to promote timely, critical feedback on new product launches and expansions.

### **Dankmeyer, Inc., Linthicum, MD**

*Certified Prosthetist Orthotist, 2015-2019*

Provided orthoses, prostheses, and clinical care to improve quality of life for 1,500 patients, specializing in pediatric and spinal cord injury care. Strategized and implemented care plans for 500 patients to address multifaceted medical and social needs by collaborating with Johns Hopkins Hospital and Kennedy Krieger Institute physicians and physical therapists



## Naomi S. Bright

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Massachusetts Institute of Technology, Cambridge, MA  
B.S., Chemical Engineering, 2019

**An opportunity to build and scale healthcare companies by coupling innovative and strategic thinking with effective implementation.**

### **Boston Consulting Group, Philadelphia, PA**

*Summer Consultant, Summer 2023*

Designed a new commercial organization structure ahead of major product launch to drive significant growth for a biotech company.

### **Bristol Myers Squibb, New Brunswick, NJ**

*Associate Research Scientist, 2019-2022*

Optimized production process of small molecule active pharmaceutical ingredients and intermediates to improve, yield, quality and process costs at lab scale. Managed large scale production with internal and external vendors.





## Dan R. Burkhart

[Dan.Burkhart.wg24@wharton.upenn.edu](mailto:Dan.Burkhart.wg24@wharton.upenn.edu)  
James Madison University, Harrisonburg, VA  
B.B.A., Summa Cum Laude, Finance, 2016

**An opportunity to build and invest in businesses transforming healthcare.**

### **T. Rowe Price, Baltimore, MD**

*Equity Analyst, Summer 2023*  
Analyzed public equities for \$1.4T AUM investment platform. Developed differentiated views on business services sector, leading to >\$100M investment in information services company.

### **Flexpoint Ford, Chicago, IL**

*Director of Strategic Projects / Corporate Development for YPrime and Canadian Hospital Specialties, 2022*  
*Private Equity Associate, Healthcare, 2018-2021*  
Managed all aspects of investment process for buyout opportunities in the healthcare sector. Executed 3 platform investments ranging from \$100-\$500M EV, including YPrime, a clinical trial technology provider, Canadian Hospital Specialties, a medical products manufacturer & distributor, and MGA Homecare, a pediatric home healthcare provider. Led team of 11 to execute 7 add-on acquisitions as Director of M&A for Canadian Hospital Specialties.

### **Credit Suisse, New York, NY**

*Investment Banking Analyst, 2016-2018*  
Performed financial modeling and valuation analyses to evaluate the effects of various business transactions including leveraged buyouts, mergers and acquisitions and public offerings. Advised on 3 M&A transactions with aggregate enterprise value of ~\$5B.



## Elena D. Butler

[elena.butler.wg22@wharton.upenn.edu](mailto:elena.butler.wg22@wharton.upenn.edu)  
Harvard College, Cambridge, MA  
A.B., Magna Cum Laude, Applied Mathematics with Organismic and Evolutionary Biology, 2010  
University of Malaysia, Sabah  
Fulbright Scholar, 2011, Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA, M.D. Candidate, 2024

**An opportunity to use my clinical training, strategic problem-solving skills, and population health experience to improve healthcare for underserved populations.**

### **Pear VC**

*Venture Fellow, 2022-2024*  
Lead initial conversations with healthcare founders. Conduct diligence for potential investments.

### **IMPACT / Penn Center for Community Health Workers, Philadelphia, PA**

*Strategic Projects Associate, 2019-2022*  
Wrote articles with founder Dr. Shreya Kangovi about Community Health Worker (CHW) best practices and social determinants of health for the Harvard Business Review and the New England Journal of Medicine – Catalyst. Created blueprint for a national, technology-enabled CHW program. With design consultant, built wireframe and preliminary UX for social needs screening mobile application.

### **Boston Medical Center Health System, Boston, MA**

*Strategy Advisor to the Chief Medical Officer, 2017-2018*  
Developed ROI analyses, staffing model and hiring plan for complex care management programs serving top 3% most complex patients across 4 ACOs (~\$10M budget). Created Behavioral Health Community Partner strategy. Managed daily progress dashboard during health plan data exchange, ensuring continuity of healthcare services for 110,000 members.



## Sarah E. Caldwell

[sarahcal@wharton.upenn.edu](mailto:sarahcal@wharton.upenn.edu)  
Yale University, New Haven, CT  
B.S., Biomedical Engineering, 2019

**An opportunity to improve healthcare access and create a sustainable workforce.**

### **McKinsey and Company, New York, NY**

*Engagement Manager, Summer 2023*  
Supported McKinsey's internal initiative Mind Matters. Worked to ensure resources are readily available to support the mental health of colleagues globally, and planned events and campaigns for elevating the conversation on mental health.

### **McKinsey and Company, New York, NY**

*Engagement Manager, 2019 - 2022*  
Worked in McKinsey's Social Sector, Healthcare, and Public Entities practice, primarily supporting hospital systems and government agencies on operations and workforce management. Supported crisis response and planning efforts during the COVID-19 pandemic, workforce planning amid the launch of 988 (Suicide & Crisis Lifeline), and executive & senior leadership organization design post hospital mergers.



## Letícia Rubinstein Cavalcanti

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

Politecnico di Torino, Italy  
M.S., Automotive Engineering, 2018  
Escola Politecnica da Universidade de São Paulo, Brazil  
B.S., Mechanical Engineering, 2018

**An opportunity to foster healthcare innovations development, especially focused on biotech and medtech, to improve people's lives worldwide.**

### **Morgan Stanley, San Francisco, CA**

*Summer Associate, Summer 2023*  
(Awarded the MBA Fellowship for high performance)

Served industry-leading clients in Biotech and Digital Health, including advising on strategic sell-side M&A, target mapping for top-tier pharmaceutical companies, and pre-IPO positioning for immunology and rare diseases biotech clients.

### **Grupo Oncoclínicas (McKinsey Secondment Program), São Paulo, Brazil**

*M&A Specialist, 2021-2022*

Grupo Oncoclínicas is the largest oncology-care provider in LatAm and has been under the Goldman Sachs MBD management portfolio since 2016, launching its IPO (~\$689M) in 2021. I had the opportunity to close 8+ M&A deals to integrate a chain of end-to-end oncological patient assistance nationwide and spearheaded the new group's precision medicine division.

### **McKinsey & Company, São Paulo, Brazil**

*Business Analyst, 2019-2021*

Worked on 10 industry-diversified engagements, such as leading a team to transform an ICU ventilator factory to ramp up production by 26x in 4 months to supply the Brazilian emergency COVID-19 ICUs' demand — a partnership work with the Brazilian Federal Government.



## Sahil Chaudhary

[sahil.chaudhary.wg24@wharton.upenn.edu](mailto:sahil.chaudhary.wg24@wharton.upenn.edu)

Georgetown University, Washington, DC  
B.S., Magna Cum Laude, Healthcare Management & Policy, Georgetown University

**An opportunity to leverage policy and business to develop novel therapeutics that improve access and care quality**

### **Pfizer, New York, NY**

*Senior Summer Associate, Summer 2023*

Developed secondary market access insights on key changes in the oncology ecosystem to grow and fortify a multi-billion oncology portfolio

### **U.S. Senate Caucus on International Narcotics Control, Washington, DC**

*Legislative Assistant (Policy Advisor), 2020-2022*

Managed the Senate passage of 2 bipartisan resolutions, contributed to a report on narcotic illicit finance techniques & helped organize 5 drug control policy hearings

### **Office of U.S. Representative Eliot Engel, Washington, DC**

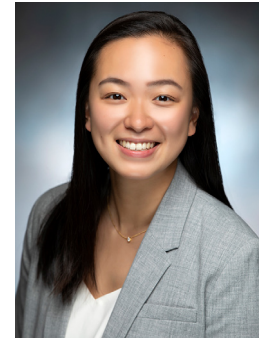
*Senior Health Policy Advisor, 2019-2020*

Led the enactment of 3 health laws affecting public health, pharmaceutical innovation and medical care. Created and executed political & policy strategies to secure billions for community health care providers.

### **Office of U.S. Representative Diana DeGette, Washington, DC**

*Health Policy Aide, 2017-2019*

Co-managed the enactment of 4 health laws affecting maternal health, tobacco cessation, pharmaceutical innovation and medical innovation.



## Daphne W. Cheung

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University of Pennsylvania, Philadelphia, PA  
B.S.E., Summa Cum Laude, Bioengineering, 2019  
M.S.E., Bioengineering, 2019

**An opportunity to expand access to life-changing therapies for patients through innovation and business model optimization.**

### **Regeneron Pharmaceuticals, Tarrytown, NY**

*Graduate Intern – New Products, Summer 2023*

Spearheaded end-to-end execution of qualitative study with 7 KOLs for late-stage drug candidate in rare hematology disease area; synthesized implications to update near- and long-term forecasts for CEO in annual budget review. Prioritized 10 global markets to plan for drug candidate's first international launch in rare neurology disease area; presented prioritization recommendation to Commercial leadership to kick-off global expansion workstream.

### **Boston Consulting Group, San Francisco, CA**

*Consultant, 2021-2022*

*Associate, 2019-2021*

Core member of Healthcare and MedTech practices. Stood up and facilitated day-to-day execution of Agile program consisting of 150+ developers and supporting team members to accelerate software product delivery timeline by 1+ years. Analyzed 500+ clinical trials to quantify upside for \$50MM data asset acquisition in the oncology space. Ascertained additional revenue opportunity if tiered pricing strategy were implemented to drive 30% greater uptake of respiratory panels in public health systems in client's 3 primary emerging markets.



## Brian D. Cortese

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Northeastern University, Boston, MA  
B.S., Summa Cum Laude, Biochemistry, 2019  
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA  
M.D. Candidate, 2024

An opportunity to wed my clinical skills with my business acumen to advocate on behalf of patients and providers.

### **Boston Consulting Group, Philadelphia, PA** *Summer Consultant, Summer 2023*

Served multinational pharmaceutical client in revamping operations for 300+ brick-and-mortar sites to improve operational efficiencies and unlock >\$100M in value. Identified in-person operational challenges; tested, prioritized, and scaled key solution elements; and conducted big data analytics to generate data-driven insights when measuring effectiveness of hypothesized solution elements.

### **Vanderbilt University Medical Center, Nashville, TN**

*Medical Student Researcher — Health Policy, 2022-2023*

Led a series of health policy-related projects and synthesized findings into several first-author peer-reviewed publications. Designed and analyzed projects examining potential impact of the Mark Cuban Cost Plus Drug Company on Medicare Part D. Explored impact of Medicare Part D provisions within the Inflation Reduction Act on patient out-of-pocket costs for advanced prostate cancer treatment.

### **University of Pennsylvania Health System, Philadelphia, PA**

*Medical Student Researcher — Clinical Outcomes, 2021-2023*

Designed several cross-sectional analyses on the National Health Interview Survey examining the impact of patient-level demographic and clinical factors on telemedicine utilization during the COVID-19 pandemic. Conducted retrospective cohort studies focusing on the clinical manifestations and genetic predictors of hereditary urologic disease.



## Benjamin L. Davis

[bldavis1@wharton.upenn.edu](mailto:bldavis1@wharton.upenn.edu)  
Brown University, Providence, RI  
B.A., Urban Studies, 2018

An opportunity to advise leading and growing life sciences companies to help enable innovative and more cost-effective therapeutics.

### **JP Morgan, New York, NY MBA**

*Investment Banking Summer Associate, 2023*

Advised life sciences and healthcare services companies on M&A and financing decisions by performing due diligence, valuation, and strategic assessments, and developing management presentations. Select experience includes sell-side M&A advisory, activist defense, equity private placement, and buy-side advisory for an asset acquisition.

### **Acsel Health, New York, NY**

*Consultant, 2020-2022*  
*Analyst, 2019-2020*

Led strategy consulting projects for biotech and pharmaceutical companies centered on portfolio strategy, landscape analyses, and opportunity assessments for new drugs across various therapeutic areas. Conducted ~400 interviews with KOLs, physicians, payers, and patients to determine technical requirements for new therapeutics to drive future prescribing and market access.

### **IQVIA, New York, NY**

*Associate, 2018-2019*

Spearheaded competitive assessments, market analyses, forecasting reports and go-to-market strategies for early-stage pipeline assets and blockbuster products for 6 of the 20 largest global pharma manufacturers and rising biotechs. Aided senior leadership in the development of a new US financial institution consulting practice, offering services to private equity, hedge funds, and investment banks in the healthcare sector by identifying target clients, developing thought leadership, and creating templates for future analyses.



