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<td>Monika Spiewak</td>
<td>Sabrina Stucka</td>
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<td>Alex Turok</td>
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<td>Zhenze (Angelo) Wang</td>
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<td>Shunhua Yan</td>
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<td>Jenny Yang</td>
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<td>Lejla Agic</td>
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<td>Martina Carbone</td>
<td>Liza Coburn</td>
<td>Benjamin Cramer</td>
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<td>Arika David</td>
<td>Iana Dimkova</td>
<td>Kara Dimon</td>
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<td>Sarah Drew</td>
<td>Nathan Farber</td>
<td>Brian Feiler</td>
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<td>Ting Ting Guo</td>
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<td>Adrienne Howell</td>
<td>Betty Huang</td>
<td>Adam Kalikow</td>
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<td>MARIANNA KATSKA</td>
<td>KATE KRAMER</td>
<td>JESSICA KLEINER</td>
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<td>ALLISON KUNCICK</td>
<td>JAMES LEE</td>
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The Healthcare Industry Association (HCIA) is committed to expanding opportunities outside of the classroom for Columbia Business School students to learn about the many segments of the healthcare industry. Working in close collaboration with the Healthcare and Pharmaceutical Management Program, HCIA organizes a variety of activities throughout the year. It offers members the opportunity to increase their knowledge of the healthcare industry, expand their professional networks, learn about diverse career paths, and secure internships, full-time opportunities, and in-semester projects.

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

- Columbia Business School Annual Healthcare Conference
- Healthcare Career “Supercharger”
- Career Bootcamp Series
- “Day in the Life” Events with select corporate partners
- Lunch and Learn Networking Events
- Alumni Networking Events
- Executive Speakers
- Peer-to-Peer groups with Social Enterprise, Entrepreneurship, Value-Investing, and others

HCIA members accept full-time and internship positions across the spectrum of the healthcare industry. Many students are recruited into management development rotation programs and functional positions (finance, marketing, business development, strategic planning, etc.) at global healthcare enterprises and early-stage life sciences and healthcare services companies. Students also obtain healthcare-focused positions in consulting, investment banking, private equity/venture capital, and nonprofit organizations.
Columbia Business School’s Healthcare and Pharmaceutical Management (HPM) Program provides students with a real-world understanding of the increasingly complex healthcare environment. Through a multidisciplinary approach shaped by innovative course offerings, complementary out-of-class activities, networking opportunities with industry leaders, and one-on-one career planning/mentoring, the Program offers a dynamic learning experience focused on the major issues affecting the global healthcare ecosystem. The HPM Program emphasizes critical thinking and encourages the development of new approaches to address the strategic, economic, competitive, technological, and sociopolitical challenges facing this important sector. Healthcare courses are offered as electives (no minimum requirements) within the overall curriculum at Columbia Business School, enabling students to tailor their coursework to their individual needs and career aspirations.

The HPM Program offers students:
- A flexible, comprehensive, and pragmatic array of healthcare courses
- A career-focused approach to learning and professional development
- A powerful network of alumni and other healthcare business professionals
- A global perspective
- An entrepreneurial mindset
- An attractive New York City location
- Access to the world-class Columbia healthcare community

The HPM Program was established in 2006 and is led by Professor Cliff Cramer, a 25+ year veteran of the healthcare, pharmaceutical and financial services sectors. The Program was designed by seasoned industry executives who understand first-hand the skills and industry insight necessary to be successful in this dynamic and highly challenged global business sector.

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

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

Information on the HPM Program can be found at: www8.gsb.columbia.edu/healthcare/
MARINA ARAUJO
maraujo15@gsb.columbia.edu
Strategy and Marketing
CEMA University
Buenos Aires, Argentina
BA, Economics, 2004

COVIDIEN, Zurich, Switzerland
Pricing Manager, Surgical Europe (2012 – 2014)
Senior Pricing Analyst (2010 – 2012)
Pricing Analyst (2009 – 2010)
Instituted first-time company-wide price setting policy for six new product launches, reflecting perceived value and monthly tracking versus actuals, resulting in a 20% decrease in price variance across countries.
Advised on the analysis and strategy for an international contract negotiation.
Designed pricing strategy and tools for cross-selling opportunities, expanding market from six to seventeen countries.
Led cross-functional team for roll-out of Pricing Software across functions and 13 countries.
Created several complex financial tools to evaluate scenarios, forecast, and impact on P&L.

NATURA COSMETICS, São Paulo, Brazil
Marketing Innovation Analyst
2006 – 2008
Launched three new products, defined pricing, concept positioning and communication, and delivered presentations to sales force.
Analyzed market research to identify new opportunities and define pricing points; study taken as best-practice.

MATT BODENSTEDT
mbodenstedt15@gsb.columbia.edu
Management and Strategy
University of Cambridge
Cambridge, United Kingdom
MPhil, Finance, 2011
Leibniz University of Hanover
Hanover, Germany
BS, Industrial Engineering, 2010

MCKINSEY & COMPANY, Frankfurt, Germany
Fellow Senior Associate
2011 – 2014
Developed launch roadmaps including market assessment, resource planning, clinical trial design and pricing strategy for pharmaceutical companies and medical device players.
Redesigned operational model and organizational setup for US-based consumer health company.
Conducted commercial due diligence for healthcare company leading to a multi-billion dollar merger.
Designed operational model for diabetes alliance of two leading pharmaceutical companies.
Identified in-licensing opportunities with sales volume of >$100m for European generics sterile injectable player.

SARAH BROWN
sbrown15@gsb.columbia.edu
Consulting and Strategy
Princeton University
Princeton, New Jersey
AB, English, 2009

BOSTON CONSULTING GROUP, Washington, DC
Summer Consultant
2014
Supported a worldwide organizational transformation for a pharmaceutical company seeking to cut costs and increase efficiency.
Worked with client to prioritize each market, allocate and track budget reduction, and ensure alignment across departments.
Co-wrote a BCG publication on the impetus, framework, and best practices for transforming a biopharmaceutical company.

AVALERE HEALTH, Washington, DC
Manager
2010 – 2013
Advised life science companies on strategic decision-making around key market and policy trends, with a specific focus on the commercial implications of healthcare reform.
Served as Client Manager for three pharmaceutical companies; identified and initiated projects to address commercial priorities, managed all project teams, responsible for six-fold increase in a client’s sales to Avalere in one year.

LEERINK SWANN, Boston, MA
Analyst
2009 – 2010
Worked in teams to present data-driven recommendations to pharmaceutical clients, based on interviews and market research.
Created database of every hospital in the US, stratifying the market by comparative advantages for neurologic care to be used by large pharmaceutical company to better engage hospitals around its brain-trauma product.
MATT CANTOR
mcantor15@gsb.columbia.edu
Venture Capital and Entrepreneurship
Cornell University
Ithaca, New York
BS, Policy Analysis and Management, 2009

KONEKSA HEALTH, New York, NY
VP Business Operations
2014
- Led all finance and operating activities including fundraising, recruiting, and legal contracting.
- Led 4-week study of 25 diabetics using beta application—including onboarding, interviewing, and summarizing findings to inform product vision.

DELOITTE CONSULTING, New York, NY
Consultant
2009 – 2013
- Supported healthcare venture capital clients with target identification and due diligence efforts, leading to $30m of invested capital.
- Supported portfolio management activities including: educating executive teams on the impact of healthcare reform, identifying potential partnership opportunities, and developing growth strategies and exit options.
- Conducted market analysis and due diligence activities validating the $25m sales pipeline of an acquisition target in the drug safety space.
- Executed a sourcing assessment, helping to identify $30m in savings for the maintenance and repair spend category for a global beverage distributor.

MICAH CHILES
mchiles15@gsb.columbia.edu
Consulting and Finance
University of North Carolina
Chapel Hill, North Carolina
BS, Business Administration, 2007

MCKINSEY & COMPANY,
New York, NY
Summer Associate
2014
- Designed and piloted a dashboard to evaluate quantitative and qualitative performance metrics in product development for a Fortune 100 medical device conglomerate.
- Created hands-on training exercise to build client product development capabilities for a pilot class of 600 employees.

JOHNSON & JOHNSON VISION CARE, INC.,
Jacksonville, FL
ODLean Senior Consultant
2011 – 2013
- Led 19 onsite implementations as engagement manager, resulting in 30% improvement in revenue and 50% reduction in patient wait time for owner and COO clients.
- Oversaw all ODLean digital marketing strategy and promotions, including creation and company board approval of a J&J Social Media brand, which resulted in 100% increase in warm leads YOY.
- Managed relationships with over 120 physicians’ offices, and 250 physicians. Increased sales of Vistakon products 12% each year, via four product launches.
- Trained and coached 27 TBM’s during tenure as Field Sales Trainer and Primary Sales School Trainer.

LEE COOPER
lcooper15@gsb.columbia.edu
Private Equity and Entrepreneurship
Columbia Law School
New York, New York
JD, 2015

Dartmouth College
Hanover, New Hampshire
AB, Religion, 2009

GOODWIN PROCTER, Boston, MA
Summer Associate, Private Equity and Life Sciences Transactions
2014
- Prepared corporate governance and regulatory materials for an upsized biotech IPO.
- Drafted private placement materials with CEO and CFO of a growth-stage technology company.
- Supported various biotech deal teams (Series A, B, M&A, etc.).

ALLAZO HEALTH, New York, NY
Business Development
2013
- Worked with Health IT CEO to build pitch decks, develop sales and business development materials, and lead operational projects for this Blueprint Health graduate.

ARTISAN HEALTHCARE CONSULTING,
Waltham, MA
Consultant (2011 - 2012)
Associate (2010 - 2011)
- Supported biotech business development teams with market research, investor decks, and deal terms calculators across Oncology, Immunology, Rare Diseases, and other therapeutic classes.
- Prepared analysis and wrote ‘Personalized Medicine’ and ‘Rare Disease Launch’ strategic plans for a major US oncology franchise.
- Managed client relationships and workflows for quantitative analysis of health industry data.
MELISSA GAVIN
mgavin15@gsb.columbia.edu
Marketing and Strategy
Emory University
Atlanta, Georgia
BBA, Business Administration and Mathematics, 2008

UNILEVER, New York, NY
Summer Associate Brand Manager
2014
Developed and executed market survey to characterize client’s core customers and provide a rigorous assessment of customer attitudes and usage to help refine customer experience across customer corridor.

DELOITTE CONSULTING, Boston, MA
Senior Consultant
2010 – 2013
Advised major pharmaceutical and health insurance companies across executive level marketing and corporate strategy challenges.

BAIN & COMPANY, Los Angeles, CA
Summer Associate Brand Manager
2014

Developed and executed market survey to characterize client’s core customers and provide a rigorous assessment of customer attitudes and usage to help refine customer experience across customer corridor.

INSIGHT SOURCING GROUP, Atlanta, GA
Analyst
2008 – 2010
Led the implementation of process improvements resulting in additional $20m of annual income through reduction in bad-debt write-offs.

EDWARDS LIFESCIENCES, Irvine, CA
Senior Analyst, Sales Strategy & Operations, Transcatheter Heart Valves
2011 – 2013
Directed the assessment of over 1,500 hospitals to construct successful US commercialization plan for SAPIEN Transcatheter Heart Valves.

DAVITA, El Segundo, CA
Redwoods Business Analyst, Revenue Operations
2010 – 2011
Led the implementation of process improvements resulting in additional $20m of annual income through reduction in bad-debt write-offs.

NICHOLAS ENNIS
nennis15@gsb.columbia.edu
Finance and Consulting
Pennsylvania State University
University Park, Pennsylvania
BA, Economics, 2007

AMERICAN EXPRESS, New York, NY
Summer Intern
2014
Devised strategy to reduce charge card delinquencies and streamline reconciliation process for employees of one of the largest private companies in the US.

UNITED STATES ARMY, Fort Bliss, TX
Military Officer
2007 – 2013
Trained and led a 23-soldier platoon over an eight month period in preparation for combat operations; managed all aspects of the collective training, administration, personnel management, and logistics of the platoon.

BRETT DERBY
bderby15@gsb.columbia.edu
Management and Consulting
University of Southern California
Los Angeles, California
BS, Business Administration, 2010

BAIN & COMPANY, Los Angeles, CA
Summer Associate
2014

Developed and executed market survey to characterize client’s core customers and provide a rigorous assessment of customer attitudes and usage to help refine customer experience across customer corridor.

Analyzed and synthesized survey insights to create actionable customer segmentation for driving customer loyalty and accelerating new customer growth.

DELOITTE CONSULTING, Boston, MA
Senior Consultant
2010 – 2013
Advised major pharmaceutical and health insurance companies across executive level marketing and corporate strategy challenges.

Managed one to four consultants per project, crafted project deliverables, managed client relationships, and presented findings.

LED 2011-2012 undergraduate recruiting efforts, including the design and execution of the 2012 summer internship program.

INSIGHT SOURCING GROUP, Atlanta, GA
Analyst
2008 – 2010
Utilized strategic sourcing techniques to reduce clients’ bottom line spend.

Consolidated supplier financial bids, analyzed results, created summaries, and savings strategies.

CIGNA, Philadelphia, PA
Actuarial Intern
2007
Conducted an incidence study to review pricing for short-term disability insurance products.
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<th>Contact Information</th>
<th>School/University (Location)</th>
<th>Experience/Position (Location)</th>
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<tbody>
<tr>
<td>Frank Glaser</td>
<td><a href="mailto:fglaser15@gsb.columbia.edu">fglaser15@gsb.columbia.edu</a></td>
<td>Tulane University School of Medicine (New Orleans, Louisiana)</td>
<td>ANGULUS, New York, NY Founder/CEO 2013 - Present; CLEARVIEW HEALTHCARE PARTNERS, Boston, MA Consultant 2009 - 2011; BOSTON SCIENTIFIC, New York, NY Account Manager 2011 - 2013; BOSTON BIOMEDICAL CONSULTANTS, Boston, MA Analyst 2008 - 2009</td>
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</tbody>
</table>

**Alexander Girod**

- **agirod15@gsb.columbia.edu**
- **Management and Finance**
- **University of Pennsylvania (Philadelphia, Pennsylvania)**
- **BA, Economics, 2008**

**MEDIVO, New York, NY**
Corporate Development Intern 2014

- Managed divestiture process of condition-focused mobile app portfolio while preparing for fundraising round for lab data and analytics startup.
- Led analysis of competitive landscape and developed a market opportunity framework focused on data sources available to life science firms.

**FORTRESS INVESTMENT GROUP, New York, NY**
Private Equity Investment Analyst 2010 - 2013

- Focused on technology and financial services investments throughout the capital structure ranging from a venture capital firm loan to purchases of patent portfolios.
- Managed all levels of investment process including: initial review of opportunities, financial modelling, deep business and industry diligence, interactions with auditors, creation of memoranda, and presentations to investment committee.

**BANK OF AMERICA MERRILL LYNCH, New York, NY**
Investment Banking Analyst 2008 - 2010

- Built comprehensive financial models and valued companies considering M&A and equity raise opportunities in the financial services and retail sector using precedent transactions, public market comparables and discounted cash flow analysis.

**Frank Glaser**

- **fglaser15@gsb.columbia.edu**
- **Entrepreneurship and Private Equity**
- **Tulane University School of Medicine (New Orleans, Louisiana)**
- **MD, 2016**

**Dartmouth College**
Hanover, New Hampshire
BA, Art History, 2008

**ANGULUS, New York, NY**
Founder/CEO 2013 - Present

- Invented and own IP related to device that improves outcomes for ventilated ICU patients.
- Lead team of employees in R&D and fundraising.

