



**Kellogg**  
School of Management

# 2012 Healthcare Profile Book

Health Enterprise Management (HEMA)



NORTHWESTERN UNIVERSITY



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# General Overview

## ACRONYMS USED IN THIS BOOK

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<b>1Y</b>	One-Year MBA Program
<b>2Y</b>	Two-Year MBA Program
<b>MMM</b>	MBA + Masters of Engineering Management (MEM)
<b>JD-MBA</b>	Integrated Juris Doctor MBA Program
<b>PTMBA</b>	Part-time MBA Program
<b>HEMA</b>	Health Enterprise Management
<b>INTL</b>	International Business
<b>MGMT</b>	Management & Strategy
<b>OPNS</b>	Operations



## DESCRIPTION OF THE HEMA MAJOR

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The Health Enterprise Management (HEMA) major at Kellogg encourages a balanced and holistic approach to the health industry. Ideas forged here help transform health industry management and policy. Our faculty experts and professional network are second to none and frequently consult public and private organizations throughout the healthcare sector.

The HEMA major meets the needs of any management student who seeks to excel in either the services or products side of the health industry. HEMA courses are taught by some of the world's leading scholars in a wide range of academic fields. Our courses emphasize the importance of translating fundamental management principles into state-of-the-art tools for practitioners. HEMA graduates compete successfully for jobs in provider, insurer and supplier organizations, as well as in consulting, investment banking and other related sectors of the economy.

The HEMA major combines flexibility with depth. The cornerstone of the HEMA major is the introductory core course, which presents a body of common knowledge necessary to anyone managing in the health sector. Students must take three additional courses from a lengthy list, some of which emphasize themes common to the services and products side, and some of which are specific to each track. There are no prerequisites for the major and students with no prior experience in the health sector are invited to sample HEMA courses.



## COURSE OFFERINGS

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The HEMA department coordinates and promotes groundbreaking education, research and outreach in both the services and products side of the health sector. HEMA brings together two separate programs, each with a rich tradition of excellence: The Health Industry Management major, which celebrated its 65th anniversary of training students interested in careers in the traditional areas of health services, and The Center for Biotechnology Management, which emphasizes medical product innovation.

Students seeking careers in the health industry may complete the HEMA major, which combines courses that emphasize the common academic foundations of the health services and health products sectors with a wide range of courses focused on each sector. All HEMA offerings emphasize the importance of translating fundamental management principles into state-of-the-art tools for practitioners.

Below is a highlight of just a few of over 20 interdisciplinary HEMA courses offered. A complete list can be found online at the following website: <http://www1.kellogg.northwestern.edu/dpco/catalog.asp>

### **Biomedical Marketing (HEMA-914)**

*The biomedical industry is beginning to appreciate that success comes from a combination of great science and strong marketing. Marketing in the biomedical industry poses unique challenges: marketers have to deal with a complex regulatory, competitive, scientific and ethical environment, while building strong businesses and brands. This course studies how core marketing concepts play out in the biomedical industry, through a combination of case studies, guest speakers, student projects and discussions. It is ideal for students who plan to go into the medical device and pharmaceutical industries.*

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### **International Healthcare Systems (INTL-442)**

*Healthcare businesses must all deal with the same fundamental principles, namely tradeoffs among cost, quality, and access to care. International healthcare systems also make decisions based on these tradeoffs. This course covers basic topics common to all healthcare systems and focuses on countries of particular interest to students.*

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### **Managerial Challenges in the Pharma, Biotech, and Medical Device Industries (HEMA-453)**

*This course provides an overview of the pharmaceutical, biotechnology and medical device industries. It explores their history, growth, organizational structure, vital statistics, recent performance, social contribution and prospects for the future. It examines the critical interrelationships among the firms within and across the three industries and the centrality of these interrelationships for product development and sales.*

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### **Healthcare Strategy (MGMT-945)**

*This new course delves into the strategic issues faced by healthcare firms. It discusses where and why the healthcare sector deviates from normal strategy frameworks. The course spends some time learning details about several sectors, including health insurance, hospitals, pharmaceuticals, and medical devices. Although the course focuses on private firms in the U.S., it also covers the role of the government in regulating and providing healthcare, as well as some international issues.*