## Karyll A. Davis

[karyll.davis.wg24@wharton.upenn.edu](mailto:karyll.davis.wg24@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
B.S.E., Magna Cum Laude, Bioengineering, 2017  
Master of Biotechnology, 2018

An opportunity to catalyze the development and commercialization of innovative therapeutics through transformational partnerships, collaborations, and transactions in the biopharmaceutical industry.

### **J.P. Morgan, New York, NY**

*Summer Associate, Summer 2023*

Analyzed mergers, acquisitions, and leveraged buyouts (LBO) for strategic and financial buyers. In particular, analyzed precedent biotech reverse mergers for Korro Bio in relation to their merger with Frequency Therapeutics; pitched a dual-track process to a private, clinical-stage platform biotech for ~\$300M IPO and M&A. Presented final project on hypothetical sale of a public life science tools & diagnostics company, including LBO, DCF, comparables and qualitative evaluations, and ranked #1.

### **Pyxis Oncology, Cambridge, MA**

*Senior Manager, Business & Corporate Development, 2021-2022*

Led search and evaluation for transaction opportunities and executed due diligence for buy- and sell-side transactions. Developed scientific and commercial justification for ~\$230M in-licensing deal, adding best-in-class anti-Siglec-15 mAb to company pipeline.

### **Putnam Associates, Boston, MA**

*Consultant, 2021*  
*Senior Associate Consultant, 2020*  
*Associate Consultant, 2018-2019*

Advised biopharmaceutical clients on several dimensions of commercial strategy, including but not limited to new product planning, market access and pricing, established brand strategy, NPV modeling and forecasting. Worked closely with the VP of Corporate Strategy and New Product Planning at a commercial-stage, mid-cap, CNS-focused biopharma across >5 engagements, generating >\$1M in revenue for Putnam.



## Seth I. Feldstein

[seth.feldstein@wg24@wharton.upenn.edu](mailto:seth.feldstein@wg24@wharton.upenn.edu)

Indiana University, Bloomington, IN  
B.S. Business, Finance, 2018

**An opportunity to develop and scale unique care delivery models across sites of care and services.**

**Aware Recovery Care, Philadelphia, PA**  
*Strategic Operations Summer Associate, Summer 2023*

Developed the unit economics model for Aware's in-home addiction treatment plan to facilitate internal operations planning and payer negotiations. Designed the 2025 go-to-market strategy for beginning to serve Medicaid clients in four states, inclusive of market entry requirements and potential paths to partnership in each state, increasing total client census by 25%.

**Humana, Louisville, KY**

*Senior Analyst, Corporate Development, 2020-2022*

Modeled and managed the acquisition of primary care practices, a post-acute home health network and utilization management company, and provider network organizations. Led follow-on investments in an in-home primary care venture and an electronic claims clearinghouse. Raised capital from leading investment funds and structured the initial partnership agreements in the de novo behavioral health enterprise later known as Author Health.

**Waller Helms Advisors, Chicago, IL**

*Investment Banking Analyst, 2018-2020*

Advised health care services and insurance companies on M&A transactions and minority investments. Prepared financial models, managed due diligence and quality of earnings processes, and created management presentations to complete \$1B in total transaction value.



## Rachel B. Feller

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

Tufts University, Medford, MA  
B.S., Summa Cum Laude, Phi Beta Kappa,  
Economics & Psychology, 2018

**An opportunity to apply my passions at the intersection of food, nutrition, agriculture and sustainability towards advancing human health outcomes.**

**Acre Venture Partners, Santa Monica, CA**  
*MBA Investment Intern, Summer 2023*

Supported investments in early-stage companies addressing human and environmental health through food & agriculture solutions, evaluating financial and strategic factors as well as sustainability impact metrics. Developed investment thesis on impact of Generative AI technology on food & agriculture.

**Tomorrow Farms, New York, NY**

*Manager of Strategy & Operations, Winter-Spring 2022*

Joined early-stage "future of food" startup (\$8.5M seed funding) as the 1st non-executive employee, facilitating strategic initiatives across operations, creative, and growth teams to commercialize a first-to-market animal-free dairy milk beverage. Drove business development for future products, evaluating partnerships with manufacturing and food science companies while leading consumer research.

**Deloitte Consulting, New York, NY**

*Consultant, 2020-2022*

*Business Analyst, 2018-2020*

Conducted 13 projects focused on growth strategy, customer strategy and innovation for clients spanning pharmaceutical, provider, digital health, and specialty pharmacy organizations. Contributed towards the firm's "Future of Health" platform, equipping clients to understand the impact of technological and consumer shifts in the healthcare industry on business strategy.



## Wyatt J. Frasier

[wfrasier.wg24@wharton.upenn.edu](mailto:wfrasier.wg24@wharton.upenn.edu)

United States Military Academy, West Point, NY  
B.S., Summa Cum Laude, Economics, 2017

**An opportunity to lead revenue and sales operations for a growing company with a tenacious focus on revenue growth and customer satisfaction.**

**Hona (YC W23), American Fork, UT**

*Sales Strategy & Operations, Summer 2023*

Built a dynamic financial model to predict burn rate and runway and used this to help create and deploy hiring plan and product pricing strategy for SMB and middle market sales divisions as well as series A raise strategy. Sourced and acquired beachhead physical therapy clients and implemented physical therapy prospecting plan across the sales team.

**Swinery, Minneapolis, MN**

*Cofounder & COO, 2022-2023*

Founded business to deploy novel tech to convert pig manure more efficiently to renewable natural gas for Midwest farms. Secured purchase agreements from Minnesota utility. Raised \$700K from 13 renewable-energy-focused family offices and angel investors and won the UPenn New Venture Challenge (\$75K prize).

**U.S. Army Officer, Anchorage, AK & St Louis, MO**

*Medical Recruiting Team Leader, 2021-2022*  
*Airborne Medical Platoon Leader, 2017-2021*

Led medical recruiting team that interfaced with 16 universities, 4 residencies, and 62 medical and dental practices: guided team to 150% increase in medical school recruitment for FY21 (12 to 30). Led a 40-paratrooper medical team to support a 500-person infantry battalion.



## Helen Gao

[helen.gao.wg24@wharton.upenn.edu](mailto:helen.gao.wg24@wharton.upenn.edu)  
Princeton University, Princeton, NJ  
A.B., Magna Cum Laude, Economics, 2017

**An opportunity to operate and grow high-impact companies promoting access and equity in healthcare.**

### **Foodsmart, San Francisco, CA**

*Marketing Manager Intern, Summer 2023*

Updated product offering for channel partners representing 400+ employer clients by streamlining pricing structure, introducing tiered packages and optimizing incentives to drive sales and telehealth visits. Developed comprehensive outreach playbook to engage in-network employers. Conducted in-depth research on state Medicaid benefit design to inform sales team strategy and priorities.

### **Primus Capital, Atlanta, GA**

*Associate, 2020-2022*

Completed 4 platform investments and 1 add-on acquisition, deploying \$250M+ of equity capital. Platform investments include Lightbeam, a population health management platform, CORL, a healthcare vendor risk management solution, PurpleLab, a real-world data platform and Ambition, a sales coaching software. Advised 7 portfolio companies and supported value creation initiatives including evaluation of add-on M&A opportunities, sales strategy prioritization and launch of new pricing model.

### **EY-Parthenon, New York, NY**

*Consultant, 2020*

*Senior Associate, 2019-2020*

*Associate, 2017-2019*

Completed 19 growth strategy and commercial due diligence projects in 5 industries. Projects included evaluation of adjacent growth markets for \$1B+ revenue medical transportation provider, M&A roll-up strategy for national acute care provider and customer segmentation for clothing subscription company.



## Disha Garg

[disha.garg.wg24@wharton.upenn.edu](mailto:disha.garg.wg24@wharton.upenn.edu)  
Southern Methodist University, Dallas, TX  
B.S., Mathematics with Applied Mathematics Specialization, B.A., Economics, B.B.A., Finance, 2018

**An opportunity to partner with and build leading healthcare companies.**

### **Element3 Health, Chicago, IL**

*Strategy and Operations Intern, Summer 2023*

Collaborated directly with COO to construct and execute project plan for restructuring consumer experience, perform market analysis of key players, create product and technical roadmap and build operating models for external partnerships.

### **Cressey & Company, Chicago, IL**

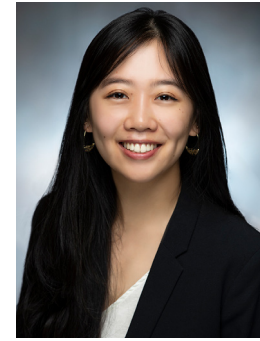
*Private Equity Associate, 2020-2022*

Evaluated and executed investment opportunities across multiple healthcare sub-sectors. Led portfolio monitoring and supported value creation initiatives — such as executing add-on M&A, facilitating access to equity financing and assisting with human capital initiatives — for 4 portfolio companies across the social determinants of health and animal health sectors. Developed whitepapers and led sourcing initiatives across the hospice, home health, pet insurance, medication management, and healthcare technology sectors.

### **William Blair, Chicago, IL**

*Healthcare Investment Banking Analyst, 2018-2020*

Advised healthcare services and technology companies and financial sponsors on M&A and financing transactions.



## Lilly Guo

[lilly.guo.wg24@wharton.upenn.edu](mailto:lilly.guo.wg24@wharton.upenn.edu)  
University of Chicago, Chicago, IL  
B.A., Economics, M.S., Computer Science, 2019

**An opportunity to build innovative healthcare technology products that improve patient lives.**

### **Duolingo, New York, NY**

*Product Manager Intern, Summer 2023*

Ideated, designed and built prototype for new choose-your-own-adventure language learning feature powered by GPT-4 to improve engagement of long-form reading comprehension sessions. Analyzed A/B experiments for new and resurrected user onboarding features and recommended future feature iterations.

### **Oshi Health, Remote**

*Strategy & Operations Intern, 2022-2023*

Analyzed patient reported outcomes and chart review data of ~350 pilot patients to determine clinical effectiveness of Oshi's novel telehealth care model. Drafted abstracts and posters on Oshi's clinical impact for 2 medical conferences alongside the Chief Medical Officer, Head of Strategy, external R&D partner, and IBS and IBD key opinion leaders.

### **The Boston Consulting Group, Chicago, IL**

*Consultant, 2021-2022*

*Associate, 2019-2021*

Structured and analyzed SQL-based claims databases covering 100M+ patients to identify market share and referral volume opportunities for a national physical therapy clinic operator. Analyzed claims data for 2M+ multiple comorbidity members and reviewed medical literature across 7 disease areas to design clinical care models for a national health payer. Designed and tested 6 patient growth pilots in response to COVID-19 for a value-based primary care provider.



## Roni Hacham

[Roni.hacham.wg24@wharton.upenn.edu](mailto:Roni.hacham.wg24@wharton.upenn.edu)

Tel Aviv University, Tel-Aviv, Israel  
B.S., Biomedical Engineering, 2020  
B.S., Summa Cum Laude, Biology,  
Neuroscience, 2020

**An opportunity to combine my technical and science skills with my healthcare and business knowledge to solve persistent healthcare problems.**

### **Healthmap Solutions, Tampa, FL**

*Product Management Intern, Summer 2023*

I crafted a data-driven risk stratification model roadmap strategy aimed at enhancing resource allocation efficiency, collaborated with a diverse cross-functional team to integrate technical, data-science, and business viewpoints, and delivered a presentation of findings and recommendations to the ELT.

### **Tel Aviv Medical Center, Tel-Aviv, Israel**

*Biomedical Engineer, Resident Neuroscientist, 2019-2022*

Analyzed national neuroimaging data for detection of neural disorders, improving physicians' choices regarding treatments. Developed a machine learning model for Parkinson's disease diagnosis, now serving as a baseline for research in Israel. Worked with diverse teams worldwide to discover a novel biomarker for early Parkinson's disease identification. Initiated study on early Parkinson's detection using fNIRS measures, uncovering a new cognitive indicator for the disease.

### **Israel Defense Forces, Israel**

*Sergeant, 2013-2015*

My Unit specialized in developing advanced systems, from development to implementation. I was responsible for multi-million-dollar projects – directing and collaborating with high-ranked officers with diverse professional backgrounds. I learned how to embrace opinions, establish my authority, and navigate and resolve conflicts in high-pressured frameworks.



## Christian W. Hanson

[Christian.Hanson.wg24@wharton.upenn.edu](mailto:Christian.Hanson.wg24@wharton.upenn.edu)

Brown University, Providence, RI  
B.A., Economics, 2017

**An opportunity to lead and grow a mission-driven healthcare services business that transforms patients' lives.**

### **Oshi Health, New York, NY**

*Strategy and Operations Intern, Summer 2023*

Designed long-term forecasting model to project patient enrollment and clinician hiring. Implemented a process to track clinician utilization for Chief Medical Officer. Built model to forecast profitability based on patient enrollment and clinician utilization trends for CFO. Wrote memo on strategies for internal scalability distributed to the CEO and leadership team. Received offer to continue consulting for team post-summer.