**CLEARVIEW HEALTHCARE PARTNERS, Boston, MA**
Consultant 2009 - 2011

- Conducted and led growth strategy consulting engagements with Fortune 500 pharmaceutical, biotech, and medical device clients.
- Managed analysts in project teams; invested in mentoring and coaching.
- Refined experience in client presentations and day-to-day management, and conducted primary research.
- Sample projects: due diligence for licensing of $1b target; therapeutic area strategy to identify orphan disease opportunity in CNS; lifecycle management and risk-adjusted valuation for late-stage asset.
- Served as primary lead for all intern- and entry-level recruiting.

**BOSTON BIOMEDICAL CONSULTANTS, Boston, MA**
Analyst 2008 - 2009

- Assessed competitive market trends, primarily in diagnostics; constructed forecasts and historic model break-outs.
JING HE
jhe15@gsb.columbia.edu
Finance and Consulting
Washington University in St. Louis
St. Louis, Missouri
MS, Chemistry, 2010
Peking University
Beijing, China
BS, Chemistry, 2008

SANFORD BERNSTEIN, New York, NY
Summer Senior Research Associate 2014
Expanded biotech portfolio by initiating coverage on a $30b company in a portfolio of 13 companies.
Conducted interviews with senior management and 15 industry experts in US, UK, France and Germany, and analyzed product-based competitive advantages to develop investment thesis.
Built US and international sales models while highlighting patients’ drug utilization to forecast revenues.

REGENERON PHARMACEUTICALS, Tarrytown, NY
Research Associate II 2010 – 2013
Led testing efforts at drug production stage to bring to market Eylea, a drug for eye disease that generated revenues of $1.4b in 2013 (67% of company’s revenues).
Promoted departmental collaboration by acting as sole project liaison among department head, team of 20 in R&D and cross-functional team of finance, commercialization and regulatory.
Improved drug quality and manufacturing efficiency for internal clients from R&D and manufacturing through small-scale testing and process improvement recommendations.
Accelerated drug approval time by designing experiments to reduce testing time and addressing key regulatory hurdles in US and EU.

JOSH HESSAN
jhessan15@gsb.columbia.edu
Management and Marketing
Massachusetts Institute of Technology
Cambridge, Massachusetts
BS, Economics, 2008

CELGENE CORPORATION, Summit, NJ
Global Marketing Intern 2014
Led an assessment of the gastric cancer landscape to formulate recommendations regarding the optimal strategy and levels of investment for the organization in this new therapeutic area.
Managed the development of content and visuals for externally-facing unbranded and branded customer materials.

DELOITTE CONSULTING, New York, NY
Designed and developed global and localized marketing processes for a biotechnology firm; trained over 50% of the global marketing employees on the new process as well as -20% of the medical and market access staff.
Coordinated the organizational change efforts of a healthcare group purchasing organization, with anticipated results of 5-10% growth in operating margin.
Facilitated project management office for a pharmaceutical company as it successfully launched its first blood glucose monitor within the diabetes therapeutic area.
Led team in evaluating the attractiveness for Japanese pharmaceutical client to expand into medical imaging space; developed market entry strategy that aligned the organization’s core competencies.
Developed a holistic pre-launch brand strategy for a Phase III antiplatelet medication.

BENJAMIN HINZ
bhinz15@gsb.columbia.edu
Consulting
University of Colorado at Boulder
Boulder, Colorado
BS, Business Administration, 2000

BOSTON CONSULTING GROUP, Minneapolis, MN
Summer Consultant 2013
Identified $4.5m in cost savings during comprehensive supply chain review for national beverage producer.

U.S. MARINE CORPS, San Diego, CA
F/A-18 Hornet Instructor Pilot 2000 – 2013
Trained, mentored, and evaluated staff instructor aircrew and students in latest Marine Corps combat aviation tactics, generating 335 combat-ready aircrew.
Devised and executed an accelerated training plan that minimized student time to train by 12% during a five-month training operation, enabling squadron to meet production goals for first time in seven years.
Reshaped underperforming instructor training program by establishing concrete training objectives and structured scheduling process, reduced time to train new instructors by 50%.
Led the maintenance training program for 130 aircraft technicians responsible for maintaining 12 fighter aircraft totaling $480m.
Led preparation efforts for quality assurance inspection by Commander Naval Air forces, maintenance training program received highest possible grade and ranked 1st out of 40 maintenance programs.
Reformed HR policies affecting 1,300 service members, increasing the speed personnel were separated from the organization by 60%.
JENNIFER HOLLENBERG
jhollenberg15@gsb.columbia.edu
Marketing and Management
Cornell University
Ithaca, New York
PFIZER INC., New York, NY
Summer Marketing Associate
2014
Evaluated existing compliance initiatives, identified gaps and areas for enhancement, and developed strategies to improve and maximize compliance rates across a four dose vaccination series.
Led analysis of quality programs, identified opportunities to leverage metrics, and developed recommendations for tactical implementation in customer resources.

MCANN REGAN CAMPBELL WARD, New York, NY
Senior Account Executive
2011 – 2013
Developed US marketing materials for healthcare professionals and patients for multi-indication oncology drug.
Launched the first iPad detail apps, ensuring that content and functionality enhanced field force and customer engagement.
Created and re-launched a key support program to differentiate from competitor, leading to increased enrollments and drug adherence.
New Business Analyst
2010
Coordinated all aspects of new business pitch, resulting in eight new accounts.

STEBA BIOTECH, New York, NY
Clinical Trials Assistant
2008 – 2009
Collected outcome data and managed materials, working with research coordinators across 10 European and US clinical sites.

BENJAMIN HOLT
bholt15@gsb.columbia.edu
Finance and Management
Cambridge University
Cambridge, United Kingdom
BA, History, 2006
GOLDMAN SACHS, London, United Kingdom
Summer Associate, Northern Europe
2014
Executed three live M&A and capital raising deals in the healthcare, consumer and media sectors.
Collaborated with senior client management in creating marketing materials for potential acquirers during sell-side process.
PWC, London, United Kingdom and Philadelphia, PA
Manager, Capital Markets and Accounting Advisory
2013
Provided technical accounting diligence to clients in healthcare and utility sectors.
Reviewed carve-out investment prospectus for £200m acquisition of interventional medicine product by UK specialist healthcare company.
Manager, Assurance
2012 – 2013
Coordinated global audit of Fortune 500 pharmaceutical company.
Oversaw execution of over 50 PWC teams worldwide, addressed issues raised with senior client management.
Senior Associate (2009 – 2012)
Associate (2006 – 2009)
Managed nine junior staff on audit of $13b US pharmaceutical subsidiary.
Served a range of healthcare clients, ranging in size from a medical device start-up undergoing Series C financing to large pharmaceutical.

KATIE K. HUA
khua15@gsb.columbia.edu
Strategy and Consulting
Princeton University
Princeton, New Jersey
BSE, Chemical Engineering and Environmental Studies, 2009
DELOITTE CONSULTING, New York, NY
Summer Associate
2014
Created 50 prioritized tactics and identified over $90m of revenue growth opportunity for a global life sciences client in the Chronic Kidney Disease market in the US, Mexico, and France.
Benchmarked quarterly worldwide post-merger revenue synergies and cost savings against strategic commercial targets in excess of $20m.
Assessed market opportunities for client to expand its clinical services model beyond Latin America and vertically integrate with other clinical provider of dialysis services.

ACCENTURE, New York, NY
Consultant
2009 – 2013
Directed project testing efforts across five teams in a multi-year systems integration project that streamlined annual payments for a global life sciences client in the Chronic Kidney Disease market in the US, Mexico, and France.
Benchmarked quarterly worldwide post-merger revenue synergies and cost savings against strategic commercial targets in excess of $20m.
Assessed market opportunities for client to expand its clinical services model beyond Latin America and vertically integrate with other clinical provider of dialysis services.

ACCORDANCE, New York, NY
Senior Account Executive
2011 – 2013
Developed US marketing materials for healthcare professionals and patients for multi-indication oncology drug.
Launched the first iPad detail apps, ensuring that content and functionality enhanced field force and customer engagement.
Created and re-launched a key support program to differentiate from competitor, leading to increased enrollments and drug adherence.
New Business Analyst
2010
Coordinated all aspects of new business pitch, resulting in eight new accounts.

STEBA BIOTECH, New York, NY
Clinical Trials Assistant
2008 – 2009
Collected outcome data and managed materials, working with research coordinators across 10 European and US clinical sites.
ALKA JHAVERI
ajhaveri15@gsb.columbia.edu
Management and Marketing
University of Maryland, College Park
College Park, Maryland
BS, Finance, 2009
BS, Operations Management, 2009

PFIZER INC., New York, NY
Summer Marketing Associate
2014
Led cross-functional team to enhance existing CRM program and alleviate pharmacy stocking issues in order to facilitate first Rx and drive patient adherence.
Developed forecasting model and business case for pharmacy program by benchmarking and assessing TRx impact and market opportunity; proposed recommendation amounted to over $2m of incremental revenue.

DELOITTE CONSULTING, New York, NY
Consultant
2009 – 2013
Led current state assessment of a Fortune 20 Pharmacy Benefit Manager’s (PBM) pre-implementation audit process; identified comprehensive process improvement plan to boost operational efficiencies and to increase customer service level; new process resulted in faster queue times, a 30% decrease in errors and 100% of external Benefits Consulting firms adopting the standardized process.
Developed business cases for a mid-tier PBM to evaluate the qualification and inclusion of targeted infrastructure programs and investments; analyzed impact to client migration plan and proposed recommendations that totaled savings of over $92m over five years.

JONGHO JOO
jjoo15@gsb.columbia.edu
Finance and Technology
Seoul National University
Seoul, Korea
MS, Biomedical Engineering, 2008
BS, Electrical Engineering, 2006
GOLDMAN SACHS, Seoul, Korea
Summer Associate
2014
Advised on both buy- and sell-side M&A processes for companies ranging from financial institutions to tech.
ALTOS VENTURES, Menlo Park, CA
Analyst
2013 – 2014
Assessed market attractiveness for start-ups in Korea.
Advised portfolio companies regarding their performance and strategic initiatives going forward.

GOLDMAN SACHS, Los Angeles, CA
Senior Analyst, IMD
2008 – 2011
Defined strategic asset allocations; managed portfolio construction, analysis, and trading across broad array of asset classes; researched and monitored performance of $9.8b of AUM.

KRIS KEMENY
kkemeny15@gsb.columbia.edu
Strategy and Technology
University of Southern California
Los Angeles, California
BA, Economics, International Relations, and Political Science, 2008
ACCOUNTABLE HEALTH, Rockville, MD
Strategy & Product Development
2014
Managed product design, build, and launch of a new diabetes-focused disease management offering for a corporate wellness company.
Advised on business model and strategy for a new venture medical payment exchange company; helped raise $8m of new capital from investors.
LUX CAPITAL, New York, NY
Spring Semester Associate Intern
2014
Led due diligence on macro-level opportunities and potential investments in healthcare for a venture capital firm.

THE ADVISORY BOARD COMPANY,
Washington, DC
Associate Principal, Corporate Strategy & New Product Development
2011 – 2013
Managed product design, build, and launch of industry’s first data analytics technology which enables hospitals to adopt new value-based payment models.
Directed team of 20 engineers in building technology, recruited five early hospital development partners, led training of eight person sales team, and produced marketing pitch and materials.

SAMSUNG MEDISON, Seoul, Korea
Associate Research Engineer
2008 – 2011
Developed novel technology using ultrasound to detect abnormal tissue region.
Improved previous tissue harness detection algorithm on clinical ultrasound system.
SUSANNA LEAF
sleaf15@gsb.columbia.edu
Management and Strategy
University of Pennsylvania
Philadelphia, Pennsylvania
BA, Economics and Hispanic Studies, 2008

BECTON DICKINSON & CO, Franklin Lakes, NJ
Summer Associate 2014
Developed budget impact model as part of marketing strategy for the Odón Device, the first innovation in maternal and newborn health in over 50 years.

BERKELEY RESEARCH GROUP, Washington, DC
Managing Consultant (2013)
Senior Associate (2010 – 2011)
Assisted counsel for major pharmaceutical manufacturer under investigation by the federal government for allegedly lowering drug rebate payments to Medicaid agencies. Analysis resulted in an 80% reduction in damages.
Analyzed multimillion row claims data sets to identify areas of performance improvement for a major academic medical center attempting to eliminate $500m in expenses over five years.
Directed a team of junior staff. Prioritized tasks, set deadlines, and supervised quality control process. Trained junior staff in technical skills and provided them with industry knowledge.

LECG, LLC, Washington, DC and Buenos Aires, Argentina
Assisted in preparation of expert report regarding allegations of anticompetitive behavior lodged against a large microprocessor manufacturer. Research and analysis resulted in a favorable verdict for client.

NAMI LIBERBOIM
nliberboim15@gsb.columbia.edu
Management and Marketing
Boston University
Boston, Massachusetts
Master of Education, 2011

University of Texas
Austin, Texas
BBA, Business Honors, Finance, 2009
BA, Spanish, Hispanic Studies, 2009

TEACH FOR AMERICA, Houston, TX
Manager, Culture and Operations 2012 – 2013
Managed vision, strategy, and messaging of all regional communication to 425+ corps members.
Developed and executed strategies that placed Houston’s regional culture at the top of the national Corps Strength Index.
Provided management, training, and on-going coaching and development to teachers in regional leadership positions.

WALL STREET ENGLISH I EF ENGLISH FIRST, Shanghai, China
Adult ESL Instructor 2011 – 2012
Designed a three-month cycled curriculum to stimulate authentic student discourse on philosophy, ethics, and politics.
Organized professional development opportunities for local teachers and introduced differentiated instruction methodology.

TEACH FOR AMERICA, Charlestown, MA
Secondary English Language Arts Teacher 2009 – 2011
Led cohort of students to achieve highest ELA growth rates in the Boston Public Schools district and a 99% pass rate on state assessment.
Processed English department’s assessment data to evaluate progress and diagnose areas for curriculum improvement.
Partnered with school administrators to design and lead a remedial reading comprehension course for at-risk students.

JAVIER LOPEZ-MOLINA
jlopezmolina15@gsb.columbia.edu
Management and Strategy
Massachusetts Institute of Technology
Cambridge, Massachusetts
MS, Biology, 2008

Johns Hopkins University
Baltimore, Maryland
BA, Natural Sciences, 2003

BRISTOL-MYERS SQUIBB, Lawrenceville, NJ
Intern 2014
Created a dataset and regression model to estimate the probability of regulatory success (PRS) for early-stage oncology assets resulting in improved asset valuations and portfolio guidance.

STEM CENTRX, South San Francisco, CA
Senior Research Associate 2011 – 2013
Developed cancer research protocol to screen potential drug candidates in patient tumors resulting in data that enabled two research partnerships, licensing deals with major pharmaceutical firms, and multiple patent filings.
Conducted experiments resulting in the expansion of a collaboration with a pharmaceutical firm and an overall revenue increase of 20% for the collaboration.
Managed two teams that developed pre-clinical drug candidates and filed two US provisional patents.

MERCK & CO., Boston, MA
Program Team Member, Oncology 2009 – 2011
Designed and executed experiments that enabled “Go” decision for Phase II clinical trial.
Managed laboratory functions: enabled purchasing/maintenance of capital equipment, organized laboratory and tissue culture work-space, and led DNA Damage Group meetings.
SCOTT NISBET
snisbet15@gsb.columbia.edu
Consulting and Strategy
University of Michigan
Ann Arbor, Michigan
BS, Biochemistry, 2007

BRISTOL-MYERS SQUIBB, Plainsboro, NJ
Summer MBA Intern
2014
Investigated role of pathologist in molecular testing for metastatic colorectal cancer, detailing influence, barriers, and implications for therapeutic usage and recommendations to address that audience.
Synthesized biomarker presentation within strict regulatory specifications to be presented at annual sales training meeting.