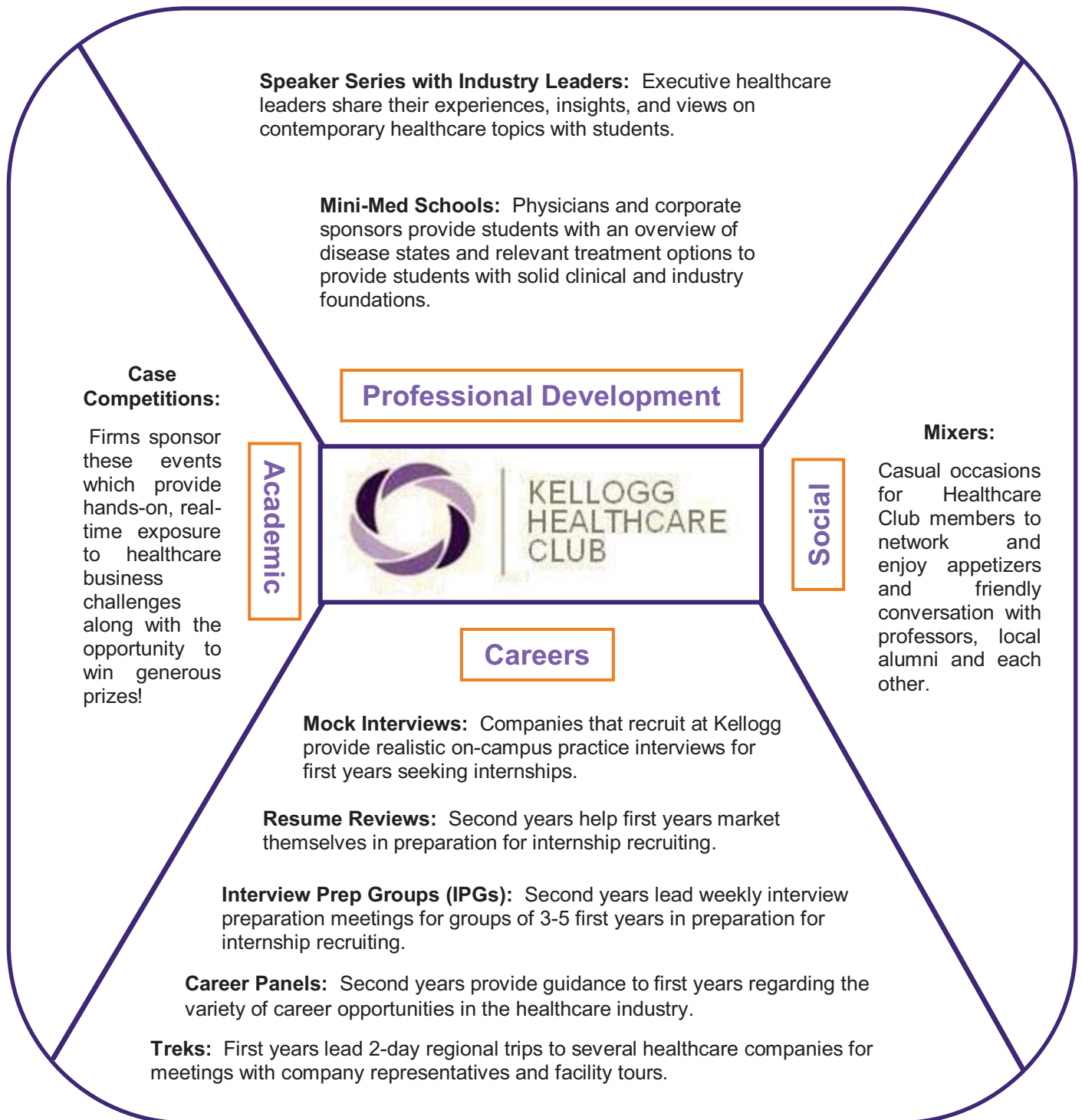
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### **Service Operations (OPNS-482)**

*It is important for a manager to understand how services differ from manufacturing operations and how traditional operations' management techniques can be applied to services. This course applies concepts from the core operations class, extending the discussion of managing variability and customer waits. It examines service operations in healthcare, retail environments and airlines, among other settings.*

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## HEALTHCARE CLUB ACTIVITES



## BUSINESS OF HEALTHCARE CONFERENCE

Every year Kellogg hosts the Business of Healthcare Conference, focusing on some of the most topical and contemporary issues facing the global healthcare industry. Professionals, academics and students explore ways that healthcare value is created and the related implications for the broader healthcare system. Kellogg students not only attend and get the chance to hear from and engage with top leaders in healthcare, but also actively plan, coordinate, and execute one of Kellogg's most successful conferences.