### **Bridgewater Associates, Westport, CT**

*Senior Finance Associate, 2021-2022*  
*Finance Associate, 2018-2020*

Managed 3 person finance team in production of monthly income statement and balance sheet for the CFO. Developed \$375M restructuring plan as part of COO's business strategy team; wrote quarterly memos to Board of Directors synthesizing progress against implementation of restructuring plan. Drove 5% cost reductions across 2021 as finance manager for Corporate and Board departments.

### **General Electric, Chicago, IL**

*Financial Management Program, 2017-2018*

GE Ventures rotation: Built cash-flow model for two internal incubations; projections used in investor pitch for \$1M Seed and \$40M Series B funding, respectively. GE Transportation rotation: Tracked income, cash flow, and balance sheet across \$1B locomotive business.



## Brendan T. Heiden, M.D., M.P.H.S.

[brendan.heiden.wg24@wharton.upenn.edu](mailto:brendan.heiden.wg24@wharton.upenn.edu)

University of Notre Dame, Notre Dame, IN  
B.S., Summa Cum Laude, Biochemistry 2014  
University of Michigan, Ann Arbor, MI  
M.D., Dean's List, 2018; Washington University,  
St. Louis, MO, M.P.H.S., 2021

**An opportunity to leverage my expertise in early-stage lung cancer management and quantitative clinical outcomes research to drive patient-centered advances in the molecular diagnostic and biopharmaceutical industries.**

### **Eli Lilly and Company, Indianapolis, IN**

*Intern, Accelerated R&D Leadership Program, Summer 2023*

Led a company-wide initiative through the oncology medical affairs organization related to medical insight generation and artificial intelligence. Delivered final recommendations to large audience of senior executives across multiple business units.

### **Washington University School of Medicine, St. Louis, MO**

*Resident and Cardiothoracic Surgery Research Fellow, 2018-present*

General surgery resident at top-5 training program. Experiences across adult and pediatric, emergency and elective settings. Co-led a national lung cancer research team using real-world evidence through the Department of Veterans Affairs. Authored >40 peer-reviewed publications in prominent medical journals. Received early-career training awards from the American Society of Clinical Oncology and the American Association for Cancer Research.

### **Oncocyte Corporation, Irvine, CA**

*Interim head medical officer & consultant, 2022-2023*

Nasdaq-listed, oncology-focused, precision diagnostic company. Assisted with various roles across medical affairs, medical education, and market access.



## Lauren L. Hochman

[Lauren.Hochman.wg24@wharton.upenn.edu](mailto:Lauren.Hochman.wg24@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
B.A., Cum Laude, Biochemistry, 2017

**An opportunity to develop and deliver breakthroughs that transform patients' lives.**

**Thermo Fisher Scientific, Waltham, MA**  
*Corporate Strategy Summer Associate, Summer 2023*

Supported key C-suite initiatives across the \$44B business. Projects included developing presentation on potential of generative AI at the company, two diligences of targets for potential acquisition, and a board of directors' update on the contract manufacturing and pharmaceutical services business group.

**The Boston Consulting Group, New York, NY**  
*Consultant, 2021-2022 Associate, 2019-2021*

Dedicated to BCG's healthcare practice. Supported the supply chain and manufacturing and R&D divisions of Fortune 100 pharmaceutical clients. Expedited turnaround time of novel CAR-T cell therapy product by 18%. Crafted strategy to manage distribution of >500M doses of a medical countermeasure on behalf of the U.S. Federal Government. Received BCG's Key to Purpose award for Driving Inspired Impact.

**The Children's Hospital of Philadelphia, Philadelphia, PA**

*Research Coordinator, 2017-2019*

Co-authored 13 peer-reviewed publications using national claims datasets containing records of up to 80M patients to study healthcare quality and outcomes. Analyzed patient outcomes of the iCOMPARE trial, published in the New England Journal of Medicine and awarded "Publication of the Year" in 2020 by AcademyHealth.



## Nathan Hsu

[nathan.hsu.wg24@wharton.upenn.edu](mailto:nathan.hsu.wg24@wharton.upenn.edu)  
University of Texas at Austin; Austin, TX  
B.S., Mathematics, B.B.A., Finance, Business Honors, 2018

**An opportunity to operate and scale digital health companies focused on improving care delivery and patient experience.**

**Element3 Health, New York City, NY**  
*Strategy & Operations MBA Intern, Summer 2023*

Reported to CEO and advised on strategic priorities including defining company value proposition, branding, and mission. Crafted proposal for new business line to achieve 4x ROI, unlocking \$1M+ in incremental annual revenue opportunity. Developed member personas and market segmentation frameworks to establish direct-to-consumer product offering focus and identify target customer base of 40,000+ eligible members.

**Deloitte Consulting LLP; Dallas, TX**  
*Business Analyst, 2018-2020*  
*Consultant, 2020-2022*

Managed day-to-day operations of Product Innovation team, developing asset use cases and cost savings estimates to drive product adoption and generate \$1.8M in revenue for asset teams. Collaborated with engineering, design, and product teams to prioritize commercialization features and enhance user experience of employer clinic service and patient scheduling tools. Analyzed pricing data using Tableau, SQL, and financial modeling to benchmark 12,000+ services against 10+ client competitors, identifying opportunities to achieve \$20M+ in net revenue growth. Developed a 5-year roadmap prioritizing initiatives across 10 capability areas to drive a value-based care transformation for a \$4B organization.



## Sanchit Jain

[sanchit.jain.wg24@wharton.upenn.edu](mailto:sanchit.jain.wg24@wharton.upenn.edu)  
Columbia University, New York, NY  
B.A., Summa Cum Laude, Economics, Middle Eastern, South Asian, and African Studies, 2018

**An opportunity to build and operate products that extend access to healthcare and drive improved health-seeking behavior among underserved populations.**

**Elion, New York, NY**  
*MBA Intern, Summer 2023*

Assessed revenue potential for 10 technology categories and reviewed product offerings of 200+ digital health vendors to draft expansion strategy. Conducted in-depth interviews with technology buyers and vendors to build product and marketing content for customer relationship management (CRM) category, helping 300+ business users gain deeper insight about ~25 CRM products. Collaborated with cross-functional team to build and operationalize reviews product, defining product specifications and managing end-to-end hiring process for two new operations hires.

**Dalberg Advisors, Mumbai, India**  
*Senior Consultant / Consultant, 2020-2022*  
*Associate Consultant / Analyst 2018-2020*

Assessed business models, addressable market size, and impact potential of 8 healthcare opportunities in 10 emerging economies to frame investment strategy for sovereign wealth fund. Collaborated with cross-functional team of global non-profit to prototype and launch health promotion programs, increasing contraceptive use by ~16% and child nutrition by ~15%. Led user research and quantitative data analysis to identify segments and design omnichannel marketing promoting COVID-19 vaccines among ~32M unvaccinated adults.



## Saiesh Kalva

[saiesh@wharton.upenn.edu](mailto:saiesh@wharton.upenn.edu)  
Rice University, Houston, TX  
B.A. Biochemistry & Cell Biology, 2019  
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA  
M.D. Candidate, 2024

An opportunity to utilize digital health and innovation to improve access to and quality of surgical care.

### Hospital of the University of Pennsylvania, Philadelphia, PA

*Sub-Internship, Summer 2023*

Functioned as a resident physician on two services: colorectal and breast surgery. Independently rounded with fellows and attendings on complex surgical patients, formulated treatment plans, and assisted in surgical operations.

### Lucile Packard Children's Hospital Stanford, Palo Alto, CA

*Sub-Internship, Summer 2023*

Functioned as a resident physician on the pediatric surgery service. Routinely worked with physician assistants and residents to manage inpatient needs including triaging consults and working with ancillary teams. Assisted in surgical operations.

### UCLA Mattel Children's Hospital, Los Angeles, CA

*Sub-Internship, Summer 2023*

Functioned as a resident physician on the pediatric surgery service. Managed inpatient needs and assisted in surgical operations. Independently saw and determined the course of care for patients in clinic.

### Penn Medicine Center for Healthcare Innovation, Philadelphia, PA

*Medical Student and Innovation Fellow, 2020-Present*

Developed a digitally enabled home-based strategy for 1900+ breast patients to safely coordinate pre- and post-operative care. Working to develop protocols to monitor post-operative cardiac patients.



## Colin P. Kenney

[colin.kenney.wg24@wharton.upenn.edu](mailto:colin.kenney.wg24@wharton.upenn.edu)  
Vanderbilt University, Nashville, TN  
B.S., Human & Organizational Development, Health and Human Services, 2018

An opportunity to invest in, partner with, and scale healthcare services companies.

### Nyx Partners, New York, NY

*Chief of Staff to Co-CEOs, Summer 2023*

Evaluated new acquisition targets and assisted with diligence of existing M&A opportunities. Developed and implemented recommendations for operations improvements and cost-savings initiatives. Created value creation playbook for integration of future acquisitions.

### Linden Capital Partners, Chicago, IL

*Associate, 2020-2022*

Evaluated investment opportunities and managed portfolio companies across multiple healthcare sub-sectors for one of the country's largest healthcare-specific private equity funds. Led platform investment in the world's largest medical device regulatory and compliance consulting company. Led merger of a pain management-focused clinical trial company with a contract research organization. Assisted fund President and Head of IR with \$3B fundraising effort.

### Bank of America, New York, NY

*Analyst, 2019-2020*

Member of the Global Healthcare Group. Advised companies on M&A transactions and equity and debt financings. Two closed IPOs and one closed M&A transaction of public biotech company to European sponsor.



## Geoffrey S. Lee

[Sangho.lee.wg24@wharton.upenn.edu](mailto:Sangho.lee.wg24@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
M.S.E., Biomedical Engineering (Computational Neuroscience), 2012; B.S.E., Cum Laude, Economics, Finance | Biomedical Engineering, 2011

An opportunity to invest in and operate healthcare businesses to improve the lives of patients.

### Goldman Sachs, New York, NY

*Associate, Summer 2023*

Developed financial models, valuations, and information memos, aiding in the \$1.4B sale of a leading Hospitality Chain to a Private Equity sponsor. Managed a \$9B activism and defense strategy. Developed credit models and negotiated a \$1B+ credit facility refinancing.

### LB Private Equity, Seoul, South Korea

*Investment Associate, 2022*

Evaluated growth equity, buyout, and carve-out opportunities. Led new investments, financial valuation, due diligence, and portfolio management. Selected transactions: \$300M Consumer Health carve-out and \$800M Info Tech buyout. Selected portfolio management in Industrials and Fintech.

### Oliver Wyman, New York, NY

*Associate Partner, 2017-2022*

Established and grew the Healthcare Private Equity platform in Asia, specializing in provider, health-tech/IT, and payer assets. led 50+ major provider transactions during tenure. Selected for a fully funded transfer to New York.

### Kearney, New York, NY

*Engagement Manager, 2012-2017*

Specialized in Healthcare, Tech, and Consumer sectors, leading strategy, operations, and commercial diligence projects. Progressed from Business Analyst to Engagement Manager and was selected for a fully funded exchange to Singapore.





## Daniel P. Letscher

[daniel.letscher.wg24@wharton.upenn.edu](mailto:daniel.letscher.wg24@wharton.upenn.edu)  
Northwestern University, Evanston, IL  
B.A., Computer Science, 2017

An opportunity to leverage expertise in software development and delivery to create products that enable a robust digital health ecosystem.

### **Amazon, Bellevue, WA**

*Senior Product Manager – Technical Intern, Summer 2023*

Designed new product architected with generative AI technology launching to Amazon end-users at scale. Drove alignment among stakeholders across Artificial General Intelligence organization for product vision. Outlined three-year strategy for product suite powered by shared generative AI technology.

### **Tebra, Santa Monica, CA**

*Senior Software Engineer, 2021-2022*  
*Software Engineer II, 2019-2021*

Drove delivery as senior engineer on three teams, developing a software-as-a-service product suite for private medical practices. Led integration of overseas technology platform pre- and post-acquisition of the vendor. Established organizational coding standards and mentored junior engineers.

### **Oracle, Redwood Shores, CA**

*Software Engineer, 2019*  
*Associate Software Engineer, 2017-2019*

Developed next-generation software development kit to power partner-developed cloud applications. Led team as Scrum Master in product design and refinement, achieving buy-in across a variety of stakeholders.



## Cesar D. Lopez, M.D.

[Cesar.Lopez.wg24@wharton.upenn.edu](mailto:Cesar.Lopez.wg24@wharton.upenn.edu)  
Stanford University, Stanford, CA  
B.S., Biology; Minor, Economics, 2016  
Columbia University, New York, NY  
M.D., 2021

An opportunity to make a meaningful impact on the management and development of innovative products for a medical device or healthcare technology company.