FLETCHER SPAGHT, INC., Boston, MA
Senior Analyst
2011 – 2013
Drove consulting engagements in medical technology, diagnostics, life science tools, pricing, and market research.
Led due diligence for investment in sequencing reagent startup for associated venture capital firm.

THE BROAD INSTITUTE, Cambridge, MA
Coordinator, Process Development
2007 – 2011
Managed quality control team in next generation sequencing group.
Led process improvement initiatives in bench chemistry, workflow, and IT support systems.
CHRIS PANJWANI  
cpanjwani15@gsb.edu  
Operations and Strategy  
University of Michigan  
Ann Arbor, Michigan  
BSE, Biomedical Engineering, 2008  
MSE, Biomedical Engineering, 2008  
UMT Consulting, New York, NY  
Senior Consultant, (2014 – Present)  
Advise and support senior management team within Otsuka Pharmaceuticals (Princeton, NJ) to effectively plan and manage entire R&D portfolio from clinical trials to commercial launch, focusing on Phase III trials and initial marketing approval.  
Plan and execute strategic initiatives, including operating models and team structure, on behalf of Sr. VP of Global Regulatory Affairs (GRA) and act as a regulatory program manager across all products (including Abilify®).  
Led lifecycle management and clinical trials for flagship Abilify® program encompassing seven concurrent/active trials within Otsuka Pharmaceuticals representing an investment of ~$350m.  
Managed approximately 35 dotted line reports (1 - 2 per functional area) including three senior leaders, to ensure project visibility and on-time delivery.  

MERCK, West Point, PA  
Staff Engineer  
2009 – 2012  
Optimized manufacturing process for PNEUMOVAX®23 (Pneumonia), increased batch production by approximately $10m annually (retail value) and reduced cycle time by 10%.  
Led project team of five engineers that decreased time to quality release product by 75%, placed in top 20% of several thousand peers globally.  

CHIRAAG D. PATEL, MD  
cpatel14@gsb.columbia.edu  
Business Development and Venture Capital  
St. George's University  
Grenada, West Indies  
MD, 2010  
Tulane University  
New Orleans, Louisiana  
BS, Management, 2003  
NYP/COLUMBIA UNIVERSITY MEDICAL CENTER, New York, NY  
Molecular Genetic Pathology Fellow  
2014  
Leverage latest genomic technologies and software algorithms to develop and interpret diagnostic tests.  
Manage team developing an innovative diagnostic test for non-invasive cancer detection.  
Provide patients and clinicians with valuable genomic information by interpreting whole exome sequencing studies of cancer and inherited disease.  
STONY BROOK MEDICINE, Stony Brook, NY  
Pathology Resident Physician  
2010 – 2014  
Devised and implemented quality assurance monitoring program for transfusion medicine department.  
Clinical informatics team member with administrative and operational oversight of hospital wide electronic medical records system.  

FOOD AND DRUG ADMINISTRATION, Bethesda, MD  
Intramural Research Fellow  
2004 – 2006  
Designed innovative computational modeling approach to recombinant vaccine design.  
Helped develop and patent novel recombinant HIV vaccine candidates.  
Evaluated material inputs and manufacturing cost effectiveness for potential vaccine.  

ARI PERL  
aperl15@gsb.columbia.edu  
Consulting and Entrepreneurship  
NYU School of Medicine  
New York, New York  
MD, 2013  
Yeshiva University  
New York, New York  
BA, Economics, 2007  
MCKINSEY & COMPANY, Summit, NJ  
Summer Associate  
2014  
Worked on corporate strategy initiative to assess financial impact of ACA reform for large healthcare provider; spearheaded effort to model economics to client based on latest market intelligence and performance to-date.  
Staffed on pricing and contracting strategy for pharmaceutical company preparing to launch branded drug into competitive space; created and executed successful client workshop designed to illustrate multi-party market dynamics.  

AMNIOCHOR, Middletown, NJ  
Associate (part-time)  
2011 – 2014  
Assisted management team in creating comprehensive business plan, detailing start-up’s strategy within stem cell banking and therapeutics space.  
Helped develop and patent proprietary medical device to capture and cryofreeze company’s unique stem cells from placenta.  

CREDIT SUISSE, New York, NY  
Analyst, Strategy Group  
Alternative Investments Department  
2007 – 2009  
Worked directly with department’s senior management to conduct due diligence on over 25 new business opportunities, strategic initiatives, and M&A across a wide array of industries.
GOWRI RAMAN
graman15@gsb.columbia.edu
Finance and Management
UT Southwestern Medical Center
Dallas, Texas
MS, Biomedical Engineering, 2006
University of Madras
Tamil Nadu, India
BS, Electrical Engineering, 2004
MEDTRONIC, New York, NY
Senior Sales Representative
2011 – Present
Manage a market leading, $16m implantable cardiac device sales territory in the highly competitive NYC market.
Developed and executed sales and market development plans and captured more than 50% market share in two years.
Partnered with hospital networks to develop gross margin improvement strategies for their cardiovascular implants and improved their margins by 10%.
Senior Clinical Specialist
2007 – 2011
Provided technical and clinical troubleshooting support for implantable cardiac devices in an operating room setting.
Conducted over 200 hands-on training sessions for cardiac surgeons and referring physicians at the facility.

BRAD REISMAN
breisman15@gsb.columbia.edu
Consulting and Management
University of Michigan
Ann Arbor, Michigan
BA, Economics, 2009
PFIZER INC., New York, NY
Summer Marketing Associate
2014
Identified and prioritized optimal metrics to measure the impact of key multi-channel and personal promotion tactics for a $200m brand.
Developed and launched two digital promotional tactics on an industry leading web-based platform for physicians.
Led key opinion leader identification and outreach for promotional speaker programs at regional American Society of Clinical Oncology (ASCO) meetings.
DELOITTE CONSULTING, New York, NY
Consultant (2012 – 2013)
Conducted financial and market analyses for several Fortune 50 pharmaceutical clients, including brand value in different stages of the post-patent expiry environment and brand profitability compared to generic competitor products.
Led development of reporting methodologies and tools for several Fortune 40 healthcare clients and created formal communications to inform C-suite level leadership on the performance of critical programs.
Researched and evaluated 25 healthcare IT solutions providers and recommended vendor combinations and partnership options to best support client strategic objectives.

LIZA REYNOLDS
lreynolds15@gsb.columbia.edu
Consulting and Strategy
Middlebury College
Middlebury, Vermont
BA, Psychology, 2009
DELOITTE CONSULTING, New York, NY
Summer Associate
2014
Conducted market assessment of patient engagement landscape for Fortune 500 life sciences company.
Developed framework and taxonomy to analyze market opportunity across healthcare solutions and therapeutic areas.
Identified priority areas and recommended partnerships for market entry based on client capabilities and global strategy.
CENTER FOR GLOBAL DEVELOPMENT, Washington, DC
Europe Program Associate
2012 – 2013
Collaborated with policy experts to build evaluative models used by US and European government as official performance metrics to guide development policymaking.
Designed a development financing mechanism and pilot study in Uganda that would reduce Rhodesian Sleeping Sickness parasite prevalence from 5% to 1.5% and provide $70m of social benefits in treatment areas.
Special Assistant to the Director for Europe
2011 – 2012
Supported European expansion from DC headquarters: launched four new policy initiatives, spearheaded fundraising activities, directed outreach and communication efforts to shape policy decisions and increase global prosperity.
Managed $2m budget for Europe Program, oversaw recruitment, and trained new staff members.
JENNIFER RHODES
jrhodes15@gsb.columbia.edu
Management and Consulting
University of Pennsylvania
Philadelphia, Pennsylvania
BA, Cognitive Science and Communication, 2007

NEW YORK-PRESBYTERIAN HOSPITAL, New York, NY
Summer Intern, Operations 2014

Launched interdisciplinary team to assess current processes for patient scheduling and tracking and design effective technology solution in cardiac procedural area.

Analyzed dashboard reports to monitor volume, length of stay, and patient satisfaction metrics.

TOWERS WATSON, Chicago, IL
Consultant 2010 - 2013

Managed talent strategy development, program design, and implementation to align with business strategy for a global pharmaceutical.

Led change management for transformation in a financial service institution, while building client change management function.

Developed and delivered creative communications to ensure employee understanding of health benefits, including implications of healthcare reform.

TOWERS PERRIN, Philadelphia, PA
Senior Associate (2008 - 2010)
Associate (2007 - 2008)

Audited and redesigned performance management programs in nonprofit, hospital system, and utility organizations.

Created training program of eLearning modules to increase employee ownership and use of health and wellness benefits.

Supported Project Management Office for M&A, HR Transformation and Health & Wellness campaigns.

STEVEN SACHS
ssachs15@gsb.columbia.edu
Consulting and Management
Cornell University
Ithaca, New York
BS, Biological Sciences, Biology & Society, 2009

BIONIC SIGHT, New York, NY
Spring Semester Adviser 2014

Conducted market analysis and pricing/reimbursement modeling to support commercialization of novel retinal prosthesis.

PWC CONSULTING, New York, NY
Manager (2013 - 2014)
Senior Associate (2011 - 2013)
Associate (2009 - 2011)

Built strategy and M&A expertise through 20+ client engagements focusing on the health industries.

Consistently recognized as ‘Top Performer,’ resulting in two accelerated promotions and selection to the Advisory Scholars Program (1 of 15 nationally).

Developed strategy and implementation plan for statewide physician group to enter into shared savings/ACO arrangements.

Advised payer on acquisition of four multi-specialty physician groups through planning, diligence, deal execution, and integration.

Facilitated healthcare strategy development for global telecommunications company.

D.E. SHAW & CO, New York, NY
Finance & Operations Summer Intern 2008

Managed development of department’s Business Continuity Plan through executive interviews and survey of 40 staff.

WYETH, Pearl River, NY
Summer Intern 2007 - 2008

Collaborated on Failure Mode & Effect Analysis to achieve operational efficiencies in Prevnar production ($2.7b sales p.a.).

Designed biological assay to test efficacy of vaccine candidates.

LUBA SMOLENSKY
ismolensky15@gsb.columbia.edu
Marketing and Entrepreneurship
University of Pennsylvania
Philadelphia, Pennsylvania
BS, Economics, 2012

ROSETTA, New York, NY
Analytics & Optimization Associate 2014

Analyzed digital marketing campaigns for healthcare clients focusing on paid, owned, and earned media.

Led client presentations recommending optimized digital marketing strategy to pharmaceutical brand teams.

IBM, New York, NY
Business Analytics & Optimization Consultant 2012 - 2014

Advised life sciences and financial services clients in analytics and technology strategy.

Developed business use cases, industry whitepapers, process simulations, and information management strategy.

Launched and reshaped mission-critical marketing valuation tool by streamlining 47% of process flow, enhancing valuation logic, and creating an intuitive user interface for a large pharmaceutical client.

Presented mobile healthcare technology trends to 45 life sciences consultants and contributed to IBM’s internal healthcare blog.
KELLY THOMAS
kthomas15@gsb.columbia.edu
Marketing and Management
Villanova University
Villanova, Pennsylvania
BS, Biology, 2011

CELGENE, Summit, NJ
Summer Associate
2014
Evaluated and recommended a primary care market entry strategy, identifying feasibility for psoriasis and psoriatic arthritis, for a new oral agent in the immunology and inflammation space.
Developed training materials for reimbursement support specialists to utilize during speaker programs targeted at dermatology offices with less familiarity in processing specialty pharmacy products.

MONIKA SPIEWAK
mspiewak15@gsb.columbia.edu
Finance and Operations
New York University,
New York, New York
BS, Finance and Accounting, 2009

CHEVRON CORPORATION, San Ramon, CA
Finance MBA Development Program Summer Intern
2014
Conducted a deep-dive analysis on a mid-sized competitor that recently launched a strategic restructuring by examining financial and operating metrics and industry data.
Interviewed business unit managers across Chevron’s global platform in order to suggest changes to internal cash flow forecasts.

BANK OF AMERICA MERRILL LYNCH, New York, NY
Fixed Income Research Associate (2011 – 2013)
Research Analyst (2009 – 2011)
Analyzed the financial performance and credit quality of 68 sub-investment grade corporations in the building materials, business services, machinery, general industrials, mining, and coal sectors through the construction and maintenance of financial models and discussions with investors and traders.
Educated clients, through morning meeting announcements, published reports, one-on-one conversations, and teach-in presentations, about high yield bonds issued by corporations to fund capital projects and acquisitions, refinace debt, and return cash to shareholders.
Published over 150 weekly reports and five quarterly books highlighting relevant issuer-specific and industry-wide events.

SABRINA STUCKA
sstucka15@gsb.columbia.edu
Consulting and Management
Northeastern University
Boston, Massachusetts
BS, Chemistry, 2010

TRINITY PARTNERS, Waltham, MA
Summer Consultant
2014
Developed a financial forecast for a NJ-based biopharmaceutical company to assess potential life-cycle profitability on a Phase II asset across multiple disease areas.
Provided strategic recommendations to a French medical device company on a market evaluation and entry strategy.
Conducted qualitative interviews with numerous healthcare professionals to evaluate potential market demand and pricing strategy.

CUBIST PHARMACEUTICALS, Lexington, MA
Research Associate II
2010 – 2013
Designed and synthesized analogues for a variety of proprietary drug targets for use in the acute care environment.
Initiated the development of, and trained colleagues on use of, parallel methodology to increase the number of drug candidates produced at one time from one drug candidate to 24 drug candidates.
Led a committee of 30 cross-functional employees as chairperson on the development of science demonstrations and hands-on activities for 90 children, organized and ordered all giveaway items, and diligently communicated the schedule for the largest and most well-received Take Your Child to Work Day to date.

PHARMASTRAT, Parsippany, NJ
Consultant
2011 – 2013
Analyzed the financial performance and credit quality of 68 sub-investment grade corporations in the building materials, business services, machinery, general industrials, mining, and coal sectors through the construction and maintenance of financial models and discussions with investors and traders.
Educated clients, through morning meeting announcements, published reports, one-on-one conversations, and teach-in presentations, about high yield bonds issued by corporations to fund capital projects and acquisitions, refinace debt, and return cash to shareholders.
Published over 150 weekly reports and five quarterly books highlighting relevant issuer-specific and industry-wide events.

CELGENE, Summit, NJ
Summer Associate
2014
Evaluated and recommended a primary care market entry strategy, identifying feasibility for psoriasis and psoriatic arthritis, for a new oral agent in the immunology and inflammation space.
Developed training materials for reimbursement support specialists to utilize during speaker programs targeted at dermatology offices with less familiarity in processing specialty pharmacy products.

2014 HCIA Resume Book
ALEX TUROK  
anurok15@gsb.columbia.edu  
Consulting and Marketing  
Cornell University  
Ithaca, New York  

BRISTOL-MYERS SQUIBB, Plainsboro, NJ  
Summer Associate  
2014  
Investigated the operational readiness of the Oncology franchise to deliver faster customer service.  
Validated hypotheses, translated findings into recommendations, and provided implementation plan.  