Recent speakers and panelists include a variety of knowledgeable, talented, and successful global leaders:

**Robert L. Parkinson, Jr.**, *Chairman and Chief Executive Officer*, Baxter International, Inc.

**Rulon Stacey**, *President and Chief Executive Officer*, Poudre Valley Health System; *Chairman-Elect*, ACHE

**Michael Barber**, *Vice President*, GE Healthcare Healthymagination

**Dawn Owens**, *OptumHealth CEO*, UnitedHealth Group

**Gary Ahlquist**, *Healthcare Practice Senior Partner*, Booz & Company

...and many more. Keep an eye out for next year's conference, with exciting speakers and timely topics!

### 2011 Business of Healthcare Conference Flyer

NORTHWESTERN UNIVERSITY

## BUSINESS OF HEALTHCARE CONFERENCE

### "The Right Prescription for Value in Healthcare"

November 9, 2011 @ James L. Allen Center, Northwestern University

**Keynote Speakers:**



**Kent Thiry**  
*Chairman and CEO*  
DaVita Inc.



**Charlene Frizzera**  
*Senior Advisor*  
Leavitt Partners

Curious about...

- Paying too much \$\$\$ for healthcare service?
- Digital disease management technology?
- Future of pharma marketing?

**JOIN US at the conference!**  
Act fast. This event sells out every year.  
Don't miss your opportunity to register!

For more information: <http://kellogg.campusgroups.com/healthconf/>

DANAHER | Deloitte | Genentech | AMGEN | Baxter | BD | THE CHARTIS GROUP | Silly | Johnson & Johnson | Medtronic

## SELECTED STATISTICS FROM 2012 PROFILE BOOK PARTICIPANTS<sup>1</sup>

Years of Work  
Experience

2-16

Average:

5

GMAT  
Average

720

12%

Dual Degrees

International

19%

39%

Female

### Industry Interests

Medical Devices	62%	Providers	37%
Pharma/Biotech	59%	VC/Entrepreneurship	30%
Consulting	45%	Payors	20%

### Undergraduate Majors

Arts & Sciences	49%
Engineering	33%
Business	22%

### Functional Interests

Business Development	67%	Consulting	45%
General Management	54%	Operations	18%
Marketing	50%	Corporate Finance	12%

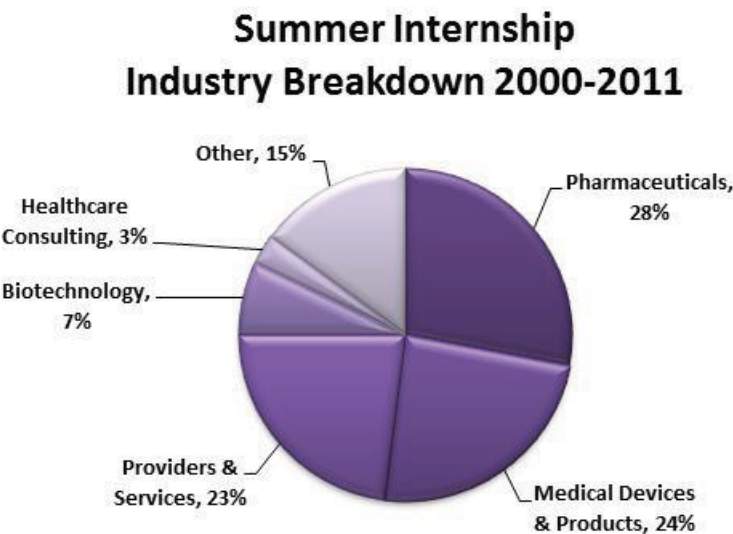
<sup>1</sup> Data collected by survey – 76 total responses.