### **McKinsey & Company, New York, NY**

*Summer Associate, Summer 2023*

Worked with real estate developer to build investment pitch to finance newly formed operating/management company and property company with portfolio of next-generation office properties. Collaborated with client's senior management team to create post-raise strategy to develop and manage new office concept. Built real estate models forecasting cash flows and investment returns for proposed operating and property company entities.

### **Butterfly Network, New York, NY**

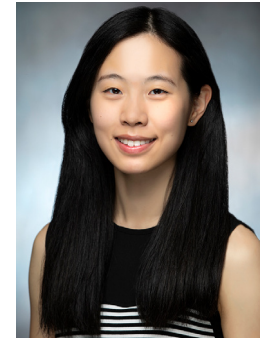
*Pre-MBA Intern, Client Experience Operations & Strategy, Summer 2022*

Developed post-sale strategy to improve KPI tracking and increase user engagement and adoption of handheld ultrasound devices and AI cloud platform for medical education client portfolio with ACV of over \$125M. Collaborated with senior management of various teams to identify operational issues in medical education client experience, implement improvements, and generate proposals with high-growth potential to business development team. Built capacity planning model for volume and staffing of client support team handling thousands of daily touchpoints.

### **NewYork-Presbyterian Hospital, Columbia University Medical Center, New York, NY**

*Resident Physician, Orthopedic & General Surgery, 2021-2022*

Assisted orthopedic, general, and plastic surgeons in performing over 100 procedures at a high-volume urban medical center. Prepared and supervised post-surgical treatment and recovery plans for patients, managed surgical complications and acute conditions.



## Hope Lu

[hope.lu.wg24@wharton.upenn.edu](mailto:hope.lu.wg24@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
B.A., Biology, 2020; The Wharton School of the University of Pennsylvania, Philadelphia, PA  
B.S. in Economics, Summa Cum Laude, Finance, 2020

An opportunity to develop and commercialize innovative therapies that will reach patients and improve lives in a meaningful way.

### **AstraZeneca, Wilmington, DE**

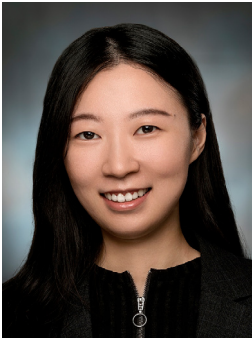
*MBA Intern, Summer 2023*

Partnered with cross-functional colleagues and external agencies to develop and implement marketing tactics for growing respiratory brand. Assets targeted healthcare professionals via multiple channels (e.g., social media, branded websites, digital banners). Evaluated attractiveness of consumer-oriented external partnership with NASCAR, culminating in final presentation featuring conclusions on partnership effectiveness in reaching target audience, increasing brand awareness, aligning to AZ's sustainability goals, and high-level financial ROI; research findings also incorporated into external presentation to partner prior to resigning contract.

### **Boston Consulting Group, Philadelphia, PA**

*Associate, 2020-2022*

Strategy consultant for healthcare (mainly biopharma, medtech) and public sector organizations. Performed program management for divestment of generic division within a global pharmaceutical company. Conducted investment opportunity analysis for MedTech player in oncology diagnostics and developed strategic plan for provider system to improve patient access to digital tools via journey-mapping. On behalf of government clients, executed market analysis on Wearable technologies and provided recommendations on investment allocation across multiple high impact projects / clinical studies related to COVID.



## Lucy Luo

lucy.luo.wg24@wharton.upenn.edu  
National University of Singapore, Singapore  
Bachelor of Business Administration, 2014

**An opportunity to tackle complex treatment, diagnosis and access challenges for underserved patient communities.**

**Vertex Pharmaceuticals, Boston, MA**  
*Marketing Science, Early Pipeline, Summer 2023*

Built commercial strategy to increase diagnosis rate and presented to Commercial Leadership Team and cross-functional Disease Strategy Team. Led insight projects for rare neurological disease, including understanding patient journey and archetypes, developing provider mapping and executing TPP testing. Created high-level forecasting model for long-range planning.

**Boston Consulting Group, Tokyo, Japan**  
*Consultant, 2020-2022*  
*Senior Associate, 2019-2020*

Concentrated as healthcare consultant, with projects spanning Biopharma (70%), MedTech (20%) and Big Tech in Health Care (10%) on corporate planning, growth strategy, product marketing / launch plan, M&A, and org. transformation. Example projects include 5-year growth strategy project for American rare disease biopharma. China market entry for Japanese biopharma. Due diligence and commercial model design for acquisition of U.S. biotech (US\$3b). Global R&D sequencing and launch strategy for cell therapy targeting rare disease. GTM strategy for Technology company's entry into health care.

**Temasek International, Singapore**  
*Associate, 2015-2018*

Orchestrated cross-functional teams for mid-range planning and analytics projects.

**Westpac Banking, Singapore**  
*Institutional Banking Analyst, 2014-2015*

Led crafting of proposals and establishment of credit facilities for large institutional clients.



## Evan J. Marks

ejm87.wg24@wharton.upenn.edu  
Georgetown University, Washington D.C.  
B.S., Cum Laude, Operations & Information Management / Marketing, 2014

**An opportunity to improve population health through technology.**

**NeuroFlow, Philadelphia, PA**

*Product Strategy and Corporate Development Associate, Summer 2023*

Reported to CPO and advised C-suite on long-term product and M&A strategy, including development of cross-functional strategic proposals, partnership and acquisition target analysis, and investment theses. Created three market segmentation and landscape assessments that analyzed strategic relevance of potential target markets, clarified optimal M&A pathways based on competitive analysis, and prioritized ~15 targets for further diligence.

**Vynamic, Philadelphia, PA**

*Manager 2, 2021*  
*Manager 1, 2020*

Led health tech and biopharma consulting engagements, interfacing directly with senior executives to guide commercial strategy, product visioning and competitive positioning. Led commercial market assessments to inform differentiating technology investment opportunities, driving a \$5M investment for insights and patient support technology solutions projected to gross \$30M annually.

**ZS, Philadelphia, PA**

*Associate Consultant, 2018-2020*  
*Associate, 2015-2017*

Advised biopharma sales and marketing leaders in strategic decision-making through design, management and execution of market research and data analysis. Managed global teams in 20+ advisory engagements with 8 biopharma firms.

**CEB (now Gartner), Arlington, VA**

*Research Analyst (IT Practice), 2014-2015*  
Developed syndicated primary research with C-suite IT executives at F500 corporations.



## Moira C. McChesney

moiramcc.wg24@wharton.upenn.edu  
University of Pennsylvania, Philadelphia, PA  
B.S., Summa Cum Laude, Nursing, 2015

**An opportunity to better the health of individual's through improving health care delivery and increasing access to primary care.**

**DaVita, Denver, CO**

*Redwoods Associate, Summer 2023*

Conducted interviews with stakeholders across the organization, ranging from patient care tech to vice president to assess current state of collaboration between value-based care teams and in-clinic dialysis teams. Additionally, created playbook identifying key barriers and detailed solutions, including implementation plan, to better integrate value-based care teams within the daily operations of dialysis clinics

**Accenture, Philadelphia, PA**

*Clinical Innovation Consultant, 2021-2022*  
*Senior Consulting Analyst, 2020-2021*  
*Consulting Analyst, 2019-2020*

Collaborated with payers, providers and integrated delivery systems to identify opportunities, including utilization management and care management, for medical cost savings and/or quality improvement through analysis of various data sets. Led workstream, managing senior analysts in 6-week solution design and 3-month implementation of 5 initiatives with annualized opportunity of \$30M. Contributed to team's overall operations, by developing and maintaining project dashboards and action item trackers.

**Independence Blue Cross, Philadelphia, PA**

*Medicare Advantage Co-Op, 2018-2019*

Collaborated with business and software team to create provider application with goal of increasing risk capture and improving STARs performance for at-risk provider group.



## Mitchell E. McCollum

[mitchell.mccollum.wg24@wharton.upenn.edu](mailto:mitchell.mccollum.wg24@wharton.upenn.edu)  
Georgetown University, Washington, D.C.  
B.S.B.A., Magna Cum Laude, Finance and Accounting, 2015

**An opportunity to invest in health care companies that reduce the total cost of care by improving patient outcomes.**

### **Caregiver, Fort Worth, TX**

*Financial Analyst, Summer 2023*

Developed reporting packages, which established new key performance indicators and helped regional managers improve operational efficiency. Collaborated with CEO to implement new organizational structure and promote better alignment between clinical, behavioral and operations functions. Assessed viability of several growth opportunities, both within Caregiver's existing service offering and opportunities for service line expansion.

### **WindRose Health Investors, New York, NY**

*Associate, 2019-2022*

Evaluated investment opportunities across the health care services industry, including potential leveraged buyouts and growth equity investments. Executed four new platform investments and two portfolio company exits. Provided support to portfolio companies' management teams by evaluating potential add-on acquisitions, analyzing alternatives, constructing budget and forecast models, negotiating financing documents and managing sale processes.

### **Leerink Partners, New York, NY**

*Analyst, 2017-2019*

Advised 15 companies across the biotech, medical device, diagnostics and health care services sectors of health care on mergers and acquisitions. Created marketing materials, built financial models and coordinated diligence on behalf of clients in both buy-side and sell-side transactions.



## Thomas D. McGrath

[Thomas.McGrath.wg24@wharton.upenn.edu](mailto:Thomas.McGrath.wg24@wharton.upenn.edu)  
Vanderbilt University, Nashville, TN  
B.A., Cum Laude, History & Political Science, 2017

**An opportunity to build businesses that promote health and prevent disease.**

### **Element3 Health, Remote**

*MBA Intern, Summer 2023*

Developed the go-to-market strategy for a provider of social fitness benefit programs to Medicare Advantage plans. Spearheaded the design and implementation of a direct-to-consumer product growth strategy. Created and maintained a KPI dashboard to measure go-to-market success.

### **Five Arrows Capital Partners, New York, NY**

*Private Equity Associate, 2019-2022*

Evaluated healthcare and technology investment opportunities for the U.S. private equity arm of Rothschild Merchant Banking, a diversified investment firm managing over \$15 billion of assets. Closed 2 platform investments, 8 add-on acquisitions, and 3 debt financings. Collaborated with executive teams to drive corporate strategy and development. Performed extensive research on subsectors within healthcare and software, creating sector deep dives that guided the firm's investment focus.

### **Houlihan Lokey, New York, NY**

*Investment Banking Analyst, 2017-2019*

Advised clients across the industrials sector and executed several sell-side and buy-side M&A transactions, including the sale of Trojan Battery Company to C&D Technologies and the sale of Plateau Excavation to Sterling Construction (NasdaqGS: STRL). Led analyst recruiting at Vanderbilt.



## Nicholas R. Mehta

[nicholas.mehta.wg24@wharton.upenn.edu](mailto:nicholas.mehta.wg24@wharton.upenn.edu)  
Western University, London, Canada  
B.M.S.c., Western Scholar, Honors Specialization Interdisciplinary Medical Sciences, 2018  
Ivey Business School, London, Canada; B.A., Ivey Scholar, Honors Business Administration, 2018

**An opportunity to help drive strategic, cross functional business initiatives to improve the delivery of and access to primary care.**

### **Patina Health, Bala Cynwyd, PA**

*Strategic Operations, Summer 2023*

Evaluated entry into Direct Contracting Medicare market to double addressable patient base via regulatory review, financial analysis, and care model assessment. Established new market entry playbook following Charlotte market launch. Prepared valuation analysis as part of Series B fundraising. Reviewed payer contracts to align care delivery model. Led discussion with senior leadership on all findings.

### **TPG Capital, London, United Kingdom**

*Associate, 2020-2022*

Defined European healthcare landscape for TPG, identifying a target focus in generic pharmaceuticals following interviews across 27+ different markets, and developed thesis leading to acquisition of DOC Generici, an Italian generic pharma business, for ~€1.5BN. Guided exit and wind-down of financial structures for two portfolio companies. Organized and drove weekly healthcare meetings and thematic research in pharma services sector.

### **Citigroup, London, United Kingdom**

*Investment Banking Analyst, 2018-2020*

Worked across the EMEA region to support clients with strategic and financial advice in the pharmaceuticals, healthcare services, medical technology, and biotechnology sectors. Provided clients with support in strategic reviews, M&A, and equity & debt financing.