ZS ASSOCIATES, Princeton, NJ  
Consultant (2013)  
Associate Consultant (2011 – 2012)  
Business Associate (2009 – 2010)  
Managed multiple teams of two to four Associates concurrently.  
Specialized in sales and marketing strategy for US pharmaceutical companies.  
Select Project Experience:  
Redesigned the sales force territory alignment for four top 50 US pharmaceutical companies.  
Moderated 15 focus groups and synthesized feedback into a “playbook” used by clients to launch five products.  
Integrated qualitative/quantitative results to improve a national advertising concept for a Fortune 100 biopharmaceutical company.  
Presented final recommendations to the CEO and Vice Presidents of a mid-size pharmaceutical company.  
Planned and executed several national client workshops.  
Finalized project deliverables coordinating with clients across the Sales, Operations, IT, HR, and Legal departments.  

FELICE VAN WEEGEN  
fvanweegen15@gsb.columbia.edu  
Strategy  
Vrije Universiteit/Harvard Medical School  
Amsterdam, the Netherlands/Cambridge, MA  
MS, Neuroscience, 2011  

Vrije Universiteit  
Amsterdam, the Netherlands  
BS, Biological Psychology, 2009  

MCKINSEY & COMPANY,  
Amsterdam, the Netherlands  
Fellow  
2011 – 2013  
Headed the development of an organization-wide marketing plan by the client for the medical device division of a large technology company.  
Gained support for and implemented growth strategy across four different markets in a pharmaceutical company.  
Led speech-writing and created scenario model for a group of 15 executives from five international oil companies.  
Developed the financial model and strategic implications for a growth strategy to transform a private and merchant bank.  

HARVARD MEDICAL SCHOOL/  
BROAD INSTITUTE, Cambridge, MA  
Research fellow  
2011  
Worked to set up models for large sequencing datasets in the Analytical and Translational Genetics Unit.  

Q-TALENT, Utrecht, the Netherlands  
Consultant  
2007 – 2009  
Worked as Consultant on the project Zichtbare Zorg voor Ziekenhuizen, aimed at providing more transparency in healthcare.  

NATHAN WALCKER  
nwalcker15@gsb.columbia.edu  
Finance  
Columbia University  
New York, New York  
BA, Economics, 2009  

TRIPLETREE, LLC, Minneapolis, MN  
Summer Associate  
2014  
Advised private and public healthcare services and healthcare IT companies on M&A, growth capital and strategic alternatives.  
Performed deep due diligence on behavior health marketplace, with a particular focus on M&A within the eating disorder vertical.  
Analyzed impact of Medicare Star Ratings and HEDIS gaps within the healthcare services landscape.  
Evaluated growth capital investment opportunities.  

BANK OF AMERICA MERRILL LYNCH,  
New York, NY  
Global Capital Markets Senior Analyst,  
Healthcare  
2011 – 2013  
Advised private and public healthcare companies across verticals seeking to raise equity and/or equity-linked capital.  
Executed transactions for common stock offerings, registered block sales and financings.  
Led drafting of marketing materials for equity financing documentation.  
Analyzed Value-at-Risk (VAR) of global block trade business and presented findings and recommendations to senior-level firm executives.
ZHENZE (ANGELO) WANG  
zwang15@gsb.columbia.edu  
Strategy  
Zhejiang University  
Hangzhou, China  
BA, English, 2010  
BS, Business, 2010  

BOSTON CONSULTING GROUP,  
Shanghai, China  
Summer Consultant  
2014  
Collaborated with a major Chinese industrial goods company in improving its sales and marketing practice, leading to a newly discovered market segment which accounts for 70%+ of current sales.  
Designed incentive and compensation structure for the sales team and sales manager, provided three scenarios for client to choose from to enhance the incentive mechanism of the sales team, without increase in total labor expenses.

L.E.K. CONSULTING,  
Shanghai, China  
Associate Consultant (2013)  
Associate (2010 - 2013)  
Designed and developed strategies for pharmaceutical, medical technology, and healthcare service clients, topics covered include sales and distribution, product, strategy directions, etc.  
Advised healthcare-related transactions for leading corporate and private equity clients, providing commercial due diligence and financial forecasting.

HARRY WESTALL  
hwestall15@gsb.columbia.edu  
Management and Strategy  
Oxford University  
Oxford, United Kingdom  
MEng, Engineering Science, 2003  

MAWDSLEYS, Manchester, United Kingdom  
Investment Adviser  
1999 - Present  
Advise on firm investment strategy and serve as a member of the family council.

LUCIDUS CAPITAL, London, United Kingdom  
Portfolio Manager  
2012 - 2013  
Managed $200m in investment capital, with a focus on trading credit for European Financials.  
Expressed long/short market views mainly via single name and sovereign credit default swaps, credit indices and credit options.

JABRE CAPITAL,  
Geneva, Switzerland  
Portfolio Manager  
2008 - 2012  
Oversaw a global long/short credit portfolio and global rates book (of $200m-$600m) in addition to trading for the foreign exchange book.  
Built expertise with a variety of products and assets to express investment ideas — including bonds, credit default swaps, interest rate swaps, options, and futures.  
Used both long/short and long only strategies as part of the different investment mandates of the funds.  
Analyzed multiple new products and credits, given the broad fund mandate and exposure to the wide range of sovereigns and corporates globally.

SHUNHUA YAN  
seyant@gsb.columbia.edu  
Management and Consulting  
University of California, Berkeley  
Berkeley, California  
MA, Asian Studies, 2003  
Nakai University,  
Tianjin, China  
BA, Japanese Language, 1991  

OTSUKA PHARMACEUTICAL CO., LTD.  
Tokyo, Japan  
Director of China Office  
2007 - 2012  
Led Shanghai Expo Project.  
Created online marketing strategy in China, resulted 20% sales increase.  
Implemented clinical research with Peking University, which published in Chinese Medical Journal.  
Managing Director, OSAR Co., Ltd  
Bangkok, Thailand  
2006 - 2007  
Launched a healthy beverage as the first woman MD in 75 years history of Otsuka.  
Director, KOIAA Co., Ltd.  
Seoul, South Korea  
2003 - 2006  
Developed online platform for sales strategies in Asian countries; resulting in winning S Award of Otsuka.  
Manager, President’s Office, Tokyo, Japan  
1999 - 2001  
Assisted the vice-chairman to manage Asian subsidiaries.  
Manager, 1998 Bangkok Asian Games Project  
Bangkok, Thailand  
1997 - 1998  
Implemented promotion strategy for Pocari; resulting in officially launching in the Thai market.  
Project Leader of “Otsuka Now”  
Osaka, Japan  
1995 - 1996  
Produced a 300-page photographic book for 70th anniversary of Otsuka.
LEJLA AGIC
lagic16@gsb.columbia.edu
Strategy
Davidson College
Davidson, North Carolina
BA, Economics, 2011

DELOITTE CONSULTING, Charlotte, NC
Strategy & Operations Consultant
2011 – 2014

Globally, I led the development of a healthcare analytics toolkit, which was adopted across Deloitte’s Provider Strategy practice. I evaluated strategic synergies between two health care providers during an acquisition due diligence effort, resulting in a merger of the two companies. I investigated key touch points with claimants and redesigned the interaction model to improve customer experience for a top five healthcare payer. I led the development of business requirements for a new system to increase flexibility, scalability, and improve reporting accuracy while limiting regulatory exposure for a $5b business segment of a leading pharmacy benefits management company.

WORLD ECONOMIC FORUM, Geneva, Switzerland
Global Redesign Initiative Intern
2010

I launched a strategic initiative to increase relations with universities and engage future leaders through seminars related to Forum proposals. I formulated guiding principles for intellectual property transmission between universities and successfully implemented them at 25 universities in nine countries.

JENNY YANG
jyang15@gsb.columbia.edu
Consulting and Management
University of Pennsylvania
Philadelphia, Pennsylvania
BS, Economics and Nursing, 2007

PWC, New York, NY
Summer Senior Associate
2014

I assisted a client in transforming their enterprise performance management environment and proposed account hierarchy changes, leading to a 25% reduction in monthly close process time. I conducted internal client interviews on current financial system capabilities and achieved consensus on best practices for future maintenance efforts.

BLACKROCK, San Francisco, CA
Senior Business Finance Associate
2012 – 2013

I modeled key strategic initiatives by performing NPV and operational expense analyses to help identify opportunities in revenue enhancement and cost reduction. I crafted monthly/quarterly forecasts to ensure a timely and accurate depiction of company financials.

CODEXIS, Redwood City, CA
Senior Financial Planning Analyst
2011 – 2012

I led the development of the 2012 strategic financial plan that transformed a consolidated view of corporate operations into a bottoms-up departmental view, enabling manager accountability.

JEFFERIES & CO, San Francisco, CA
Healthcare Investment Banking Analyst
2009 – 2011

I analyzed the performance of capital markets and medical device companies in support of weekly industry reports to management. I spearheaded the annual Jefferies Life Sciences Conference by organizing more than 200 clients meetings with senior managers.

TAIZO YOSHIDA
tyoshidat5@gsb.columbia.edu
Management and Consulting
Kyoto University
Kyoto, Japan
MA, Pharmacy, 2008

Kyoto Pharmaceutical University
Kyoto, Japan
BA, Pharmacy, 2006

OTSUKA PHARMACEUTICAL, Tokyo, Japan
Assistant Manager (2009 – 2010)

I led an inter-departmental team to gain regulatory manufacturing approval for a new dosage form in Japan. I encouraged collaboration with a UK manufacturing company, organized negotiations regarding acquisition of required test data to submit for regulatory approval. I managed manufacturing schedule and the day-to-day operation of six-week drug process validation in the UK. I developed efficient and stable manufacturing processes; led laboratory experiments to create data for validation manufacturing. I designed and created a new tablet type; reduced medication from four tablets daily to two; forecast to save 20-30% in manufacturing costs.

JYSEN YANG
jyang15@gsb.columbia.edu
Consulting and Management
University of Pennsylvania
Philadelphia, Pennsylvania
BS, Economics and Nursing, 2007

PWC, New York, NY
Summer Senior Associate
2014

I assisted a client in transforming their enterprise performance management environment and proposed account hierarchy changes, leading to a 25% reduction in monthly close process time. I conducted internal client interviews on current financial system capabilities and achieved consensus on best practices for future maintenance efforts.

BLACKROCK, San Francisco, CA
Senior Business Finance Associate
2012 – 2013

I modeled key strategic initiatives by performing NPV and operational expense analyses to help identify opportunities in revenue enhancement and cost reduction. I crafted monthly/quarterly forecasts to ensure a timely and accurate depiction of company financials.

CODEXIS, Redwood City, CA
Senior Financial Planning Analyst
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JEFFERIES & CO, San Francisco, CA
Healthcare Investment Banking Analyst
2009 – 2011

I analyzed the performance of capital markets and medical device companies in support of weekly industry reports to management. I spearheaded the annual Jefferies Life Sciences Conference by organizing more than 200 clients meetings with senior managers.
JASON ARONSON
jaronson16@gsb.columbia.edu
Entrepreneurship and Private Equity
Cornell University
Ithaca, New York
BS, Applied Economics and Management, 2010

CLAYTON, DUBILIER & RICE,
New York, NY
Private Equity Associate
2012 – 2014
Evaluated control investments in the healthcare, consumer, and industrial sectors through rigorous analysis of industry, regulatory, financial, and competitive trends.
Lead associate on acquisition of PharMEDium Services, a leading provider of sterile pharmaceutical compounding services to hospital pharmacies in the US.
Participated in monthly CEO-led operating reviews and in quarterly board meetings with portfolio companies.
Assisted management in analyzing potential strategic acquisitions and corporate finance decisions, and compiled updates for limited partners.

GILLIAN ALMEIDA
galmeida16@gsb.columbia.edu
Consulting and Strategy
University of Virginia
Charlottesville, Virginia
BS, Commerce, 2010

PWC, McLean, VA
Associate (2010 – 2012)
Senior Associate (2012 – 2014)
Analyzed and recommended improvements to the system that transitions injured soldiers to the Department of Veterans Affairs.
Coordinated with senior leaders in Defense Centers of Excellence to develop an internal program evaluation capability for physical health and traumatic brain injury programs.
Led program management effort to develop changes in the cost accounting policy, practices, and system structures to promote common cost accounting throughout the Military Health System.
Analyzed healthcare data (including inpatient, outpatient, direct care, purchased care) to determine the proper size of a military medical facility in the Kaiserslautern Military Community, Germany; analysis led to a projected cost savings of $1.2b.
Led research and analysis of mobile health in the private market and federal government programs to create a mobile health roadmap for the Military Health System.
Organized and led client facing conferences and coordinated PwC annual Global Government Conference in Dubai attended by 110 partners from around the world.

ANNE LISE ALMIRA
aalmira16@gsb.columbia.edu
Management and Operations
Yale School of Public Health
New Haven, Connecticut
MPH, Health Administration, 2010

Vassar College
Poughkeepsie, New York
BS, Economics and German Studies, 2006

DANBURY HOSPITAL, Danbury, CT
Finance & Grants Management Specialist
2013 – 2014
Analyzed department financial data for the development and execution of business plans for hospital management as part of the department’s five year, $10m plan for expansion.
Managed four federal & private grant awards totaling $7m.
Graduate Medical Education Coordinator
2012 – 2013
Pioneered collaboration with 12 residency program coordinators and physicians through education of budget ownership and communication of program expenses, leading to more accurate residency program cash flows.
Clinical Research Associate
2011 – 2012
Created and maintained ledger to track office cash flows of $10k per month.
Acted as liaison of financial matters to pharmaceutical companies.

DEPARTMENT OF HEALTH AND HUMAN SERVICES, Washington, DC
Summer Intern, Health Resources & Services Administration (HRSA)
2009
Assessed HRSA Office of Management correspondence to members of Congress to evaluate turnaround time and efficacy in addressing delegates’ questions.

GOLDMAN SACHS, New York, NY
Investment Banking Analyst, Industrials Group
2010 – 2012
Analyzed M&A, IPO, leveraged buy-out, anti-raid, and debt and equity financing transactions.
Built comprehensive financial models and valued companies using a variety of techniques, including public market comparables, precedent transactions, discounted cash flow, and merger analysis.
Worked closely with management teams on several sell-side M&A processes in drafting investment memoranda and preparing investor presentations.

CLAYTON, DUBILIER & RICE,
New York, NY
Private Equity Associate
2012 – 2014
Evaluated control investments in the healthcare, consumer, and industrial sectors through rigorous analysis of industry, regulatory, financial, and competitive trends.
Lead associate on acquisition of PharMEdium Services, a leading provider of sterile pharmaceutical compounding services to hospital pharmacies in the US.
Participated in monthly CEO-led operating reviews and in quarterly board meetings with portfolio companies.
Assisted management in analyzing potential strategic acquisitions and corporate finance decisions, and compiled updates for limited partners.

GOLDMAN SACHS, New York, NY
Investment Banking Analyst, Industrials Group
2010 – 2012
Analyzed M&A, IPO, leveraged buy-out, anti-raid, and debt and equity financing transactions.
Built comprehensive financial models and valued companies using a variety of techniques, including public market comparables, precedent transactions, discounted cash flow, and merger analysis.
Worked closely with management teams on several sell-side M&A processes in drafting investment memoranda and preparing investor presentations.
DANIEL BAICKER
dbaicker16@gsb.columbia.edu
Strategy and Management
Cornell University
Ithaca, New York
BS, Industrial & Labor Relations, 2011

DELOITTE CONSULTING, New York, NY
Consultant (2013 - 2014)
Analyst (2011 - 2013)
Advised clients in healthcare provider sector on cost optimization opportunities in HR function.
Facilitated client working sessions to identify process improvements and document internal best practices; established plan for project team to execute redesigned processes.
Analyzed labor, vendor, and technology costs against leading benchmarks to generate recommendations for post-merger hospital system; resulted in identification of $16.2m in savings.
Redesigned HR operating model to streamline high-value services, focus on efficient delivery, and reduce expected labor costs by 12.9% for regional hospital system.
Coordinated fiscal year planning and managed pursuit tracking for healthcare provider HR optimization project offerings.