# HISTORICAL SUMMER INTERNSHIP AND FULL-TIME EMPLOYMENT

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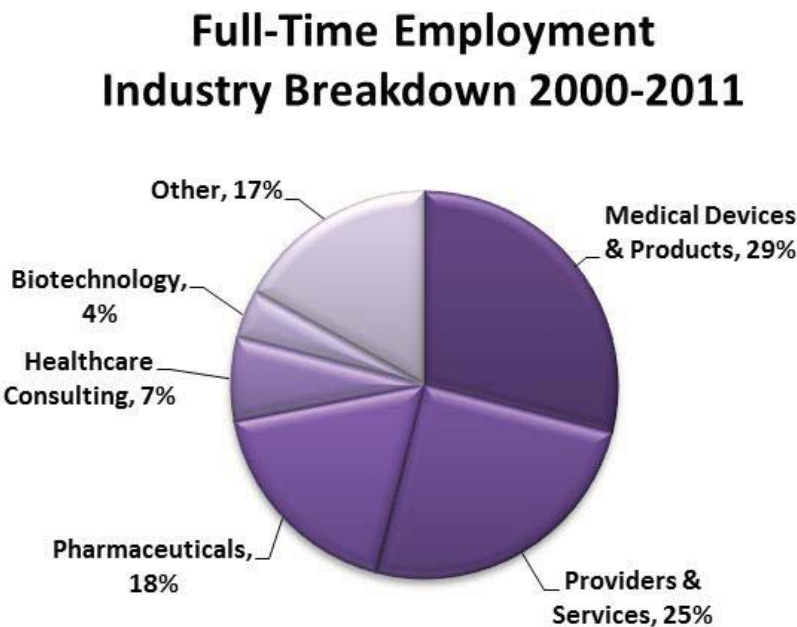
## Summer Internships

In the past 12 years, 570 students from Kellogg pursued internships in the healthcare industry.<sup>2</sup>



## Full-Time Employment

In the past 11 years, 506 students from Kellogg pursued full-time employment in the healthcare industry.<sup>2</sup>



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<sup>2</sup> Data collected by survey. Based on student response rates. Data may not represent all industries / categories.

# Faculty

## FEATURED HEMA FACULTY

### David Dranove, PhD, MBA

Walter McNERney Professor of Health Industry Management at Kellogg  
Professor of Management and Strategy at Kellogg  
Director of the Center for Health Industry Market Economics at Kellogg

Professor Dranove's research focuses on problems in industrial organization and business strategy with an emphasis on the healthcare industry. He has published nearly 75 research articles and book chapters and written five books, including *The Economic Evolution of American Healthcare* and *What's Your Life Worth?* His textbook, *The Economics of Strategy*, is used by leading business schools around the world. His latest book, *Code Red*, was published by Princeton University Press in 2008.



### Joel Shalowitz, MD, MBA, FACP

Clinical Professor and Director of the Health Industry Management Program at Kellogg  
Professor of Preventive Medicine at Northwestern's Feinberg Medical School  
Visiting Professor of Health Industry Management at Schulich Business School of York University



Dr. Shalowitz is the recipient of three Fulbright awards: Fulbright Scholar (2004) at York University in Toronto; Fulbright Senior Specialist and Visiting Professor (2007) at Keio University Medical School in Tokyo; and Fulbright Senior Specialist and Visiting Professor (2011) at Scuola Superiore Sant' Ana in Pisa. He also co-founded and is managing partner for a 20 physician primary care group. Dr. Shalowitz's undergraduate and medical degrees (Sigma Xi) are from Brown University. His residency in internal medicine and MBA (Beta Gamma Sigma) were completed at Northwestern. His current areas of interest include quality, international healthcare and information systems. His most recent books are: *Strategic Marketing for Health Care Organizations: Building a Customer-Driven Health System* with Phillip Kotler and Robert Stevens published in 2008 and *Medical Innovation and Government Intervention* with Raine Hermans, Morton Kamien, Martti Kulvik, and Alicia Löffler published in September 2009.

### Edward Hughes, MD, MPH

Dr. Hughes came to Kellogg from the National Bureau of Economic Research and Mt. Sinai School of Medicine in New York City. A graduate of the Harvard Medical School and Columbia University School of Public Health, he originally trained in General Surgery at Columbia-Presbyterian Medical Center, also in New York City.