## Karan R. Naik

[karan.naik.wg24@wharton.upenn.edu](mailto:karan.naik.wg24@wharton.upenn.edu)

Ohio State University, Columbus, OH  
B.S., Biomedical Science, Summa Cum Laude  
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA  
M.D. Candidate, 2024

**An opportunity to drive the creation and delivery of transformative therapeutics for patients by leveraging my combined clinical and business training.**

### **RTW Funds, New York, NY**

*Research Intern, Summer 2023*

Performed investment diligence on various therapeutic areas and modalities across the lifecycle of biotechnology companies via independent analysis, KOL calls, and discussions with company leadership. Evaluated in vitro and in vivo efficacy, toxicology, and PK/PD data alongside clinical endpoint-related patient data. Presented views directly to the broader investment team on three occasions.

### **BigHat Biosciences, San Mateo California**

*Business Development Intern, 2022-2023*

Developed pipeline strategy and indication prioritization alongside Chief Business Officer and Chief Executive Officer. Assisted with capital raising work (\$80M Series B raise July 2022) and pharma partnership efforts. Coordinated with translational research team to align asset development plan with commercialization goals.

### **McKinsey & Company, Philadelphia, PA**

*MD Fellow, 2021-2022*

Worked in project teams within healthcare practice to deliver impact for clients across public and private sectors while on leave from medical school. Advised one of the nation's largest health systems on COVID-19 response planning and vaccination efforts. Served 6 biopharmaceutical clients on R&D strategy, market entry, clinical trial design, and regulatory approach.



## Allison Z.L. Ng

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University of Cambridge, U.K.  
B.A., Chemistry, 2016

**An opportunity to make healthcare accessible to marginalized populations in every part of the world.**

### **Taiwan Mobile Ventures, Taiwan**

*Corporate Development, Summer 2023*

Assisted Venture Capital team in sourcing, evaluating and negotiating deals. Identified new strategic investment opportunities worth \$100M.

### **Bain & Co. Consulting, Malaysia**

*Senior Associate Consultant, 2021-2022*

*Associate Consultant, 2021*

Served in Bain's Healthcare Practice, delivering PE due diligence and strategy engagements. Sourced partners for MedTech to launch low-cost diabetes devices in developing nations. Created growth strategies for unicorn digital health player, pharmaceutical distributor and cross-borders telehealth company.

### **Kearney, Malaysia**

*Associate, 2021*

*Senior Business Analyst, 2019-2020*

*Business Analyst, 2018-2019*

Led projects in Social Impact. Worked with SME bank to increase reach of loans to rural areas. Defined energy transition strategy for Utility Co. to achieve net zero carbon emissions. Evaluated use of 5G wireless network to reach populations without internet access.

### **IQVIA, Malaysia**

*Business Analyst, 2016-2018*

Drove 5 market entry projects for Big Pharma and Biotech, delivering analysis in demand, competition, regulatory approval, patient pathways and drug listing.

### **World Health Organization, Switzerland**

*Emergency Response Data Intern, 2016*

Worked with cross-functional teams to control spread of Ebola in Sierra Leone.



## Mohammed A. Omer

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Harvard Kennedy School, Cambridge, MA  
MBA-MPA Dual Degree Candidate, Center for Public Leadership Fellow, 2025  
NYU Abu Dhabi, UAE  
B.A., Economics and Social Research and Public Policy, 2014

**Seeking opportunities to invest in and manage companies that deliver sustainable returns and social impact, including improved, equitable health outcomes.**

### **Ocean 6 Partners, Abu Dhabi, UAE**

*Consultant, ESG Framework Development, Summer 2023*

Advised Senior Management of a UAE-based Healthcare network. Developed an ESG framework as part of planned IPO materials.

### **Abu Dhabi Investment Office, Abu Dhabi, UAE**

*Healthcare and Biopharma Sector Lead, 2021-2022*

Promoted innovation-forward policies, represented ADIO internationally, and mobilized Government to support investors. Structured incentives from a \$14bn fund to attract 100+ investors, deliver >\$1.5bn in foreign direct investment, and create 1,380+ jobs.

### **Mubadala Investment Company, Abu Dhabi, UAE**

*Associate, 2020 - 2021*

*Senior Analyst, 2017*

*Analyst, 2014*

Led projects in primary care expansion for underserved communities and healthcare reimbursement reform. Delivered implementation plan incentivizing health outcomes, while reducing annual cost growth by 65%. Led overhaul of Quality, Patient Safety and Patient Experience Governance framework. Chaired COVID-19 Occupational Health Committee to preserve critical healthcare capacity, and advise Government. Managed scientific team in designing and 3D printing PPE, extending supplies for 6 months. Mentored colleagues via weekly structured teach-ins. Conducted due diligence and operational integration analysis on 2 \$300m+ acquisitions.



## Andrew Parambath

[aparam@wharton.upenn.edu](mailto:aparam@wharton.upenn.edu)  
University of Pennsylvania, Philadelphia, PA  
B.A., Summa Cum Laude, Biology, 2017  
M.Ed. Honors, Education, 2019  
M.D./M.B.A. Candidate Perelman School of  
Medicine and Wharton

**An opportunity to combine my clinical skills with business and investing knowledge to innovate in healthcare delivery.**

### **ClearView HealthCare Partners, New York, NY**

*Senior Consultant, Summer 2023*

Executed 2 projects related to market entry, launch planning, strategy and diligence. Led a high-performing team in executing Key Opinion Leader (KOL) research, conducting a series of in-depth interviews and calls to gain critical insights into the competitive landscape, which directly influenced the client's strategic decision-making process.

### **Pear VC, Menlo Park, CA**

*VC Fellow, 2022-Present*

Served as a Venture Capital (VC) fellow and actively engaged in sourcing and conducting investment due diligence for a seed-stage fund managing \$400M in assets under management (AUM). Managed healthcare investments and examined deals between \$25K to \$2M for potential health companies.

### **Teach For America, Dallas, Tx**

*Chemistry Teacher, 2017-2019*

Taught chemistry to 120 students from low-income backgrounds and served as a coach for various clubs and sports team. Designed new pedagogical practices in classroom leading to high performance on district exams.



## Sonia P. Parekh

[sonia.parekh.wg24@wharton.upenn.edu](mailto:sonia.parekh.wg24@wharton.upenn.edu)  
Columbia University, New York, NY  
B.A. Economics 2017

**An opportunity to catalyze transformative advancements in life sciences through strategic investments, fostering a future defined by groundbreaking medical solutions and improved global health.**

### **Aditum Bio, San Francisco, CA**

*MBA Intern, Summer 2023*

I worked at a life-sciences investment fund, evaluating pre-clinical assets within the autoimmune disease space. I used scientific research and market analysis to evaluate potential investments and built detailed valuation models for portfolio companies shaping investment strategy and providing pivotal support for a \$2B sale.

### **Longitude Capital, Menlo Park, CA**

*Venture Capital Associate, 2019 - 2022*

Worked for a healthcare venture capital firm conducting due diligence to assess potential investments across the healthcare space. I developed robust financial models, analyzing various scenarios to gauge cash requirements and valuation sensitivities, and distilled the insights from operational, clinical, and financial due diligence into investment memoranda for the Investment Committee's consideration.

### **Credit Suisse, New York, NY**

*Healthcare Investment Banking Analyst, 2017-2019*

Within the Healthcare Investment Banking group, I created intricate models for complex transactions, such as patient-flow revenue projections and simulation analyses involving different financing and acquisition scenarios. Additionally, I conducted competitive landscape analyses across diverse therapeutic areas, including women's health, oncology, and autoimmune diseases, through benchmarking exercises that compared pipeline assets, capital structures, and financial performance.



## Aniket Patel

[aniket.patel.wg24@wharton.upenn.edu](mailto:aniket.patel.wg24@wharton.upenn.edu)  
University of Pittsburgh, Pittsburgh, PA  
B.S.E., Bioengineering, *magna cum laude*, 2014  
Tattvagyan Vidhyapeeth, Mumbai, India  
Certificate, Comparative Eastern and Western  
Philosophy, 2016; University of Pennsylvania,  
Philadelphia, PA, M.S.E., Bioengineering, 2019

**An opportunity to leverage my technical and business skillset in the healthcare finance industry.**

### **MTS Health Partners, New York, NY**

*Investment Banking Summer Associate, Summer 2023*

Provided strategic advisory across 4 live deals with an aggregate value of \$2.5B+ in the life sciences and healthcare services sectors. Built complex valuation models, conducted sensitivity analyses, and performing discounted cash flow analyses.

### **Deloitte Consulting, Philadelphia, PA**

*Consultant, 2020-2022*

*Analyst, 2019-2020*

Directed strategy of NIH management system overseeing 24 labs and startups developing COVID-19 diagnostics. Developed 18 pitch decks to help clients secure \$23M VC funding. Facilitated migration of 20M+ members from old to new Pharmacy Benefit Manager for payor client.

### **Recupero Robotics, Philadelphia, PA**

*Technical and Business Development Intern, Summer 2018*

Directed technical development of smart toy to quantify 6 biometrics for early diagnosis of neurodevelopmental delays. Coordinated development of business case and commercialization plan to secure \$1.5M funding.

### **Eurofins Scientific, Lancaster, PA**

*Scientist-1, 2017*

*Associate Scientist, 2016-2017*

Conducted standardized tests on drug products and substances to ensure compliance with FDA regulations. Achieved 0.4% error rate, 1.4% below average.



## Hagen F. Puller

[hagen.puller.wg24@wharton.upenn.edu](mailto:hagen.puller.wg24@wharton.upenn.edu)  
Harvard College, Cambridge, MA  
A.B., Cum Laude, Molecular and Cellular Biology,  
2018; Perelman School of Medicine at the  
University of Pennsylvania, Philadelphia, PA  
M.D. Candidate, 2024

**An opportunity to meaningfully integrate medical expertise with drug development experience and help bring forth promising treatment options to address patients' unmet need.**

**General Atlantic, New York, NY**  
*Life Sciences Fellow, Fall 2023*

Prepared investment committee presentation highlighting key implications of the Inflation Reduction Act's Medicare Drug Price Negotiation clause to development and commercialization strategy for key portfolio company assets; led research to evaluate a novel therapeutic class in the management of hypersomnolence disorders and utilized findings to craft an investment thesis that defined major risks, opportunities, and related new deal sources.

**ClearView HealthCare Partners, New York, NY**

*Senior Consultant, Summer 2023*  
Conducted an opportunity assessment for an oncology bispecific antibody company to inform their expansion into mechanistically adjacent therapeutic areas, managing an independent workstream of primary and secondary research to map current treatment paradigms and unmet need in a broad set of indications; designed an epidemiology-based forecast to project future revenue generation for the highest-margin product of a large contract development and manufacturing organization.



## Jenee A. Rideaux

[jenee.rideaux.wg24@wharton.upenn.edu](mailto:jenee.rideaux.wg24@wharton.upenn.edu)  
Vanderbilt University, Nashville, TN  
B.A., Global Economic Development, 2015

**An opportunity to scale digital health companies that improve health disparities.**

**Oxeon Venture Studio, New York, NY**

*Summer Associate, Summer 2023*  
Led the first phase of a company launch, including competitive analyses and market sizing. Pressure tested company ideas with industry experts. Presented findings to the CEO. Initiated a company-wide process to strengthen relationships with potential customers and identify health plan priorities.

**Olive, New York, NY**

*Product Innovation Lead, 2022*  
*Solutions Architect, 2021*  
Led customer success and account expansion efforts for health system contracts over \$10M. Designed and orchestrated the implementation of RPA software that automated care coordination, population health and revenue cycle tasks.

**Huron Consulting Group, New York, NY**

*Manager, 2019-2021*  
*Associate, 2017-2019*  
*Analyst, 2015-2017*  
Partnered with health system executives to design and implement process improvement solutions related to population health, patient throughput and reimbursement. Projects included: Led a team of 5 to restructure the capacity management program for an 800-bed hospital. Drove the remote implementation of care coordination and claims management programs achieving \$960,000 in increased revenue. Managed team of 7 to assess a health system's clinical operations, optimize staff workflows and design 5 patient experience programs, leading to \$15M in savings and revenue growth.



## Jeffrey L. Roberson, M.D.

[jeffrey.roberson.wg24@wharton.upenn.edu](mailto:jeffrey.roberson.wg24@wharton.upenn.edu)  
University of Virginia, Charlottesville, VA  
B.A., With Distinction, Global Public Health,  
Spanish, 2014; The George Washington  
University, Washington, DC, M.D., 2019

**An opportunity to improve the education and support of medical trainees to ultimately impact care delivery.**

**The Hospital of the University of Pennsylvania, Philadelphia, PA**  
*Administrative Chief Resident, Summer 2023*

Coordinated all onboarding activities and training for new residents within the Department of Surgery. Responsible for creating the academic schedule for all trainees over eight training levels as well as creating and executing an educational curriculum.

**The Hospital of the University of Pennsylvania, Philadelphia, PA**

*Resident in General Surgery, 2019-Present*  
Training at a large, tertiary care hospital for a career in academic general surgery with a focus in colon and rectal surgery. Engaged in research on the genetics of benign diseases of the colon and anorectum as well as surgical quality improvement.