CARL BALOUZIAN
cbalouzian16@gsb.columbia.edu
Private Equity and Corporate Development
Colgate University
Hamilton, New York
BA, Economics, 2007

CANTOR FITZGERALD & CO., New York, NY
Healthcare Investment Banking
Vice President (2014)
Associate (2011 – 2014)
Executed financing (public/private), M&A and restructuring advisory transactions across healthcare services, medical devices, molecular diagnostics, specialty pharma, and biotechnology sectors.
Performed several types of analyses for existing and prospective clients, including valuation analyses, and models demonstrating the pro forma effects for various forms of financings, mergers and acquisitions.
Supervised and managed multiple analysts during live transactions, pitches, and internal projects.

GLEACHER & COMPANY SECURITIES, INC., New York, NY
Healthcare Investment Banking Associate (2011)
Analyst (2007 - 2010)
Completed over 20 transactions consisting of M&A advisory, restructuring advisory, private/public equity, and fixed income financings.
Prepared pitch book materials, which included analysis and research regarding relevant industry and regulatory trends, profiles of competitors/acquisition targets, and illustrative transaction models.

KEVIN BLACKETOR
kblacketor16@gsb.columbia.edu
Finance
Georgetown University
Washington, District of Columbia
MS, Physiology and Biophysics, 2011
University of Colorado
Boulder, Colorado
BA, Molecular Biology, 2008

C3-JIAN, INC., Marina del Rey, CA
Research Associate, Diagnostics Department
2012 – 2014
Planned and executed both Phase I and Phase II FDA clinical trials for lead candidate molecule, designed to eliminate cavity-causing bacteria on tooth surface.
Performed diligence to determine future drug candidates, including the analysis of potential market share, competitors, treatment paradigms, and intellectual property conditions.

UNIVERSITY OF CALIFORNIA, LOS ANGELES, Los Angeles, CA
Research Associate, Department of Medicine
2011 – 2012

Studied the therapeutic uses of genetically engineered immune cells in the treatment of human skin cancer.
Analyzed genetic patterns in patient cancer samples to determine optimal individualized therapy procedures.

ELI LILLY AND COMPANY,
New York, NY
Research Scientist, BioProcess Sciences Department
2008 – 2010
Researched oncology market to identify patient populations with unmet pharmaceutical needs.
Created systems to generate and test cancer drugs against new molecular targets to add to company product portfolio.
AVIVA BORTNIKER  
avortniker16@gsb.columbia.edu  
Management and Strategy  
Cornell University  
Ithaca, New York  
BS, Industrial & Labor Relations, 2009  

DELOITTE CONSULTING, New York, NY  
Consultant (2012 - 2014)  
Analyst (2011 - 2012)  
Project managed the HR component of a global pharmaceutical manufacturer’s M&A/Divestiture transactions; planned and implemented HR consequences emanating from five deals, covering staff in 60+ countries; point of contact for consulting team spanning four international regions.

Conducted an HR current state assessment of a hospital system’s 43 facilities across six states, developed a new HR operating model, and built a three-year business plan for HR Operational efficiencies with projected $10m cost savings.

Developed M&A playbook for a global pharmaceutical client to provide a standardized approach for future transactions.

Supported a global health insurance carrier’s HR benefits outsourcing program.

NEW YORK LIFE INSURANCE COMPANY  
New York, NY  
Rotational Program  
2009 - 2010  
Executed HR services to client group of 150 people, including compensation, organizational effectiveness, and employee mediation.

Facilitated business talent initiatives, including talent pipeline planning; assisted the design and implementation of a “360” Executive Coaching Program.

AUGUSTINE BOURNE  
hbourne16@gsb.columbia.edu  
Business Development and Management  

BPP Law School  
London, United Kingdom  
GDL/LPC, Law, 2007  

University of Oxford  
Oxford, United Kingdom  
Master’s (M.Biochem.), Molecular and Cellular Biochemistry, 2005  

WEIL, GOTSHAL & MANGES, London, United Kingdom  
Associate (Attorney), Capital Markets  
2009 - 2014  
Advised corporate issuers, private equity sponsors, and banks on equity and debt offerings, including IPOs, acquisition financings, refinancings, and restructurings.  
Executed 12 transactions ($4.5b by value) in final 18 months, including $25m secured bond offering for inVentiv Health.  
Led cross-functional deal teams, prepared investor materials (including prospectuses and offering memoranda), and negotiated high-value corporate and commercial contracts.  
Achieved top ranking Associate performance assessment in each of the last five years.  
Trainee Associate Rotational Program  
2007 - 2009  
Completed six-month rotations in Capital Markets, Banking, Restructuring (New York), and Private Equity/M&A teams.  

VICTORIA BRESNAHAN  
vbresnahant6@gsb.columbia.edu  
Marketing and Strategy  
Columbia University  
New York, New York  
BA, History, 2010  

ROSETTA CONSULTING, New York, NY  
Senior Associate Consultant (2013 – 2014)  
Associate Consultant (2012 – 2013)  
Delivered marketing strategy consulting services to healthcare clients, including strategic planning, growth opportunity assessments, product launch optimization, and ongoing strategic support.  
Created a new value proposition for struggling healthcare product and collaborated with cross-functional client teams and advertising partners to develop platforms and digital roadmap to communicate new messages.  
Formulated strategy to improve continuity of care for a drug initiated in the hospital by leveraging digital tools and services to enhance stakeholders’ ability to manage care in the outpatient setting.  
Managed quantitative and qualitative market research studies, including ATU, patient chart audit, message testing, and concept testing; presented recommendations to brand leads.  
Built quantified treatment flow model that defined patient journey for disease state and highlighted opportunities for client to increase usage at each decision point.

US DEPARTMENT OF JUSTICE, Washington, DC  
Paralegal Specialist, Antitrust Division  
2010 - 2012  
Conducted primary and secondary research to determine potential effects of mergers and acquisitions on competition, synthesized findings into presentations, and delivered recommendations to Assistant Attorney General.
MARTINA CARBONE
mcarbone16@gsb.columbia.edu
Entrepreneurship and Business Development
California Institute of Technology
Pasadena, California
PhD, Bioengineering, 2010
MS, Chemical Engineering, 2007
University of Wisconsin-Madison
Madison, Wisconsin
BS Chemical Engineering and Mathematics, 2005

ZS ASSOCIATES, New York, NY
Business Associate Consultant
2013 – 2014
Developed negotiation framework for market access in Australia, EU, and Canada of novel biological compound, including process to define bargaining zone, price and population anchors, and confidential deals.
Managed PMO for major sales force integration and territory alignment following M&A activity.

MAXIM INTEGRATED, San Antonio, TX
Senior Process Engineer
2011 – 2013
Proactively created and led cross-functional team that implemented manufacturing process improvements that increased production capacity by 10%, reduced product rework by 60%, and saved more than $500k/year.

BRISTOL-MYERS SQUIBB, Syracuse, NY
Intern Process Engineer
2004
Identified equipment scheduling as root cause to low manufacturing capacity. Led the development of a model to address inefficiencies, leading to subsequent changes that boosted profitability by $75m/year.

LIZA COBURN
ecoburn16@gsb.columbia.edu
Consulting and Management
Duke University
Durham, North Carolina
BS, Chemistry, 2010

DAIICHI SANKYO, Parsippany, NJ
Senior Analyst, Thrombosis Market Research
2013 – 2014
Created a multi-phase segmentation study to identify a target patient population for a product launch and provided the foundation for all subsequent launch planning of patient promotion in a highly competitive therapeutic area.
Facilitated a committee of senior leadership tasked with cross-functionally managing the P&L of the company’s four product franchises to ensure collaboration and innovation.

Associate, Commercial Operations Rotation (Marketing, Market Research, Supply Chain)
2010 – 2013
Facilitated cross-functional brand team “Shark Tank” innovation forum where team members pitch ideas to brand managers for investment, which is currently totaling $625k.
Led an initiative with retail pharmacy partners to develop innovative disease education programs at the point-of-sale to improve patient medication adherence.
Re-engineered the suboptimal distribution of product sample to 1,500 sales representatives nationwide by driving system changes and educating key internal stakeholders on the business issues.
Prepared global prioritization disease landscapes for early stage compounds.

BENJAMIN CRAMER
bcramer16@gsb.columbia.edu
Operations and Technology
University of Maryland, College Park
College Park, Maryland
BS, Aerospace Engineering, 2007

INTELSAT, S.A., Washington, DC
Senior Satellite Systems Engineer (2012 – 2014)
Associate Satellite Systems Engineer (2009 – 2010)
Led time-critical recovery operations for serious satellite anomalies.
Monitored satellite health and operations, ensured all necessary procedures were executed, and optimized the performance and reliability of spacecraft from multiple manufacturers.
Designed, developed, and implemented software solutions to automate various processes, including complex procedure language conversions (Boeing XML to ARES[tcl] and SPELL[python]), limit alarm updates, and maneuver plan management tools.
Troubleshoot problems and developed innovative solutions to satellite anomalies, such as optimizing battery charging and momentum management.
Defined and developed satellite system and subsystem requirements for a new ground system, while creating test plans and conducting thorough acceptance tests.
24/7 on-call response duties (one-week per month) to address immediate satellite needs.

BRISTOL-MYERS SQUIBB, New Brunswick, NJ
Analytical R&D Intern
2006
Analyzed tablet coatings using spectroscopy (NIR and Raman) and other analytical techniques.
Performed statistical analysis and extensively documented findings.
ARI DAVID
adavid16@gsb.columbia.edu
Private Equity and Entrepreneurship
Tufts University
Medford, Massachusetts
BA, Economics, 2009

PIERPOINT CAPITAL, New York, NY
Summer and Fall MBA Associate
2014
- Review investment opportunities, conduct in-depth industry and business due diligence.
- Developed operational and financial roadmaps to drive portfolio company expansion.

BENTLEY ASSOCIATES, New York, NY
Spring and Summer MBA Associate
2014
- Performed extensive financial modeling and valuation work based on LBO, DCF, and precedents.
- Authored offering memoranda and valuation write-ups, and prepared board presentations.

J.P. MORGAN ASSET MANAGEMENT, New York, NY
Business Manager, Mid-Institutional and Endowments & Foundations
2011 - 2014
- Implemented strategic initiatives and supported global business head with financial planning & analysis for a JV started in December ’10.
- Managed a 35 person sales team that delivers investment solutions to institutional investors; assets totaled $45b; $150m of revenue.
- Developed business plans for Latin American and UK/EMEA markets, growing revenues 80% and 50%.

J.P. MORGAN GLOBAL WEALTH MANAGEMENT, New York, NY
Investment Analyst
2009 - 2011
- Created cross-asset class investment portfolios and assisted in the creation of financial plans.

IANA DIMKOVA
idimkova16@gsb.columbia.edu
Private Equity and Finance
Columbia University
New York, New York
BA, Political Science, 2006

AZIMUTH VENTURES, New York, NY
Summer Intern
2014
- Prospected for new investment opportunities, conducted due diligence, and prepared investment memoranda for venture capital fund focused on healthcare sector.

ALVAREZ & MARSAL, New York, NY
Associate, Healthcare Industry Group
2013 - 2014
- Provided financial and operational improvement advisory services to healthcare providers and financial sponsors.
- Performed due diligence, and developed and implemented performance improvement plans focused on transaction cycle time reduction, sales force build out, and resource rationalization for private equity-backed portfolio companies.

PROCURE TREATMENT CENTERS, INC., New York, NY
Manager, Business Operations and Project Finance Groups
2008 - 2013
- Led deal teams that partnered with medical institutions and physicians to develop proton therapy cancer treatment facilities.
- Secured strategic equity investments by conducting due diligence, drafting project memoranda, negotiating and structuring joint-venture agreements, and analyzing clinical opportunities and financial returns.
- Managed performance-improvement initiatives through process analysis and benchmarking within intake, financial management, and treatment planning departments.

KARA DIMON
kdimon16@gsb.columbia.edu
Social Enterprise and Marketing
Columbia University, Mailman School of Public Health
New York, New York
MPH, Health Policy and Practice, 2016

MDRC, New York, NY
Summer Research Analyst
2014
- Contributed to the written proposal sent to the Department of Health and Human Services regarding potential areas for Pay for Success (PFS) opportunities aimed specifically at achieving Medicaid savings.
- Assisted in the completion of an application for the Social Innovation Fund PFS Grant, which aligns and evaluates emerging PFS models that align payment for social services with verified outcomes.

N.B. UNIVERSAL, BRAVO MEDIA, New York, NY
Coordinator
2011 - 2013
- Performed market research and analysis to develop marketing recommendations for Bravo’s priority shows.

N.C. DEPT. OF JUVENILE JUSTICE, Durham, NC
Research Assistant
2011
- Conducted statistical analysis to measure how closely individuals’ risk assessment scores relate to future outcomes, namely likelihood of recidivism.
- Produced and presented findings, conclusions, and recommendations to inform practice and improve case outcomes.
SARAH DREW
sdrew16@gsb.columbia.edu
Entrepreneurship and Private Equity
Cornell University
Ithaca, New York
BS, Operations Research & Information Engineering, 2010

THE BLACKSTONE GROUP, New York, NY
Investment Operations Analyst, Blackstone Alternative Asset Management 2012 - 2014
Advised Portfolio Management team on hedge fund investment allocation decisions by analyzing manager liquidity and performance, and investment mandate, demand, and asset type.
Designed and implemented improved fund allocation model templates for both inter-fund investment transfers and investments involving limited capacity managers.
Liaised with hedge fund managers to communicate monthly allocation activity and discuss transfer policies.

NATHAN FARBER
nfarber16@gsb.columbia.edu
Strategy and Marketing
Northwestern University
Evanston, Illinois
BS, Industrial Engineering, 2008

MARAkon, New York, NY
Associate Principal (2013 - 2014)
Senior Associate (2011 - 2012)
Associate (2008 - 2010)
Led six-member team to develop growth strategy for new over-the-counter Therapeutic Skincare franchise. Created consumer segmentation across four countries, informing three new brand launches projected to grow annual profits by $50m. Created product development strategy for six-brand Russian consumer healthcare business unit. Oversaw four direct reports and client engagement in Moscow. Built support with executive committee for plans delivering 15% annual profit growth. Prioritized corporate growth opportunities with $500m sales potential for consumer healthcare company. Collaborated with global, cross-functional team to evaluate market attractiveness across 10 product categories within nine countries. Optimized promotion strategy for US sunscreen brand. Analyzed returns on trade promotion while integrating input from 18 account representatives. Implemented promotion reallocations and new trade tactics worth 10% annual profit growth. Designed organization structure and shared functions for new $300m Medical Specialty business unit for children’s nutrition company.

BRIAN FEILER
bfeiler16@gsb.columbia.edu
Consulting and Strategy
Vanderbilt University
Nashville, Tennessee
BS, Human and Organizational Development, 2009

J.P.Morgan, Atlanta, GA
Private Bank Analyst 2009 - 2010
Supported Southeast Region Team in all aspects of client service, including investment analysis and prospect outreach. Prepared investment performance analysis, portfolio allocation proposals, and wealth transfer planning for clients with more than $2b total assets under management.
TING TING GUO
tgu016@gsb.columbia.edu
Consulting and Management
Columbia University
New York, New York
BA, Psychology with Neuroscience and Behavior Coursework, 2010
WEIMEI INVESTMENTS, Guangzhou, China
Associate
2012 – 2014
Identified and evaluated investment opportunities within China’s biosimilar market.
Conducted due diligence to determine the viability of potential portfolio companies.
Formulated effective market entry strategies for biosimilar and follow-on biologic focused portfolio companies.

BRIGHTWIRE, New York, NY
Associate (2011 – 2012)
Global Media Analyst (2010 – 2011)
Designed and implemented an innovative Global Healthcare Newswire product to serve a new vertical market.
Managed a team of 15 analysts from both New York and Asia offices and provided editorial direction on a wide range of global economic and political topics.
Collaborated with the product, development, and engineering teams to develop a Product Task Force focused on improving the usability of BrightWire’s internal platform and client facing product.
Launched a recruitment initiative that led to a 30% growth in human capital for the New York office.
Researched, analyzed, and wrote over 2,500 real-time financial news alerts allowing investors to more accurately predict stock price movements for companies based in emerging markets.

ELLIOT FELDMAN
efeldman16@gsb.columbia.edu
Consulting and Finance
Lehigh University
Bethlehem, Pennsylvania
BS, Finance, 2009
BARCLAYS CAPITAL, New York, NY
Assistant Vice President, Equity Research Medical Supplies & Devices (2013 – 2014)
Healthcare Distribution & Technology (2009 – 2013)
Developed and communicated long-term investment ideas to institutional clients through in-depth analysis of industry, company, and competitive trends.
Initiated equity coverage of six healthcare stocks, and led the marketing and coverage of eight IPO/M&A transactions.
Built comprehensive financial models for market sub segments and individual companies.
Published proprietary research reports on 40 healthcare companies under coverage totaling $570b in market capitalization.

LEHMAN BROTHERS, New York, NY
Summer Analyst, Equity Research 2008
Analyzed industry macro trends and company financials for semiconductor companies, and provided analytical support by building and maintaining financial and valuation models.
Published extensive report on the Mobile Internet Device industry distributed to over 1,000 institutional and corporate clients.

CAMILA GRELLO
cgrello16@gsb.columbia.edu
Real Estate and Strategy
Duke University
Durham, North Carolina
BA, Political Science and Sociology, 2010
BENTALL KENNEDY, Bethesda, MD
Analyzed and closed $80m in acquisitions and $300m in dispositions, including nine medical office assets.
Originated health system analyses to elevate investment theses across four regional transaction teams by formulating conclusions based on understanding of the markets, key providers, and political dynamics specific to potential investments.
Liaised with multiple internal and external stakeholders to manage the due diligence process during property transactions.
Collaborated with asset management team to conduct ad-hoc analyses for a $350m portfolio of medical office assets.

GEORGETOWN LERNING CENTERS, McLean, VA
Associate Director 2010 – 2011
Designed and implemented one-on-one educational programs for 35 students customized to individual learning styles and needs.
Taught weekly math, verbal, and writing ACT/SAT classes resulting in 260 point average score increase.

TING TING GUO
tgu016@gsb.columbia.edu
Consulting and Management
Columbia University
New York, New York
BA, Psychology with Neuroscience and Behavior Coursework, 2010
WEIMEI INVESTMENTS, Guangzhou, China
Associate 2012 – 2014
Identified and evaluated investment opportunities within China’s biosimilar market.
Conducted due diligence to determine the viability of potential portfolio companies.
Formulated effective market entry strategies for biosimilar and follow-on biologic focused portfolio companies.

BRIGHTWIRE, New York, NY
Associate (2011 – 2012)
Global Media Analyst (2010 – 2011)
Designed and implemented an innovative Global Healthcare Newswire product to serve a new vertical market.
Managed a team of 15 analysts from both New York and Asia offices and provided editorial direction on a wide range of global economic and political topics.
Collaborated with the product, development, and engineering teams to develop a Product Task Force focused on improving the usability of BrightWire’s internal platform and client facing product.
Launched a recruitment initiative that led to a 30% growth in human capital for the New York office.
Researched, analyzed, and wrote over 2,500 real-time financial news alerts allowing investors to more accurately predict stock price movements for companies based in emerging markets.
ADRIENNE HOWELL
ahowell16@gsb.columbia.edu
Consulting
Emory University
Atlanta, Georgia
BBA, Finance, 2010

WELLS FARGO & COMPANY,
Multiple US Locations
Relationship Manager, Commercial Real Estate
2013 – 2014
Served as lead underwriter in a three-person deal team for high profile ($80 – $200m) construction and long-term loans to New York based private commercial real estate developers.
Developed strong relationship with major New York real estate owner and developer as point of contact for all account-related issues.
Conducted financial and market analysis to justify projected cash flows and market demand, which resulted in obtaining approval for $230m in new credit commitments.

Associate, Credit Management Training Program
2012 – 2013
Selected for five month advanced credit training program in San Francisco, CA; enhanced credit underwriting, client relationship management, and business development skills.

Financial Analyst, Commercial Bank
2010 – 2012
Underwrote over 10 new deals to middle-market companies (annual revenues of $20 – $500m) and supported several senior level managers in due diligence and financial analysis across two offices in Atlanta, GA during a time of double-digit loan growth.
Managed the credit quality of a $370m portfolio of 35 companies across a range of industries by maintaining up-to-date market and firm analyses.

BETTY HUANG
bhuang16@gsb.columbia.edu
Finance and Private Equity
University of Pennsylvania
Philadelphia, Pennsylvania
BS and MS, Bioengineering, 2012

GSR VENTURES, Palo Alto, CA
Associate
2012 – 2014
Led due diligence, managed investments, and sourced new healthcare deals for GSR, a venture fund with $1.2b under management.
Conducted due diligence on a Seattle-based medical device startup. Quantified market size and assessed competitors and management team. Efforts resulted in firm investing $5m.
Screened over 100 healthcare startups for fit with firm’s mandate and risk-return profile and increased firm’s capacity for new deals by two per week.

FILLIGENT LIMITED, Hong Kong, China
Summer Intern
2011
Conducted market research, wrote marketing materials, and strategized sales channels for Filligent, a startup making anti-microbial face masks.

HOFFMANN-LA ROCHE, Nutley, NJ
Summer R&D Intern
2010
Researched toxicity of pre-clinical drug candidates and idiosyncratic liver injury of malaria drug in a team of four.

ADAM KALIKOW
akalikow16@gsb.columbia.edu
Strategy and Entrepreneurship
Northwestern University
Evanston, Illinois
BA, Mathematical Methods in the Social Sciences and Economics, 2009

CAPITAL ONE, McLean, VA
Business Manager (2013 – 2014)
Senior Business Analyst (2011 – 2013)
Pitched senior management, partnered with Treasury department, and implemented program to acquire over $1b of distressed non-agency mortgage backed securities with above market yields.
Led team that analyzed and reported on credit risk and performance related to the housing market and Capital One’s $40b home loans portfolio.

US DEPARTMENT OF HOMELAND SECURITY, Washington, DC
Economist
2009 – 2011
Assessed the costs and benefits of national security initiatives, such as Global Entry and the Visa Waiver Program, as part of effort to balance security and economic efficiency.
Launched review of Preclearance to evaluate feasibility of program expansion; gathered data through interviews with Customs officers and reported findings to the Assistant Secretary.

MEMORIAL SLOAN-KETTERING, New York, NY
Summer Analyst
2008
Developed models to forecast inpatient census flows and the effects of the economy on patient volume in order to improve the efficiency and resiliency of hospital operations.
MARIANNA KATSUKA
mkatsuka16@gsb.columbia.edu
Consulting
University College London
London, United Kingdom
LLM, Corporate and Commercial Law, 2007
University of Essex
Essex, United Kingdom
LLB, English and European Laws, 2005
CFG LAW FIRM, Athens, Greece
Associate Lawyer
2012 – 2014
Advised corporate clients on corporate structures, tax, commercial leases, asset sales, and debt restructuring.
Advised banks on project finance and securities, debt collection, and foreclosures.
CALAVROS & PARTNERS, Athens, Greece
Legal Trainee
2010 – 2012
Represented injured parties in administrative case involving the collapse of a major insurance company.
PROTON PHARMA S.A., Athens, Greece
Assistant to Marketing Director
2009 – 2010
Successful marketing and promotion of TEOSUAL (Hyaluronic Acid) helping the product achieve a 25% sales increase within the first year.
WATSON, FARLEY AND WILLIAMS, LLP
London, UK
Paralegal
2008
Extensive legal assistance in shipping finance transactions. Participation in extensive seminars on the loan agreement and other financial and securities documents.

KATE KERAMES
kkeames16@gsb.columbia.edu
Consulting and Finance
New York University
New York, New York
BA, Biology and Business, 2011
Boston College
Chestnut Hill, Massachusetts
BSc, Coursework in Pre-Medical Biology, 2007 – 2009
REMOTE HARBOR, Boston, MA
Volunteer Consultant
2013 – 2014
Assessed and analyzed marketing materials’ financial/statistical assumptions and overall messaging for social impact healthcare start-up; created more robust and targeted material for pitches.
PACIFIC ALTERNATIVE ASSET MANAGEMENT COMPANY, Irvine, CA and London, United Kingdom
Senior Analyst, Portfolio Solutions
2011 – 2014
Partnered with the CEO, Head of Investment Operations, Head of Legal, and Head of Risk in marketing/development of proprietary managed account platform offering for a $1b+ client.
Closed a $100m discretionary/strategic advisory relationship in lead analyst role; created 14 deliverables leveraging proprietary database and industry research, statistical modeling, pro forma portfolio creation, performance metrics, and risk statistics.
Created and implemented new analyst training program involving quantitative and qualitative aspects of the position; resulted in new analysts up-to-speed five times faster than the previous standard; program formally adopted by management.

JESSICA KLEINER
jkleiner16@gsb.columbia.edu
Strategy and Marketing
Cornell University
Ithaca, New York
BS, Industrial & Labor Relations, 2010
DELOITTE CONSULTING, New York, NY
Consultant (2012 – 2014)
Analyst (2010 – 2012)
Managed international team of 10 Deloitte US India practitioners to analyze training needs and audiences for global, multi-functional shared services center supporting seven administrative departments, and achieving cost savings of over 15%.
Synthesized data on current state operations of four distinct business units across client’s organizational structure, identifying synergies resulting from redundant activity.
Led process design workshops for global pharmaceutical organization and redesigned approximately 40 business processes that were subsequently implemented as part of client’s future state service delivery model.
Modeled and validated functional synergies, headcount, and one-time costs across 11 departments, identifying estimated savings of $62+m over four years resulting from corporate acquisition.
Led functional integration of standalone animal health subsidiary into global pharmaceutical organization across 26 countries and five workstreams.
Identified and designed future-state recommendations for executive leadership on key merger and acquisition issues, including organization design and information systems.
JAMES J. LEE
jalee16@gsb.columbia.edu
Finance and Strategy
University of Pennsylvania
Philadelphia, Pennsylvania
MB, Molecular Biotechnology, 2008
BAS, Bioengineering, 2006
ACCENTURE, New York, NY
Consultant
2010 – 2014
Set the strategy and operations to start-up a novel non-profit company focused on industry collaboration for clinical trials.
Assessed the launch readiness of a Japanese company entering the US oncology market.
Devised a framework diagnostic to measure and benchmark innovation for biopharmaceutical R&D organizations.

TIMOTHY KOO, MD
tkoo16@gsb.columbia.edu
Management and Entrepreneurship
Duke University School of Medicine
Durham, North Carolina
MD, 2011
Princeton University
Princeton, New Jersey
AB, Molecular Biology, 2006
MOUNT SINAI ST. LUKE’S ROOSEVELT HOSPITAL CENTER, New York, NY
Attending Physician
2014 – Present
Attending physician in the Emergency Department serving an area spanning Harlem to Midtown West, with over 180k patient visits per year.
Clinical instructor and academic mentor for emergency medicine residents and rotating Mount Sinai medical students.
Head of the residency’s Journal Club curriculum, teaching statistics, and the proper interpretation of research studies and other medical literature.
Resident Physician
2011 – 2014
Taught emergency medicine junior house-staff emergency medicine care.
Conducted and presented original cardiology research at the 2013 Annual Scientific Assembly of the American College of Emergency Physicians.
Collaborated with colleagues in the Department of Critical Care Medicine to establish a new patient care process and flow between the ED and ICU.
Chosen as the hospital-wide resident representative to the Executive Committee of the Medical Board and participated in board meetings related to hospital-wide issues of quality improvement, patient safety, and departmental operations.

ALLISON KUNCIK
akuncik16@gsb.columbia.edu
Marketing and Management
Princeton University
Princeton, New Jersey
AB, Woodrow Wilson School of Public and International Affairs, 2010
ROSETTA, New York, NY
Senior Associate Consultant (2012 – 2014)
Associate Consultant (2010 – 2012)
Prepared multi-billion dollar pharmaceutical company for a potential product launch, providing strategic insight on target customers, brand positioning, marketing campaigns, packaging design, and other key product considerations.
Identified opportunities to increase market share of a prescription medication over current market leader through rigorous qualitative and quantitative analysis of patients’ treatment decisions.
Guided global pharmaceutical company assessing feasibility of and strategy for expanding a product into a new therapeutic area.
Advised nonprofit organization on how to increase adoption of electronic health records among medical providers.
Conducted physician segmentation to support revamp of targeting strategy for a pharmaceutical product.
Evaluated effectiveness of disease state awareness campaign by quantitatively assessing changes in stakeholders’ attitudes and behaviors.
Produced monthly sales tracking score-cards for prescription product, closely measuring success across several identified metrics.

JAMES J. LEE
jalee16@gsb.columbia.edu
Finance and Strategy
University of Pennsylvania
Philadelphia, Pennsylvania
MB, Molecular Biotechnology, 2008
BAS, Bioengineering, 2006
ACCENTURE, New York, NY
Consultant
2010 – 2014
Set the strategy and operations to start-up a novel non-profit company focused on industry collaboration for clinical trials.
Assessed the launch readiness of a Japanese company entering the US oncology market.
Devised a framework diagnostic to measure and benchmark innovation for biopharmaceutical R&D organizations.

STRATAS PARTNERS, New York, NY
Consultant
2011
Synthesized pricing and market access recommendations for product launch and business development opportunities.
Managed interviews with KOLs and key payers to forecast the reimbursement within several global disease markets.

SYNYGY, Philadelphia, PA
Associate
2008 – 2010
Evaluated the performance and designs of sales forces across pharmaceutical business units.
Led the implementation of sales incentives models for new product launches.

UNIVERSITY OF PENNSYLVANIA SCHOOL OF MEDICINE, Philadelphia, PA
Research Specialist
2006 – 2008
Research in cancer biology with published work through six peer reviewed high impact scientific journals including first-authorship.
ROMAN LESKO  
rlskot16@gsb.columbia.edu  
Finance  
Cornell University  
Ithaca, New York  
BA, Economics, 2010  

NAVIGANT CONSULTING, New York, NY  
Senior Consultant  
2010 – 2014  
Completed over 40 projects for life sciences industry clients in business development and licensing, pipeline development, new product planning and commercialization, marketing, and life cycle management.  
Helped clients reach investment decisions based on market trends, unmet needs, and competitive landscapes by conducting primary research with key opinion leaders, analyzing secondary resources including scientific/medical literature and sales data, and building revenue models based on epidemiology and market dynamics.  
Championed the development, refinement, and growth of new quantitative research methodologies and trained junior staff on quantitative market research.  
Co-authored a white paper entitled “Providing Value Beyond Market Share Estimation,” which highlights the advantages of Navigant’s approach to conjoint analysis.  
Promoted from Consultant to Senior Consultant in recognition of commitment to quality and client satisfaction.