## Margaret L. Rollins

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Dartmouth College, Hanover, NH  
B.A., Cum Laude, History, 2015

**An opportunity to build and scale value-based healthcare delivery models and technology that address health and social needs for vulnerable populations.**

### **Author Health, Boston, MA**

*Strategy & Operations Intern, Summer 2023*

Developed and operationalized a multi-modal enrollment strategy to engage Medicare Advantage members with serious mental illness in an innovative value-based behavioral health program. Led team of Community Health Workers to engage in field-based outreach to hard-to-reach and high-need individuals across South Florida.

### **Eleanor Health, Boston, MA & New York, NY**

*Senior Manager, Growth Operations, 2021-2022*

*Interim Director of Operations, Ohio, 2021*  
*Various Market Implementation & Growth Operations Roles, 2019-2021*

Led Growth Operations function and team responsible for new market launches, real estate, operations excellence, operations analytics and special projects. Launched Eleanor in 4 new markets and implemented 5 value-based population health contracts with large national payers and Medicaid MCOs.

### **Oxeon Partners, New York, NY**

*Senior Associate, 2017-2019*

*Associate, 2015-2017*

Partnered with C-Suite and Board of early-stage and high-growth healthcare companies to develop and execute on talent strategy. Managed 40+ C-level and SVP-level executive searches, owning day-to-day project execution, team strategy, client management, candidate management and offer negotiations.



## Thomas M. Ross

[thomas.ross.wg24@wharton.upenn.edu](mailto:thomas.ross.wg24@wharton.upenn.edu)  
Georgia Tech, Atlanta, GA  
B.S., Highest Honors, Industrial & Systems Engineering, 2018

**An opportunity to add the care into health care.**

### **route, Philadelphia, PA**

*Co-founder, Summer 2023*

Built a self-guided therapy startup with a clinician, former venture capitalist and fellow Wharton MBA. Led product efforts by conducting market research, modernizing decades of clinical methods, and coordinating MVP build. Developed business plan and go-to-market strategy. Recruited and managed 5 operators and 4 advisors.

### **Deloitte, Atlanta, GA**

*Consultant, 2019-2022*

Strategy and operations consulting with a focus on novel health care partnerships, operations transformations, and financial modelling. Built predictive analytics for the health care provider practice. Led stepupGA: Deloitte's pro-bono consulting chapter in Atlanta.

### **Teach For America, Miami, FL**

*Mathematics Teacher, 2018-2019*

Taught 102 students and increased the share who passed the state math exam from 20% to 31%, allowing them to enroll in the college-track algebra course in 8th grade.



## Nirav V. Sampat

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Stevens Institute of Technology, Hoboken, NJ  
M.E., Systems Engineering, 2018  
B.E., High Honor, Mechanical Engineering, 2018

**An opportunity to advise and empower technology-driven healthcare companies by facilitating transactions and fostering growth.**

### **Guggenheim Partners, New York, NY**

*Investment Banking Summer Associate, Summer 2023*

Advised healthcare services, medical device, and biopharma companies on various financial transactions. Led valuation, due diligence, market research, strategic assessments, and development of management presentations for sell-side M&A, buy-side M&A, and licensing deals.

### **Deloitte Consulting, New York, NY**

*Consultant, 2020-2022*

*Analyst, 2018-2020*

Advised health plan and HCIT clients on various growth strategy and business transformation engagements. Select experiences include: 1) Developed go-to-market and growth strategies for \$1B geographic expansion initiative for large national health plan following major changes in regulatory and competitive landscape 2) Defined digital transformation strategy for healthcare IT services provider to increase speed to market for new products 3) Drove ACA Exchanges market entry initiative for large national health plan 4) Led claims adjudication process redesign for large national health plan, enabling processing of \$90B of claims per year.



## Alexis M. Saucy

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Swiss Federal Institute of Technology (ETH)  
Zurich, Zurich, Switzerland  
B.Sc., Health Sciences and Technology, 2016  
M.Sc., Neuroscience, 2018

**An opportunity to accelerate pharmaceutical innovation by building meaningful pharma-biotech partnerships**

**BioNTech, Cambridge, MA**  
*Corporate Development and Strategy Intern, Summer 2017*

Valued a CGT biotech through two independent methodologies (incl. DCF) to inform executive board's deal negotiation. Analyzed internal business case for commercial and manufacturing strategy of a CAR-T therapy program. Presented results to exec board and supported further C-level decision making with various other research and analytics.

**The Boston Consulting Group, Zurich, Switzerland**

*Consultant, 2020-2022*  
*Associate, 2018-2020*

Core member of Healthcare and Private Equity practices. Assessed commercial due diligence of health care firms to inform M&A decisions (targets ranging from \$15M to \$1B+ revenues). Defined pharmaceutical market access and launch strategies using value based healthcare. Led workshops and supported PMO for 3 major global organizational transformations of Biopharma & MedTech clients. Elected to represent 70 peers as Cohort Leader.

**IDUN Technologies, Zurich, Switzerland**  
*Intern, 2017*

Supported co-founders as first outside hire to build a strong business foundation. Influenced key strategic decision to pivot from B2C to B2B. Analyzed clinical market (segmentation, competitor analysis) for business plan definition. Built pitch decks for startup contests and investor presentations.



## TJ Schmidt

[schmidt5.wg24@wharton.upenn.edu](mailto:schmidt5.wg24@wharton.upenn.edu)  
University of North Carolina, Chapel Hill, NC  
B.S., Business Administration, B.A., Computer Science, 2018

**An opportunity to build and grow healthcare services companies**

**Geode Health, Chicago, IL**  
*MBA Intern, Summer 2023*

My summer project focused on transitioning providers from salary-based compensation to pay based on productivity.

**MyEyeDr, Vienna, VA**  
*Senior Associate, Strategic Initiatives, 2021-2022*

Developed strategy for launching 3 new service lines, forecasted to generate ~\$30M in incremental revenue at run-rate. Established co-marketing partnership with health-insurance brokerage. Conducted due diligence of e-commerce eyewear retailer and telehealth company.

**Bain & Company, Atlanta, GA**  
*Senior Associate Consultant, 2020-2021*  
*Associate Consultant 2018-2020*

Example projects include: commercial due diligence for private equity firms as part of Bain's Private Equity Group, merger integration for a large physician group, merger integration for an industrial distributor, technology strategy and performance improvement for a property & casualty insurance company.



## Jimmy A. Shah

[jimmy.shah.wg24@wharton.upenn.edu](mailto:jimmy.shah.wg24@wharton.upenn.edu)  
Georgia Institute of Technology, Atlanta, GA  
B.S., Biomedical Engineering, Highest Honors, 2018; Emory University, Atlanta, GA  
B.S., Biology, 2016

**An opportunity to design and develop innovative medical devices that transform patient outcomes.**

**Cerebral Surgical, Philadelphia, PA**  
*Co-Founder, 2023*

Founded a medical device company specializing in the development of an innovative surgical tool aimed at enhancing the efficiency, safety, and cost-effectiveness of shunt procedures. Spearheaded engineering and prototyping phases, driving the evolution of the product from concept to tangible prototype. Fostered strategic collaborations with top-tier medical device product development firms. Directed company financials by overseeing budgeting and timelines, ensuring resource allocation was in alignment with strategic goals and milestones. Played an instrumental role in the intellectual property aspects of the venture, reviewing proposals and leading the patent submission process.

**Longevity Neuro Solutions, Baltimore, MD**  
*Senior Biomedical Engineer, 2018-2022*

Invented novel imaging technology that screens for brain tumors safely and quickly. Augmented brain-machine-interface technology to benefit quadriplegics. Led development of wireless brain mapping implant that treats patients suffering from chronic seizures. Developed an efficient manufacturing process for cranial implants. Led a 4-member team to develop accelerated aging tests of reconstructive implants. Implemented computer simulations for functional brain implants to demonstrate their safety for in-human use.





## Kunal J. Shah

[kunal.shah.wg24@wharton.upenn.edu](mailto:kunal.shah.wg24@wharton.upenn.edu)  
Columbia University, New York, NY  
B.A., Cum Laude, Biology, 2017

An opportunity to work at the intersection of science, technology, and business to catalyze the development of innovative biotherapeutics and medical products.

### **Seismic Therapeutic, Cambridge, MA** *Business Development Intern, Summer 2023*

Conducted scientific diligence on extracellular protein degradation assets through review of pre-clinical and clinical data to compare PK/PD, immunogenicity, dosing regimens and efficacy.

### **Barclays Investment Bank, New York, NY** *Healthcare M&A Summer Associate, Summer 2023*

Analyzed M&A opportunities for small and mid-cap biotechnology companies by conducting strategic due diligence and valuations of clinical pipeline assets.

### **Valar Labs, Palo Alto, CA** *Computational Pathology Product Lead, 2022*

Developed AI-based diagnostic algorithms that leverage histopathology images of solid tissue tumor specimens to generate biomarkers for predicting risk of post-treatment cancer recurrence; co-authored abstract presented at ASCO GI 2023.

### **Foundation Medicine, Cambridge, MA** *Product Manager, 2019-2022*

Led cross-functional teams of software engineers, data scientists, and cancer researchers to develop regulatory-grade genomic datasets and software platforms for use by academic researchers and biopharma R&D units for drug discovery and clinical development.

### **McKinsey & Company, Jersey City, NJ** *Business Analyst, 2017-2019*

Supported clients across life sciences, medical devices, and public sector practices with R&D portfolio prioritization, M&A due diligence, manufacturing strategy, commercial forecasting and launch strategy, and clinical evidence generation.



## Lovely Sharma

[lovely.sharma.wg24@wharton.upenn.edu](mailto:lovely.sharma.wg24@wharton.upenn.edu)  
Indian Institute of Technology (IIT ISM), Dhanbad, India  
B.Tech., Petroleum Engineering, 2014

An opportunity to invest in, operate and build market-leading healthcare services companies.

### **The Sterling Group, L.P., Houston, TX** *Vice President, Private Equity Investment Intern, Summer 2023*

Conducted due diligence for two buyout deals, leading all aspects, including business/financial due diligence, financial modeling, market survey, and third-party advisors' supervision. Assisted in deal negotiations and structure.

### **Sagana, Remote** *Investment Management Intern, Summer 2022*

Developed healthcare services investment thesis by interviewing 40+ founders and co-investors. Led industry/business diligence and presented \$5M elderly care business deal to investment committee.

### **Pristyn Care, Gurgaon, India** *Head of Business, 2020-2022*

Launched kidney treatment services business, managing a 70-member team, generating \$4M/year. Prepared valuation and elective surgeries industry analysis for Pristyn's \$50M Series D fundraise and led negotiations for a \$100M competitor acquisition of a primary care provider.

### **Schlumberger, India, UAE, Malaysia, Russia** *Client Engagement Coordinator, 2014-2020*

Advised senior clients and India Petroleum Ministry on nation's energy outlook. Managed team of 50+ engineers across India, Bangladesh, Nepal, Malaysia, Thailand. Recommended optimal capital allocation solutions to India's largest public sector energy company to invest in offshore assets, driving 2.5x P/E ratio increment. Awarded "Claude Boyeldieu Prize for Business Relevance" by Schlumberger VP Operations.



## Avanee Singh

[avanee.wg24@wharton.upenn.edu](mailto:avanee.wg24@wharton.upenn.edu)  
Stanford University, Stanford, CA  
B.A., Psychology and Economics, 2018  
M.A., Public Policy, 2019

An opportunity to partner with and build large-scale, low-cost healthcare solutions for the developing world.

### **Annalise.ai, Remote** *Commercial Intern, Summer 2023*

Worked with a rapidly-growing Australian company to bring AI solutions in medical imaging to the US. Evaluated potential market opportunities with C-suite level stakeholders at large radiology practices, focused on CT head and CXR chest.

### **Spice Healthcare Private Limited, Gurugram, India** *CEO, 2020 - Present*

Founded a \$40M company focusing on accessible and affordable diagnostic solutions. Disrupted the COVID-19 testing market by offering RT-PCR tests at an 80% price reduction by pioneering the mobile-laboratory model in India. Conducted over 7M tests, set up India's first mobile genome-sequencing and mobile-pathology labs. Received recognition like Bloomberg's Global 50 'Ones to Watch' and the Business World Young Entrepreneur of the Year award. Currently bringing radiology AI solutions to India through a similar model.

### **McKinsey & Company, Gurugram, India** *Business Analyst, 2020-2020*

Helped plant the seeds for an entrepreneurship unit within India's leading engineering university, organize events such as Reimagining the Next Normal for Asia & the World, and drive up sales by over 20% for leading Indian retailers.



## Nikkie B. Singh

[nikkie.singh.wg24@wharton.upenn.edu](mailto:nikkie.singh.wg24@wharton.upenn.edu)  
University of California, Los Angeles, Los Angeles, CA; B.S., Summa Cum Laude, Chemistry, 2018

**An opportunity to help commercialize innovative therapeutics and ensure patients receive life-saving treatments.**

**Genentech, South San Francisco, CA**  
*Commercial Marketing Intern, Summer 2023*  
Uncovered opportunities to capture \$55M in potential revenue upside across an untapped customer segment. Led cross-functional stakeholders in development of targeted account plans and defined role-specific responsibilities. Spearheaded strategy to redesign peer-to-peer engagement and speaker programs in light of increasing regulations and budget cuts. Synthesized cross-therapeutic area insights and conducted secondary research to inform potential pilot programs.

**Deloitte Consulting, Los Angeles, CA**  
*Senior Consultant 2022*  
*Consultant 2020-2022*  
*Business Analyst, 2018-2020*  
Led development of implementation plan for corporate strategy across 2500+ people organization. Created tools for virtual, strategic decision-making, facilitated executive workshops and prepared C-suite deliverables to construct 5-year corporate strategy, including key initiatives to reduce OpEx by >\$100M. Interviewed 30 oncologists, including high-profile researchers and oncology directors at top academic centers; synthesized insights, identifying value proposition and data needs to drive treatment uptake for client's small cell lung cancer drug. Created database of 3500+ KOLs and conducted detailed analyses for prioritization and influence mapping of KOLs. Segmented \$1.5B rare disease market by patients and physicians.



## Joanna Ariel Skeath

[Joanna.Skeath.wg24@wharton.upenn.edu](mailto:Joanna.Skeath.wg24@wharton.upenn.edu)  
University of Maryland, College Park, MD  
B.S., Summa Cum Laude, Finance, 2011  
Harvard University, Cambridge, MA  
Masters in Public Administration, expected May 2024

**An opportunity to invest in and partner with companies and management teams to improve cost, access, and quality for healthcare and education globally.**

**BPEA EQT, Hong Kong SAR/Los Angeles, CA U.S.**  
*Summer Vice President, 2023*  
Assessed cross-border investment opportunities in healthcare (clinical trial services), education (ed tech and education services), and consumer (pet products), with a focus on APAC. Performed market assessment, financial analysis, and preparation of materials for in-person meetings with target company's CEO.

**LLR Partners, Philadelphia, PA U.S.**  
*Investment Professional, 2021-2022*  
*MBA Intern, 2020-2021*  
Evaluated investments in healthcare and education technology. Led investment theses in clinical trial technology and provider supply chain, resulting in two closed deals (RealTime CTMS, VPL). Led key diligence workstreams (market assessment, financial / operational analyses, preparation of IC and management meeting materials, oversight of third-party vendors).

**The Boston Consulting Group**  
*Consultant, 2018*  
*Associate, 2015-2017*  
Served strategy consulting clients across healthcare, technology, education, and PE diligence. Select healthcare experience includes retail pharmacy (national roll-out of data-driven patient outreach to boost adherence) and med tech (market study for potential Latin America launch of novel affordable arbovirus diagnostic device).



## Nick Skerritt

[nicholas.skerritt.wg24@wharton.upenn.edu](mailto:nicholas.skerritt.wg24@wharton.upenn.edu)  
University of Sydney, Sydney, Australia  
BComm (Liberal Studies), Finance, Accounting, Business Information Systems, 2017

**An opportunity to meaningfully bend the curve of significant global population health challenges through innovative interventions with best-in-class science.**

**Stealth Start Up, Philadelphia, PA**  
*Co-founder, 2023-Present*  
Co-founded an early-stage biotech company.

**Pathways Residences, Sydney, Australia**  
*Head of Strategy and Corporate Development, 2022*  
Sourced and led joint venture (incl. equity investment) partnership for \$250M integrated seniors living/nursing home. Led investment committee and building of business case, directly negotiated all transaction documentation, managed 5 diligence teams.

**Ernst & Young Investment Banking team, Sydney, Australia**  
*Manager, 2018-2022*  
Managed sell- and buy-side M&A deals within EY's Investment Banking team, primarily focused on middle market healthcare and sponsors transactions. Early promoted to Manager in 6 months (in a normal 3-year promotion cycle). Advised Quadrant Private Equity on its ~50% acquisition of Fullerton Health Australia, a leading primary care provider.



## James Soo, M.D.

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

Imperial College London, London, U.K.  
B.Sc., Medical Sciences with Management,  
1st Class Honors, 2015  
M.D., Medicine, 2017

**An opportunity to build and invest in innovative biotechnology companies that bring game-changing therapies to patients.**

**Genentech, South San Francisco, CA**  
*MBA Intern, Portfolio Strategy & Execution (Planning), Summer 2023*

Evaluated Phase 3 development options for lead KRAS inhibitor program, performing valuation analyses and working cross-functionally to drive risk-reward discussions. Conducted a 5-year retrospective analysis of oncology strategy, delivering insights into portfolio evolution and pinpointing areas for potential team-specific learnings.

**Lucence, Palo Alto, CA and Singapore**  
*Manager, Clinical Development, 2020-2022*

Developed clinical trials to validate liquid biopsies for early cancer detection and treatment selection including \$2M flagship prospective global multicenter lung cancer trial. Drove competitor analyses and collaborated with R&D on biomarker panel development. Spearheaded Medicare submission and supported growth of commercial operations in the U.S.

**Cambridge University Hospitals, Cambridge, U.K.**

*Physician, 2018-2020*

Managed and admitted patients at a leading academic tertiary care center as well as community settings as part of the 2-year UK national training program (NHS) comprising rotations in internal medicine and general surgery.



## Samantha S. Spear

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

Brown University, Providence, RI  
A.B., Biology, 2017

**An opportunity to improve efficiency and quality in healthcare delivery through technology and innovation.**

**Manatt Health Strategies, New York, NY**  
*Summer Analyst, Summer 2023*

Conducted research and data analysis, developed materials and communicated with clients across projects on topics including Long-Term Supports & Services (LTSS), state-based insurance marketplaces, Mental Health Parity Policy, county-level data exchange infrastructure and 1115 Medicaid waiver requirements for psychiatric bed-tracking tools.

**Verana Health, New York, NY**

*Sr. Manager, Life Science Partnerships, 2021-2022*

*Manager, Life Science Partnerships, 2020-2021*

Led project management and client partnerships for the new clinical trials business unit. Created and managed Site Engagement Team including two direct reports. Developed long-term strategy road map for business unit, collaborating with Product, Finance and executive leadership teams to forecast.

**Trialspark, New York, NY**

*Client Growth Associate, 2019-2020*

Supported commercial organization with market sizing and segmentation studies, deal cycle support and account management. Improved deal conversion rate by 80% in H1 2020 vs H2 2019. Launched Project Covalence, a COVID-19 antibody surveillance study.

**Guidepoint, New York, NY**

*Project Manager, 2018-2019*

*Research Manager, 2018-2018*

*Research Analyst, 2017-2018*

Managed primary research projects for consulting clients conducting due diligence, strategy research and market studies.



## Maria Veronika Stattin

[veronika.stattin.wg24@wharton.upenn.edu](mailto:veronika.stattin.wg24@wharton.upenn.edu)

Columbia University, New York, NY  
B.A., Neuroscience and Behavior, 2019

**An opportunity to be at the center between science and business to ensure that drugs which help patients make it to the market.**

**Regeneron, Tarrytown, NY**

*Business Development intern, Summer 2023*

Conducted landscaping and prioritization to acquire selected mechanism of action for autoimmune indications. Created deck to pitch internal molecule to VCs for out-licensing. Analyzed potential commercial landscape for mAb in infectious disease, defining Regeneron's strategy in indication with clinical development team. Defined counterproposal for in-licensing of preclinical assets in infective disease.

**The Boston Consulting Group, Milan, Italy**

*Senior Associate, 2022*

*Associate, 2019-2021*

Core member of health care practice focused on pharma and biotech. Relevant Project work: Devised consumer health care portfolio strategy for top 3 Italian biopharma company, leading to private acquisition of the largest European topical analgesics patches manufacturer. Developed biotech portfolio strategy for rare disease franchise for leading Italian pharma company, focusing on pipeline for gene therapy, gene editing ex vivo and RNA therapeutics, leading to partnership with Moderna. Analyzed outside-in potential business plan of over 10 assets in rare diseases and created a methodology currently used across BCG projects in Italy, during due diligence of one of top 5 Italian pharma companies.



## Luke Thompson

[luke.thompson.wg24@wharton.upenn.edu](mailto:luke.thompson.wg24@wharton.upenn.edu)  
University of Georgia, Athens, GA  
B.A., Economics 2017

### Investing in healthcare companies.

**Marshall Wace, New York, NY**  
*Investment Analyst, Summer 2023*  
Developed and presented investment recommendations.

**Staple Street Capital, New York, NY**  
*Private Equity Associate, 2018-2022*  
Evaluated acquisitions across industries, led diligence, navigated complex transactions.

**Citi, New York, NY**  
*Investment Banking Analyst, 2017-2018*  
Advised healthcare companies on mergers, acquisitions, and IPOs.



## Jonathan J. Wakim

[jonathan.wakim.wg24@wharton.upenn.edu](mailto:jonathan.wakim.wg24@wharton.upenn.edu)  
University of Florida, Gainesville, FL  
B.A., Cum Laude, Economics, 2018  
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA M.D.  
Candidate, 2024

### An opportunity to combine my clinical acumen with business expertise to innovate in healthcare delivery using emerging technologies.

**LionBird Ventures, New York, New York**  
*Summer Associate, Summer 2023*  
Performed initial review and triage of inbound deal flow of >500 start-ups and performed due diligence on SaaS digital health investment opportunities for preparation of investment memos for LPs. Leveraged medical knowledge in pitch meetings to assess start-up candidacy to receive investments of \$500,000 - \$5M in seed and Series A funding. Led development of portfolio CRM platform to monitor portfolio companies and automate tracking of incoming deals.

**Rock Health Capital, Remote**  
*Venture Fellow, 2022-2023*  
Conducted due diligence on digital health companies spanning infrastructure, digitization of life sciences, and tech-enabled services. Supported in the execution of 2 deals including writing of investment memos to LP base. Responsible for monthly portfolio management and deal flow generation summaries for LPs.



## David L. Wang

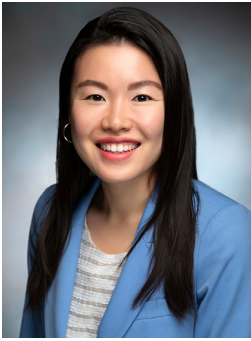
[David.Wang.wg24@wharton.upenn.edu](mailto:David.Wang.wg24@wharton.upenn.edu)  
Harvard University, Cambridge, MA  
A.B., Stem Cell and Regenerative Biology, 2016

### An opportunity to invest in or be a product leader for innovative healthcare services companies focused on improving outcomes.

**Peloton Equity, Greenwich, CT**  
*Summer Associate, Summer 2023*  
Supported ~\$100M growth recapitalization bid for DME revenue cycle platform. Owned valuation model and conducted financial diligence with management team and QoE auditor. Presented thesis on investable telehealth opportunities and prioritized deal targets to partners.

**Meta, New York, NY**  
*Strategy and Operations Manager — Health Technology, 2021-2022*  
Spearheaded product roadmapping for hearing loss accessibility feature on AR glasses with research engineers and clinical audiologists. Defined GTM strategy in health insurer and D2C consumer channels and co-created PRD for hypertension management feature on wrist as part of new product launch planning. Led team of analysts in estimating potential impact of that feature through analysis of 500M+ medical claims.

**McKinsey & Company, New York, NY**  
*Senior Associate, 2018-2021*  
Increased daily COVID-19 testing volume ~900% for state government by developing population testing strategy and operationalizing community testing sites with National Guard teams. Modeled vaccine supply to guide prioritization strategy and operationalize provider sites in early 2021. Supported seven M&A due diligences on healthcare services assets for private equity megafunds. Embedded with senior leaders at leading academic hospital with ~\$9B patient service revenue to develop 10% margin improvement strategy.



## June Wang

[junewang.wg24@wharton.upenn.edu](mailto:junewang.wg24@wharton.upenn.edu)  
Barnard College, New York, NY  
B.A., Economics and Political Science, 2014

An opportunity to build or invest in companies that improve quality of care or solve unaddressed patient, provider, or caregiver needs.

### Amazon, Seattle, WA

*Senior Product Manager Intern, Summer 2023*

Established \$4M cost saving process to manage alternative payment products. Assembled dashboard that enables ~125-member team to monitor product results. Partnered with Machine Learning to implement customer friction reduction solution to save \$1.3M.