JAIME LEWIS  
jlewis16@gsb.columbia.edu  
Strategy and Consulting  
The George Washington University  
Washington, District of Columbia  
BBA, International Business, 2010  

DELOITTE CONSULTING, New York, NY  
Consultant (2012 – 2014)  
Analyst (2010 – 2012)  
Led workforce transition planning and execution for Fortune 200 company entering into a strategic sourcing agreement; identified critical workforce segments, created talent retention plan, developed detailed functional competency model, and assessment process to inform staffing of 300+ employees.  
Developed comprehensive training strategy, training plan, and end-to-end curriculum on health plan operations to execute a strategic alliance between two health plans.  
Managed training execution program and planned training delivery logistics for 4,000+ employees.  
Implemented a comprehensive change management program, including: communications planning and execution, leadership alignment, and training content development and delivery to support a large organizational transformation following a major technology implementation.  
Designed customized competency model that outlined the requirements and expectations associated with job positions and identified training courses necessary to close gaps; aligned roles and responsibilities to performance metrics.

JONATHAN LICHTINGER  
jlichtingert16@gsb.columbia.edu  
Strategy and Marketing  
Boston College  
Chestnut Hill, Massachusetts  
BA, Mathematics, 2010  

MCKINSEY & COMPANY, Summit, NJ  
Pharmaceutical Research Analyst  
2011 – 2014  
Built an innovative hospital survey, leading pharmaceutical companies to more effectively target hospitals and improve access to physicians, increasing revenues by 15%.  
Led the development of a pharmaceutical benchmarking tool that identified significant commercial cost improvements across multiple clients.  
Projected market evolution of a therapeutic segment, including the market share of a private equity biopharmaceutical acquisition worth $125m.

PHIBRO ANIMAL HEALTH,  
Ridgefield Park, NJ  
Summer Associate  
2009  
Developed three models: price/volume optimization, market share, and penetration — identifying 20% of potential incremental revenues, which led to the improvement of two underperforming key products.  
Steered the development of a new Phibro animal health college education program to rival competitors; this strategy drastically improved the animal health industry image and reflected positively on Phibro.

PFIZER INC., New York, NY  
Summer Associate  
2008  
Initiated country-specific research to expand access for Chantix, uncovering new reimbursement opportunities, directly resulting in Pfizer’s alignment with government smoking cessation centers to access larger smoking population.
<table>
<thead>
<tr>
<th>Name</th>
<th>Email</th>
<th>Department</th>
<th>University/Institution</th>
<th>Profession/Position</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>KEN LIU</td>
<td><a href="mailto:cliu16@gsb.columbia.edu">cliu16@gsb.columbia.edu</a></td>
<td>Finance and Management</td>
<td>Oxford University</td>
<td>Associate Consultant (2014)</td>
<td>Created benchmark and DCF model to price Yitai Coal IPO at 20% higher valuation than industry average, resulting in an additional $150m raised for the client.</td>
</tr>
<tr>
<td>SHANSHAN LIU</td>
<td><a href="mailto:sliu16@gsb.columbia.edu">sliu16@gsb.columbia.edu</a></td>
<td>Management and Marketing</td>
<td>University of California, Los Angeles</td>
<td>Associate (2011 – 2013)</td>
<td>Supervised associates, interns, and vendors on 10+ quantitative market research projects involving medical staff, hospital pharmacy directors, and payers. Developed sizing models for pharmaceutical sales force territory alignments to optimize geographic coverage of targets while maintaining sales rep workload. Conducted qualitative research to assess market opportunities for innovative medical devices as well as new indications for existing products. Recommended a pipeline strategy for a healthcare client’s $3b primary care portfolio through discrete choice analysis.</td>
</tr>
<tr>
<td>JICHUAN LUO</td>
<td><a href="mailto:jluo16@gsb.columbia.edu">jluo16@gsb.columbia.edu</a></td>
<td>Consulting and Finance</td>
<td>Beijing International Studies University</td>
<td>Assistant Manager (2013 – 2014)</td>
<td>Led financial due diligence and performed market research on both inbound and outbound M&amp;A processes for buy- and sell-side companies. Presented findings and recommended business plan to global team and senior-level executives.</td>
</tr>
</tbody>
</table>

**Pingan Asset Management, Shanghai, China**

**ZS Associates, Chicago, IL**

**Southern California Edison, Santa Ana, CA**

**Standard Chartered, Beijing, China**

**KPMG, Beijing, China**

**ICBCI, Hong Kong, China**

**PwC, Beijing, China**

**ZS Associates, Chicago, IL**

**ICBCI, Hong Kong, China**

**Morgan Stanley, Sydney, Australia**

**Standard Chartered, Shanghai, China**

**Southern California Edison, Santa Ana, CA**

**Columbia Business School Healthcare Conference**

**2016 : Liu – Mirchandani**
C. ADELE MAASS
cmaass16@gsb.columbia.edu
Operations and Consulting
Dartmouth College
Hanover, New Hampshire
BA, Government, 2009

OKHATI, INC., Cambridge, MA
Pro Bono Consultant
2013 – 2014
Collaborated in development and rollout of start-up nonprofit’s online interactive Nepali healthcare facilities map, ask-a-doctor resource, and innovation initiatives.

BOSTON CHILDREN’S HOSPITAL, Boston, MA
Pro Bono Summer Consultant 2013
Expedited and standardized clinical research data capture by building online template for 300 most frequent lab tests.

CHATHAM PARTNERS, Waltham, MA
Associate VP (2011 – 2014)
Senior Research Analyst (2010 – 2011)
Managed 8-10 market research projects’ design, implementation, analysis, project teams, and client relationships concurrently.
Led syndicated industry research initiatives, including modeling growth projections for total retirement outsourcing market.
Integrated disparate projects to achieve cohesive view of client lifecycle, drivers of retention, and competitive positioning.
Discovered causes of advisors’ unfavorable perceptions of a client, segmented advisor population, recommended engagement tactics, and measured client’s improved performance annually.
Identified and addressed internal process improvement opportunities: automated analysis, streamlined industry benchmark upkeep, and redesigned training program.

GEOFFREY MCGCRANE
gmcgranet6@gsb.columbia.edu
Venture Capital
New York University
New York, New York
BA, Economics and Mathematics, 2009

18 CAPITAL, New York, NY
Fall Intern 2014 – Present
Assessed five early-stage companies at this start-up impact investment venture capital fund.
Submitted recommendations to Board to be used in funding selection process.

STANDARD & POOR’S CAPITAL IQ LCD, New York, NY
Senior Analyst II (2012 – 2014)
Senior Analyst (2011 – 2012)
Research Analyst (2010 – 2011)
Led enhancement of LCD’s US high-yield bond research, resulting in standalone subscription product: created 90-page quarterly report highlighting micro and macro new-issue market trends, launched first set of in-house secondary market statistics in collaboration with S&P Dow Jones Indices, and co-designed company webpage dedicated solely to bonds.
Interacted with numerous clients each day delivering timely customized data and market insight to meet their specific needs; consistently received unsolicited, positive reviews on client service.
Trusted as sales team’s lead analyst in handling trial users; over 50% converted to subscribers.
Trained six new hires.
Assembled most widely and frequently distributed leveraged loan report.
Rewrote 40-page training manual.
Recognized as future leader; gave speech at annual company meeting to cultivate managerial skills.

SRISHTI MIRCHANDANI
smirchandanit6@gsb.columbia.edu
Private Equity and Strategy
Washington University in St. Louis
St. Louis, Missouri
BA, Economics, Healthcare Management, 2010

ACCRETIVE HEALTH, Chicago, IL
Manager, Population Health Solutions 2013 – 2014
Managed consulting services to advise major hospital and health systems on best practice financial, operational, and clinical transitions to value-based care.
Formulated financial model and business case for new oncology population health product with various contract specification, pricing, risk-sharing, business partner, and growth scenarios.
Designed and implemented peer-led continuous learning program among division associates.

DELOITTE CONSULTING, Chicago, IL
Consultant 2010 – 2013
Created financial model to select ideal growth strategy for $30b insurance company based on market, product, customer, and channel variants.
Engaged physician advisory group across a 3000-physician healthcare entity to guide implementation of new electronic medical record system, including achievement of meaningful use requirements.
Led energy spend management initiative for multinational media holdings company. Applied market analysis, sourcing, and procurement strategies resulting in $8m – $9m total cost savings.
Developed and presented firm eminence research with Health Plan Consumer Engagement team.
ELIZABETH MORAN
emoran16@gsb.columbia.edu
Operations and Management
Middlebury College
Middlebury, Vermont
BA, English and American Literature, 2011

PA CONSULTING GROUP, New York, NY
Life Sciences and Healthcare Consultant
2011 – 2014
Conducted interviews in multiple countries and analyzed findings to provide solutions for improved customer engagement for a global animal health company.
Conducted primary and secondary research on business-to-business approaches for a large global pharmaceutical company trying to update its customer value proposition.
Worked on organizational process workflow and risk mitigation for a large global pharmaceutical company updating its starter distribution method.
Provided project management support to a team implementing a compliance sustainability program across multiple departments and stakeholder groups at a large global pharmaceutical company.
Designed methodology for a new project management office within a large global pharmaceutical company.

DONNA MORDENTE
dmordente16@gsb.columbia.edu
Management and Strategy
Cornell University
Ithaca, New York
BS, Industrial & Labor Relations, 2010

DELOITTE CONSULTING, New York, NY
Consultant (2012 – 2014)
Analyst (2010 – 2012)
Redesigned and implemented over 25 business processes for an estimated 50% efficiency gain in operations and potential net savings of $3m for a diversified life sciences company.
Conducted a pharmaceutical work activity analysis to measure current-state distribution of employee work effort and potential cost savings generated through streamlined service delivery.
Facilitated the simultaneous integration of a pharmaceutical company’s HR function across five acquisitions, with impacts to over 69 countries globally.
Devised and launched a comprehensive project management framework and supporting toolkit to track integration activities and over $120m in M&A-related spend.

DILBER S. MUTLU
dmutlu16@gsb.columbia.edu
Consulting and Strategy
University of Michigan
Ann Arbor, Michigan
BSE, Industrial Engineering, 2004

HURON CONSULTING GROUP,
New York, NY
Manager (2012 – 2014)
Associate (2007 – 2012)
Managed simultaneous multiple engagements with teams of up to 10 consultants per project.
Implemented $2.5m to $15m annual cost savings for hospitals through productivity improvement, process redesign, organizational restructuring, and reduction in contract labor and premium pay.
Established system-wide operational performance targets and monitoring tools to drive economic growth in multi-hospital systems and Academic Medical Centers.
Conducted staffing to demand analyses by department to determine inefficiencies in workforce and room utilization.
Implemented vacancy management policy and procedures to better manage new or replacement positions.

HARBOUR CONSULTING GROUP, Troy, MI
Manager (2006 – 2007)
Managed North American clients of the Harbour Report, the most comprehensive evaluation of the automotive industry’s performance internationally.
Facilitated project scope, kick-off, and data verification meetings and conducted methodology training to Harbour’s counterparts on the Original Equipment Manufacturer side.
EMIL NEDEV
enedev16@gsb.columbia.edu
Consulting and Venture Capital
The George Washington University, Washington, District of Columbia
BBA, Finance & International Business, 2009

AVALERE HEALTH LLC, Washington, D.C.
Manager, Life Sciences
2013 – Present
Lead product market access projects and M&A due diligence analyses for Fortune 500 pharmaceutical, biotech, and medical device firms.

Head six 4-12 person life sciences client account teams, each of which generates $250k - $1.5m annually, and supervise three person team on due diligence and product market access projects for life sciences firms from the US, EU, and Asia.

Senior Associate/Associate, Financial Services
2009 – 2013
Led 10 qualitative analyses of the impact of health policies on private equity acquisition targets in the life sciences and healthcare provider sectors.

Built financial models assessing the impact of health policies on profits of private equity acquisition targets.

3E INTERNATIONAL LTD, Vienna, Austria
Co-Founder & Partner
2007 – 2009
Facilitated real estate transactions of up to €8m between Bulgarian real estate and renewable energy system developers and European and Asian investment firms.

Built forecast models to assess the profitability of solar and wind power plants and of commercial real estate properties in Bulgaria.

FRANK PALMER
fpalmer16@gsb.columbia.edu
Consulting and Strategy
Cornell University
Ithaca, New York
BA, Economics, 2008

COLDSTEEL LASER, New York, NY
Co-Founder
2011 – 2014
Led fundraising of $650k from competitive grants to complete pre-clinical trials.
Formulated value proposition, revenue model, market research, and pitch deck which was presented to investors.

MEMORIAL SLOAN KETTERING CANCER CENTER, New York, NY
Research Project Manager
2013 – 2014
Developed 11 individualized prediction tools with team of doctors to improve patient counseling and resource allocation.
Co-authored 41 manuscripts in 12 peer-reviewed medical journals, cited by 135 publications.

Research Project Coordinator
2011 – 2013
Created the Tumor Specimen Index, a novel tool to assess adequacy of oral tongue surgery.
Led a pre-clinical trial to test the feasibility of reflectance confocal microscopy to guide thyroid surgery.

SONG PETTUS
spettus16@gsb.columbia.edu
Marketing and Operations
University of Kentucky
Lexington, Kentucky
BBA, Finance, 2008

ABACUS FINANCE GROUP, New York, NY
Senior Associate
2012 – 2013
Led all aspects of the investment evaluation process and executed five investments in the healthcare services and products sectors, amounting to $50m.
Partnered with the CFO of a niche healthcare products company to develop a financing solution, enabling the company to acquire a competitor and a medical device patent.

PWC, New York, NY
Senior Associate, Consulting Practice
2010 – 2011
Spearheaded the application process for a city-wide broadband adoption program for a public sector client in New York City, which aided the city in securing $42m of federal stimulus funding (more than any other city or state).

Managed a five-person project team and served as the liaison with the US Department of Commerce throughout the implementation of three broadband adoption programs, leading to a 92% adoption rate across 100k underserved residents.

FTI CONSULTING, New York, NY
Consultant, Restructuring Practice
2008 – 2011
Advised St. Vincent Catholic Medical Centers in exploring strategic alternatives (e.g. asset sale, strategic partnership) and preparing for a bankruptcy wind-down plan.
SYLVIA QIU
sqiu16@gsb.columbia.edu
Private Equity and Finance
Icahn School of Medicine at Mount Sinai
New York, New York
MD, 2017
Princeton University
Princeton, New Jersey
AB, Molecular Biology, 2008

CERBERUS CAPITAL MANAGEMENT, LP, New York, NY
Private Equity Summer Analyst 2014

- Worked closely with healthcare portfolio companies’ management teams to monitor financials, assess operating performance, and identify potential acquisitions.
- Assisted portfolio companies with financing needs including bond OM drafting and loan issuance.
- Evaluated targets in acute care clinic sector by assessing economics of greenfield opportunity vs. collaboration with medical centers/retail clinic partners.

CORIDEA, INC, New York, NY
Summer Intern 2013

- Assessed market opportunity of novel intervention to slow progression of chronic kidney disease; analyzed clinical trial design, cost-effectiveness, and potential competitors/acquirers.
- Conducted due diligence via conversations with physicians, patients, and insurers; synthesized conclusions for presentation to Board of Directors and potential investors.

CITI, INC, New York, NY
Analyst, Interest Rate Derivatives 2008 – 2010

- Advised corporate clients on use of interest-rate derivatives to meet financing and hedging objectives.
- Structured, priced, and executed derivatives including rate locks, interest rate swaps, and options.