### Medtronic, Boston, MA

*Principal Associate, Venture Capital Team, 2021-2022*

*Senior Associate, Venture Capital Team, 2018-2021*

Led due diligence of 20+ healthcare technology companies and assessed investment attractiveness via product evaluations, expert interviews, market research, and clinical data analysis. Pitched investment committees on deal rationale and terms to secure approval for 7+ investments. Supported 2 portfolio companies as Board observer.

### Criteo, New York, NY

*Finance Business Partner*

Conducted market sizing exercise with Product and Sales team to identify new product opportunities. Crafted business case that led to development of new product growing at 120% year over year.

### BMO Capital Markets, New York, NY

*Investment Banking Analyst, Healthcare Team*

Executed ~\$500M in M&A and capital raising transactions by researching industry trends, building financial models and valuation analysis, and leading cross-functional project teams.



## Kerone Wint, MD

[kerone.wint.wg24@wharton.upenn.edu](mailto:kerone.wint.wg24@wharton.upenn.edu)  
University of the West Indies, Mona, Jamaica  
Bachelor of Medicine and Surgery, Honors, 2014  
B.S., Honors, Basic Medical Sciences, 2012

An opportunity to innovate scalable healthcare solutions that benefit underserved and vulnerable populations.

### McKinsey & Company, San Francisco, CA

*Associate Intern, Summer 2023*

Life Sciences practice—prepared for launch of first-in-class therapy. Conducted expert interviews; designed, implemented and analyzed a 100+ respondent survey. Refined clinical messages, developed a claims library and developed the messaging strategy presented to the CEO. SHaPE practice—developed an integrated (medical and social services) value-based care model project demonstration targeting a high-need, high-cost Medicaid-eligible population for a not-for-profit client, presented to philanthropists and approved for implementation.

### Kingston Public Hospital, Bustamante Hospital for Children and National Chest Hospital, Kingston & St Andrew, Jamaica

*Plastic Surgery Medical Officer II, 2016-2022*

Performed 700+ major and minor plastic surgery procedures. Supervised and trained junior staff. Supervised minor operating theater lists and responsible for in-hospital management of 200+ patients per year. Served on hospital-level committees.

### South East Regional Health Authority, St Catherine, Jamaica

*Senior House Officer and Medical Intern, 2014-2016*

Assisted in surgical operations across general surgery, obstetrics and gynecology, and plastic surgery rotations. Also completed rotations in internal medicine, pediatrics, and community health.



## Kristin N. Wong

[kristin.wong.wg24@wharton.upenn.edu](mailto:kristin.wong.wg24@wharton.upenn.edu)  
Stanford University, Stanford, CA  
B.A., Human Biology, 2017

An opportunity to develop and scale innovative technologies to improve the delivery of health care.

### Amazon, Seattle, WA

*Senior Product Manager Intern, 2023*

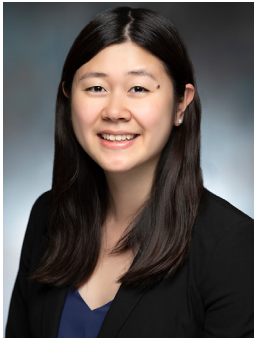
Developed product strategy for global Prime member acquisition, focused on enhancing benefit awareness and value proposition for Non-Prime customers across online retail journey. Collaborated with 20+ stakeholders across regions (e.g., North America, Europe, Asia) and functions (e.g., UX, engineering, finance) to evaluate customer pain points, business needs and technical feasibility, informing prioritization of product initiatives.

### ZS Associates, San Mateo, CA

*Associate Consultant, 2020-2022*

*Associate, 2017-2019*

Partnered with pharmaceutical clients by leading qualitative and quantitative market research with providers and patients to inform business development and commercialization decisions. Analyzed customer insights (e.g., drivers and barriers to adoption, unmet needs), market performance data and competitive landscape to develop data-driven strategic recommendations for launching and scaling products, including the first FDA-approved treatment for COVID-19, the market-leading treatment for HIV and a mobile health app to help patients adhere to medication. Executed workshops for 40+ global cross-functional clients to brainstorm strategies to respond to competitive threats, achieving organizational alignment around contingency planning.



## Annie Xu

[annie.xu.wg24@wharton.upenn.edu](mailto:annie.xu.wg24@wharton.upenn.edu)

Yale University, New Haven, CT  
B.A., Psychology & Economics, 2018  
School of Social Policy and Practice at the  
University of Pennsylvania, Philadelphia, PA  
M.S.W. Candidate, 2024

**An opportunity to design ventures that deliver improved wellness and behavioral health outcomes.**

### **Pairfect, Philadelphia, PA**

*Founder, 2022-present*

Launched startup focused on delivering an authentic alternative to dating apps through growing a network of matchmakers to meet with each user. Awarded cash prizes from Startup Challenge, VIP-X accelerator, VIP Innovation Fund and consumer start-up competition sponsored by Contrary and Maveron.

### **Genoa Telepsychiatry, part of Optum, Remote**

*Chief of Staff, 2021-2022*

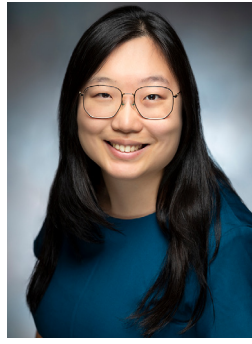
Created proposal on how to integrate telepsychiatry capabilities within Optum's behavioral health vision. Designed new pricing options of current services to increase accessibility of telepsychiatry programs to clinic partners. Led workshops to enhance collaboration between clinic and provider partnership teams.

### **The Boston Consulting Group, Philadelphia, PA**

*Consultant, 2020-2021*

*Associate, 2018-2020*

Strategy consultant for healthcare and public sector organizations. Select experiences: developed COVID response for public sector organization's sales team, led negotiation between public sector client against Fortune 50 competitor and designed change management strategy for large healthcare organization.



## Rainbow (Laan) Yeung

[rainbow.yeung.wg24@wharton.upenn.edu](mailto:rainbow.yeung.wg24@wharton.upenn.edu)

Harvard University, Cambridge, MA  
B.A., Molecular and Cellular Biology, 2019

**An opportunity to improve healthcare access, transparency, and equity for underserved or vulnerable patient populations.**

### **Menlo Ventures, San Francisco, CA**

*MBA Intern, Summer 2023*

As a part of the Labs team, researched opportunities in women's health, electronic health records, and the resale economy. Supported work with Future Founders and existing Labs companies' operations.

### **Odyssey Notebooks, Bethesda, MD**

*Founder, 2021-2023*

Created fine paper products for fountain pen users; 30,000+ units sold worldwide. Awarded cash prizes from Startup Challenge, VIP-X accelerator, Innovation Fund, and Global TiE University Pitch Competition.

### **McKinsey & Company, Boston, MA**

*Business Analyst, 2019-2021*

Dedicated to McKinsey's life sciences and public health practices. Designed cross-functional commercialization process for COVID-19 vaccine and managed rollout, overseeing supply and allocation strategies. Established Small Business Strong, state-based non-profit to provide small businesses professional resources. Created go-to-market entry strategies for med tech company, enabling 10x expansion of operational capacity while maintaining 95%+ patient satisfaction.

# 2023 Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2023.

**ACRE VENTURE PARTNERS**  
Los Angeles, CA

**ADITUM BIO**  
San Francisco, CA

**AMAZON**  
Seattle, WA

**ANNALISE.AI**  
Remote

**ASTRAZENECA**  
Wilmington, DE

**AUTHOR HEALTH**  
Philadelphia, PA

**AWARE RECOVERY CARE**  
Philadelphia, PA

**BARCLAYS**  
New York, NY

**BIONTECH**  
Cambridge, MA

**BOSTON CONSULTING GROUP**  
Philadelphia, PA & Seattle, WA

**BPEA EQT**  
Hong Kong

**CAREGIVER, INC.**  
Remote

**CEREBRAL SURGICAL**  
Remote

**CLEARVIEW**  
New York, NY

**CLEARVIEW/PARTNERS**  
New York, NY

**CRANEMERE GROUP**  
New York, NY

**DAVITA**  
Remote

**ELEMENT3 HEALTH**  
Remote

**ELI LILLY**  
Indianapolis, IN

**ELION HEALTH**  
Remote

**FOODSMART**  
Remote

**GENENTECH**  
South San Francisco, CA

**GENERAL ATLANTIC**  
New York, NY

**GEODE HEALTH**  
Remote

**GOLDMAN SACHS**  
New York, NY

**GUGGENHEIM PARTNERS**  
New York, NY

**HEALTHMAP SOLUTIONS**  
Remote

**HOSPITAL OF UPENN**  
Philadelphia, PA

**HUMANA**  
Remote

**J.P. MORGAN**  
New York, NY

**JUXTAPOSE**  
New York, NY

**LIONBIRD VENTURES**  
Remote

**MANATT HEALTH**  
New York, NY

**MARSHALL WACE**  
New York, NY

**MCKINSEY**  
New York, NY, Chicago, IL & San Francisco

**MEDTRONIC**  
Minneapolis, MN

**MENLO VENTURES**  
Remote

**MORGAN STANLEY**  
San Francisco, CA

**MTS HEALTH PARTNERS**  
New York, NY

**NEMA HEALTH**  
Remote

**NEUROFLOW**  
Philadelphia, PA

**NYX PARTNERS**  
New York, NY

**OSHI HEALTH**  
Remote

**OXEON VENTURE STUDIO**  
New York, NY

**PATINA HEALTH**  
Philadelphia, PA

**PELTON EQUITY**  
New York, NY

**PENN MEDICINE**  
Philadelphia, PA

**PFIZER**  
New York, NY

**REGENERON**  
Tarrytown, NY

**ROUTE**  
Remote

**RTW INVESTMENTS**  
New York, NY

**START-UP**  
Remote

**SWINERGY**  
Minneapolis, MN

**T. ROWE PRICE**  
Baltimore, MD

**TAIWAN MOBILE**  
Taiwan

**THE STERLING GROUP**  
Houston, TX

**THERMO FISHER SCIENTIFIC**  
Boston, MA

**VERTEX**  
Boston, MA

**WINDHAM VENTURE PARTNERS**  
New York, NY

## Administration

**ERIKA H. JAMES, PH.D.**  
Dean, The Wharton School

**NICOLAJ SIGGELKOW, PH.D.**  
Vice Dean and Director, The Wharton Graduate Division

**GUY DAVID, PH.D.**  
Chair, Health Care Management Department,  
The Wharton School

**JUNE M. KINNEY, M.A.**  
Director, MBA Program in Health Care Management

**REBECCA VOLD**  
Administrative Coordinator,  
MBA Program in Health Care Management

**JANICE SINGLETON**  
Administrative Coordinator,  
MBA Program in Health Care Management

# 2023 Health Care Program Mentors

**Mentors are leaders and senior managers in the health care field who have agreed to provide career and professional development advice and guidance to Health Care management students**

**TIM ABBOT**

Zenyth Partners  
Great Neck, NY

**DAVE ALLEN**

Medtronic  
Minneapolis, MN

**JOE ANDERSON**

Nautic Partners  
Boston, MA

**ALEX APTEKMAN**

360 Behavioral Health  
Los Angeles, CA

**HEATHER ASPRAS**

Merck & Co  
Philadelphia, PA

**DANIEL ASTRACHAN**

Discover Health  
Wayland, MA

**GRAHAM ATTIPOE**

Tekla Capital Management  
Boston, MA

**TOBY AUWERTER**

Endeavour Vision  
Minnetonka, MN

**MATT BAKER**

Cortec Group  
New York, NY

**GEOF BAKER**

Versational  
Henderson, NV

**VIKRAM BAKHRU, MD**

Innovista Health Solutions  
Los Angeles, CA

**JOHN BARBIERI**

Brigham and Women's Hospital  
Boston, MA

**ALI BEHBAHANI, MD**

New Enterprise Associates  
Chevy Chase, MD

**SIGAL BEN-ARI**

Medtronic  
Sacramento, CA

**LUKE BETTERMAN**

Bain & Company  
Seattle, WA

**DARREN BLACK**

Summit Partners  
Boston, MA

**SHANE BOUCHARD**

Ensoma  
Boston, MA

**DAVID J. BRAILER**

Cigna  
Bloomfield, CT

**KARA BROTEMARKLE**

Roche / Genentech  
Stockholm, Sweden

**DAVID BROWER**

Accent Therapeutics  
Lexington, MA

**JAMES BUXTON**

New Enterprise Associates  
New York, NY

**EDWARD CHAN**

1315 Capital  
Philadelphia, PA

**ARIANA CHEHRAZI**

InterWell Health  
Palo Alto, CA

**BRIAN G. CHOI**

The George Washington University  
Washington, DC

**BRETT CHUNG**

AllStripes  
San Francisco, CA

**BRETT COHEN**

Sevita  
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