TANYA RANA
tran16@gsb.columbia.edu
Consulting and Strategy
Georgetown University
Washington, District of Columbia
BS, Health Studies, 2009

MERCER, Health and Benefits, New York, NY
Associate (2013 – 2014)
Senior Analyst (2011 – 2013)
Analyst (2010 – 2011)

- Redesigned healthcare benefits strategies and programs for various Fortune 500 companies.
- Served as client contact and project manager.
- Presented analyses and recommendations to senior-level executives.
- Projected costs and liabilities for clients with benefits budgets ranging from $50 – $200m. Often negotiated fees and premiums with large healthcare insurance companies.
- Developed custom employee wellness programs, resulting in increased employee participation and positive health outcomes.
- Recruited intern and entry-level candidates as well as supervised summer intern program.
- Earned promotions from Analyst to Associate within fastest possible trajectory.

FORTIS LA FEMME, New Delhi, India
Summer Intern 2008

- Investigated and suggested techniques to increase admission and discharge efficiency rates.
- Crafted and analyzed inaugural employee survey.

STEPHANIE SCHREIBER
sschreiber16@gsb.columbia.edu
Finance and Entrepreneurship
Northwestern University
Evanston, Illinois
BA, Economics, 2010

CITY HEALTH WORKS, New York, NY
Pre-MBA Summer Associate 2014

- Developed three-year strategy and organizational budget to expand health coaching services and increase clinic partnerships.
- Improved operational processes and program content based on client and health coach feedback.

OLIVER WYMAN, New York, NY
Associate (2013 – 2014)
Senior Consultant (2012 – 2013)
Consultant (2010 – 2011)

- Designed and implemented a care model for high-risk Medicare patients for a $21b health plan.
- Developed a $1.9b health services opportunity for a $20b supermarket chain including internal employee, employer, and consumer market-facing offerings.
- Created a community and event-based marketing strategy to educate uninsured consumers for a $12b health plan participating in the post-reform insurance exchanges.
- Transformed a multi-specialty physician group into a value-based population health manager.
- Valued a $1.8b Phase II rheumatoid arthritis asset for a global pharmaceutical company; identified alternative development strategies to generate additional value.
GRACE SHEN  
ssten16@gsb.columbia.edu  
Finance and General Management  
Melbourne University  
Melbourne, Australia  
Master of International Tax, 2010  
Melbourne University  
Melbourne, Australia  
Bachelor of Commerce, 2004  

DELOITTE TOUCHE TOHMATSU, Shanghai, China and Beijing, China  
Tax Manager (2012 – 2014)  
Tax Consultant (2010 – 2012)  
Tax Associate (2006 – 2009)  
Specialized in cross-border M&A, international tax planning, pre-IPO structuring, business model optimization, and risk management.  

Led group of international tax teams and devised tax efficient acquisition structure for a strategic client’s $810m Australian infrastructure investment; achieved tax savings of approximately $20m and led to new project of €2b investment in Italy.  

Advised Fortune 500 US company on its acquisitions and operations in China; designed model to analyze tax costs under different operating structures; reduced tax costs by $3m and won retainer engagement from same client.  

Developed tax management policy and procedures for $15b tech/real estate/finance conglomerate to optimize its tax compliance and risk mitigation; aligned its inter-departmental work process with risk prevention and control objectives.  

Assisted 10+ international clients on tax issues relating to China operations, including permanent establishment, foreign exchange remittance; conducted tax compliance review and tax due diligence on 5+ companies in CPG/tech/healthcare sectors.

SAMANTHA STRAUSS  
sstrauss16@gsb.columbia.edu  
Marketing and Social Enterprise  
University of Texas  
Austin, Texas  
BBA, Finance, 2011  

J.P.MORGAN, Houston, Texas  
Private Banking Analyst  
2011 – 2014  

Developed and executed wealth management solutions for an ultra-high net worth client base with over $25b in assets under management.  

Built and analyzed complex models, including portfolio performance, wealth projection, concentrated stock, and yield analysis, to develop client recommendations.  

Conducted market assessment to identify new business opportunities.  

DELL, Round Rock, Texas  
Summer Analyst  
2010  

Projected and analyzed P&L models for the public sector across global regions to increase forecasting precision.  

Led a global internal fixed asset audit worth $2m in cost savings to improve accounting accuracy.

MICHAELS STORES, Irving, Texas  
Summer Marketing Intern  
2008  

Expanded brand new marketing program for arts and crafts, targeting mothers and teachers.  

Managed internal and external resources for the program by collaborating with teams, including web design, legal, creative, and advertising to create and market final products.

NATALIE SUTTON  
nsutton16@gsb.columbia.edu  
Management and Strategy  
University of North Carolina  
Chapel Hill, North Carolina  
BS, Business Administration, 2011  

ING U.S., New York, NY  
Analyst, Strategy, Corporate Development, and Investor Relations  
2012 – 2014  

Crafted the equity story and enabled successful marketing and execution of ING US’s $1.5b IPO as the lead analyst on the roadshow, which reached 400 investors; the stock appreciated 70% in the first year of trading.  

Drafted the press release and investor presentation for the first public earnings release.  

Coordinated content and logistics for the first- and second-ever Executive Committee Strategy Conferences for the top 18 leaders and oversaw resulting enterprise-wide strategic initiatives.  

Constructed detailed analyses and collaborated with the team to synthesize results into an executable deal structure for the $722m sale of private equity limited partnership investments to Pomona Capital.  

Designed and implemented a plan that improved team performance (measured by net promoter score) by 40% in one year.  

MORGAN STANLEY, New York, NY  
Investment Banking Analyst  
2011 – 2012  

Prepared roadshow materials and managed four co-manager teams through filing, due diligence, marketing, and execution as a first-year analyst, positioning Michael Kors for a successful $1.1b IPO.
COLIN THIMONS
cthimons16@gsb.columbia.edu
Venture Capital and Consulting
Boston University
Boston, Massachusetts
BA, International Relations and Economics, 2005

GLG, New York, NY
Manager, Business Development – Life Sciences
2014 – Present
Responsible for managing and growing relationships within diverse pharmaceutical, biotechnology and medical device corporations throughout North America.
Advise Fortune 500 life science companies on strategic decision-making around central market and policy trends. Support venture capital, business development, commercial, and strategy business units through the identification and initiation of projects to address commercial priorities.

HOYA VISION CARE, New York, NY
Brand Manager
2010 – 2014
Led and influenced decision making cross-functionally, particularly as it pertained to developing insights-based marketing strategies to improve consumer outcomes for ophthalmic lens product mix.
Responsible for channel and tactic planning and development, implementation, and measurement for portfolio. Strong focus on large retail contract negotiations, pricing strategy, and product launches to support Hoya’s global laboratory network.

ABBOTT MEDICAL OPTICS, New York, NY
Territory Sales Representative
2006 – 2010
Led as consultative sales representative for AMO’s cataract and refractive product portfolio. Promoted portfolio to ophthalmologists within surgical centers and hospitals. Excelled in product launches and achieved top performer recognition.

HARSH TIWARI
htiwarit6@gsb.columbia.edu
Strategy and Management
Cornell University
Ithaca, New York
MEng, Computer Science, 2006
American University
Dubai, United Arab Emirates
BS, Computer Engineering, 2005

NOVARTIS PHARMACEUTICALS, East Hanover, NY
Strategic Insights and Analytics Lead
2014 – Present
Developed the annual strategy plan for a $500m brand and identified $42m in incremental revenue.
Managed annual budget of $1m to conduct qualitative and quantitative research and inform strategic business decisions.

Manager, Marketing Analytics
2013
Co-designed the end-of-life strategy for a $6b brand and achieved $175m incremental sales.
Assessed the commercialization strategy for new formulation and informed clinical funding decision; product to garner $400m in sales.

ZS ASSOCIATES, New York, NY
Business Consultant (2012 – 2013)
Associate Consultant (2009 – 2011)
Associate (2006 – 2008)
Co-developed and led implementation of the launch plan for two brands forecasted to garner $1b in peak sales.
Assessed pre-launch market opportunity and quantified life-time value for brand projected to garner $1.5b in peak sales.
Partnered with executive leadership to startup an international office; built the foundation to make this office ZS’s most profitable outsourcing office.
Re-designed and operationalized over 10 business intelligence systems to reduce client’s process management costs by 50%.

MARK VILLANUEVA
mvillanueva6@gsb.columbia.edu
Consulting and Strategy
Harvard Extension School
Cambridge, Massachusetts
Post-BAC coursework, 2011 – 2012
Tufts University
Medford, Massachusetts
BA, Economics, 2008

NEW YORK-PRESBYTERIAN HOSPITAL/WEILL CORNELL MEDICAL COLLEGE
Research Assistant
2013 – 2014
Coordinated various industry or institution-sponsored study protocols.
Maintained HIPAA and IRB compliant databases according to ICH human research standards.

NOODLE EDUCATION
Tutor
2012 – 2014
Provided tutoring and specialized study programs in test preparation, math, and science.
Generated additional business for upstart education company through client referrals, blogging, and materials production.

THE PRINCETON REVIEW
Master Tutor (2009 – 2011)
Recruiting, Hiring, and Training Assistant (2009 – 2011)
Overhauled hiring and training process under regional director; screened and hired 112 new employees.
Provided high-quality test preparation services to private students and institutional clients.
ANDREA WANG
awang16@gsb.columbia.edu
Marketing and Strategy
University of California, Berkeley
Berkeley, California
BA, Public Health and Economics, 2008

WILLIAMS SONOMA, INC.,
San Francisco, CA
Strategic Planning Analyst
2012 – 2014
Created and managed a brand-wide promotions tracking tool, driving improved forecasting of 15% and incremental sales. Spearheaded shelf-optimization test projects in select stores to improve key product category sales by 205%. Presented monthly brand-level sales forecasts of ~$40m to the President, highlighting risks to budget.

BARE ESCENTUALS INC.,
San Francisco, CA
International Purchasing Specialist
2011 – 2012
Managed $50m in strategic buys of owned product categories; negotiated with suppliers to bundle pricing on similar SKUs. Oversaw the operations team in China to ensure appropriate factory production, reducing scrap and managing inventory levels.

MERCER LLC, San Francisco, CA
Senior Analyst – Health and Benefits
2008 – 2010
Conducted Request for Proposals for health insurers on behalf of large employers, leading to millions of dollars in cost savings and matched partnerships with best-in-practice insurance carriers. Performed quantitative analyses on provider network disruptions due to client M&A activity to consolidate insurance carriers while minimizing disruption to employees.

HOLLY WU
hwu16@gsb.columbia.edu
Management
New York University Stern School of Business
New York, New York
BS, Finance, 2011

KEEFE, BRUYETTE & WOODS,
New York, NY
Investment Banking Analyst
2011 – 2014
Advised Coverys, a leading medical malpractice insurer, on its acquisition of OHA Holdings Inc. and its wholly owned subsidiary Ohio Hospital Association Insurance Solutions, an OH-based medical malpractice insurer created by the Ohio Hospital Association. Advised Luminous Capital, a CA-based wealth manager with $5.5b of assets under management, on its $245m sale to First Republic Bank. Provided a fairness opinion to the Board of Harleysville Group in connection to the company’s $840m sale to Nationwide.

PWC, New York, NY
Summer Associate,
Transaction Services Valuation
2010
Performed annual goodwill impairment test for Managed Healthcare Associates, the largest alternate care group purchasing organization. As part of the purchase price allocation performed in connection with Green Mountain Coffee Roasters’ $300m acquisition of Diedrich Coffee in 2010, valued the target’s customer relationships using excess earnings method.

MELODY XU
rxu16@gsb.columbia.edu
Finance
University of Macau
Macau, China
BA, Economics and International Finance, 2011

BOOZ & COMPANY, Beijing, China
Senior Consultant, M&A Practice
2011 – 2014
Fast tracked to Senior Consultant within 1.5 years (average 3 years); ranked as top 1 performer (out of 17 consultants among the cohorts) in all appraisals. Recommended M&A strategy to a leading TV conglomerate; spearheaded evaluation of potential targets and provided deal negotiation support. Acquisition helped client gain 9m new cable subscribers and 30m new TV viewers, and achieve 25% increase in revenue. Advised a leading global technology company on growth strategy in China, India, and Southeast Asian countries; identified market opportunities and strategic options. Helped client achieve 30% revenue increase through expansion into supplementary products and 15% cost savings through shared service.

PWC TRANSACTION SERVICES,
Shanghai, China
Summer Intern
2010
Worked on a turnaround team that brought company from bankruptcy to a strategic partnership with an industry leader in one year.

GLAXOSMITHKLINE, Wavre, Belgium
Strategy Intern
2009 – 2010
Developed cost saving models for different staffing scenarios between business units during financial crisis and helped client achieve an estimated annual saving of €0.8m.
HANPIN (JERRY) YAN
hyant6@gsb.columbia.edu

Consulting and HCIT
Cornell University
Ithaca, New York
M.Eng, Computer Science, 2010
BS, Electrical and Computer Engineering, 2009

ZS ASSOCIATES, New York, NY
Associate Consultant
2010 – 2014

Designed sales strategy and resource allocation algorithm to integrate two sales force teams in a post-merger acquisition.
Launched a go-to-market strategy for a biotech product based on comprehensive market analysis and customer targeting.
Led onshore and Indian offshore team to manage sales operations of a biopharmaceutical company; streamlined processes and standardized reporting.
Recommended and developed SaaS solution to streamline a client’s sales automation process.

INTEL CORPORATION, Hudson, MA
Component Design Engineer
2007 – 2008

Developed software to improve efficiency of chip design and synthesis processes by 25%.
Designed circuits and layouts of the 32nm next generation Itanium CPU.

NEJAT ZEYNELOGLU, MD
nzejneloglu16@gsb.columbia.edu
Management and Operations
Egean University, School of Medicine
Izmir, Turkey
MD, 2000

NEW YORK-PRESBYTERIAN/NEW YORK HOSPITAL QUEENS, Flushing, NY
Division Chief of Hospital Medicine
2010 – Present

Manage two separate 24/7 service lines with a focus on patient flow.
Lead CMS core measures related to performance improvement initiatives.
Focus on in-hospital cost reduction and efficiency.

METROPOLITAN HOSPITAL/
NEW YORK MEDICAL COLLEGE
New York, NY
Associate Residency Program Director
2008 – 2010

Served as a core faculty member with an emphasis on medical education.

JUNE ZHANG
jzhang16@gsb.columbia.edu
Consulting and Entrepreneurship
Queen’s University
Kingston, Canada
BComm, Commerce, 2011
BA, Health Studies, 2011

SHIFT HEALTH PARADIGMS,
Toronto, Canada
Project Consultant
2014

Evaluated opportunities for Shift Health Paradigms to enter the home care market, identified key stakeholders and potential customers, and conceptualized market entry strategy.
Investigated start-up best practices and networked with other entrepreneurs through Impact8, the social venture accelerator program run by the prestigious MaRS Discovery District in Toronto.

CANADIAN IMPERIAL BANK OF COMMERCE, Toronto, Canada
Analyst, Corporate Lending
2011 – 2014

Conducted due diligence and detailed quantitative and qualitative analyses on current and prospective corporate borrowers in the C$5b+ diversified lending portfolio in order to evaluate creditworthiness and recommend lending decisions; covered the entire healthcare lending portfolio as well as other diversified large corporate clients.
Entrusted with the Bank’s most profitable client after only one year with the Bank due to superior performance feedback and large deal execution experience.
Secured approvals for and closed a marquee C$1.7b acquisition underwriting and several complex LBOs.
11th Annual Columbia Business School Healthcare Conference

November 21, 2014
New York Marriott Marquis

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

Healthcare Industry Association (HCIA)
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