Dr. Hughes founded the University's Center for Health Services and Policy Research and served as its Director for seventeen years. He also served as the Director of Kellogg's Health Enterprise Management Program and is the founder of Kellogg's joint MD-MBA Degree Program. Professor Hughes played a central role in the development of the Pharmaceutical/Biotechnology curriculum at Kellogg and for many years served as Co-Director of the Biotechnology Program.

His research interests entail the efficient utilization of resources in healthcare; health policy and economics; managed care; the pharmaceutical, biotechnology, and medical device industries; and leadership. Dr. Hughes is a highly rated teacher and the winner of a Faculty Impact Award. Additionally, he is a frequent speaker at healthcare events and serves as an advisor to many US leading healthcare firms.



## FEATURED HEMA FACULTY

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### Leemore Dafny, PhD

Associate Professor of Management and Strategy

Professor Dafny is an applied microeconomist whose research focuses on competition in healthcare markets and the impact of public interventions on healthcare costs and quality. Recent projects include "Are Private Health Insurance Markets Competitive?" and "Estimation and Identification of Merger Effects: An Application to Hospital Mergers." She has lectured to a variety of audiences, and has served as a consulting expert on antitrust issues in healthcare, and healthcare policy reform. Additionally, she currently serves on the Panel of Health Advisers to the Congressional Budget Office.

### Timothy Calkins, MBA

Clinical Professor of Marketing

Professor Calkins is the author of *Breakthrough Marketing Plans* (2008). He is also the co-editor of *Kellogg on Branding* (2005). He has written numerous teaching cases focused on marketing strategy and branding. His most recent cases include *Crestor*, *MedImmune: FluMist Introduction* and *Eli Lilly: Xigris*. Moreover, he has worked with many of the leading pharmaceutical and medical device companies including: Pfizer, Eli Lilly, Takeda, Astra-Zeneca, Eisai, Baxter and Abbott.

Professor Calkins teaches Marketing Strategy and Biomedical Marketing. For his excellence in teaching, Professor Calkins received the 2006 Lawrence G. Lavengood Outstanding Professor of the Year Award, the top teaching award at Kellogg.



### Sangeeta Vohra, PhD

Clinical Associate Professor in Health Enterprise Management  
Academic Director of the Center for Biotechnology at Kellogg

Professor Vohra joined Kellogg in 2003. Her expertise is in evaluating science and technology trends. She teaches the Science Boot Camp at Kellogg, translating the complex technologies for business students who do not have a background in life sciences. Professor Vohra hosts the annual biotechnology case competition and Saturday mini conferences, in which industry experts and academics present their views about needs in both the products and services sector of healthcare. She also designs and directs executive programs for those in the science and technology fields including *Business for Scientists* and *Science for Managers*.

### Craig Garthwaite, PhD, MPP

Assistant Professor of Management & Strategy

Professor Garthwaite joined the faculty at the Kellogg School of Management in 2009. He is an applied microeconomist whose research focuses broadly on public economics, health economics, and political economy. His recent projects have examined the economic benefits of healthcare innovations and physician responses to changes in government insurance policies. He served in a variety of public policy positions including the Director of Research for the Employment Policies Institute. He has testified before the United States House of Representatives and several state legislatures on matters related to the minimum wage and healthcare reforms.



## HEMA AFFILIATED FACULTY

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### **Henry Allen, JD, MPA**

*Lecturer of Health Enterprise Management*

### **David Artz, MD, MBA**

*Senior Lecturer in Health Enterprise Management*

### **Bruce Boissonnault, MBA**

*Lecturer of Health Enterprise Management*

### **Cory Capps**

*Lecturer of Health Enterprise Management*

### **Steven Farmer, MD, PhD**

*Assistant Professor of Management & Strategy*

### **Yael Hochberg, PhD, MA**

*Assistant Professor of Finance*

### **Benjamin Jones, PhD, MPhil**

*Associate Professor of Management & Strategy*

### **Justin Lenzo, PhD**

*Assistant Professor of Management & Strategy*

### **Josh Soven**

*Lecturer of Management & Strategy*

### **William Sutter, MBA**

*Senior Lecturer of Finance*

### **Yasutora Watanabe, PhD**

*Assistant Professor of Management & Strategy*

### **Klaus Weber, PhD, MS**

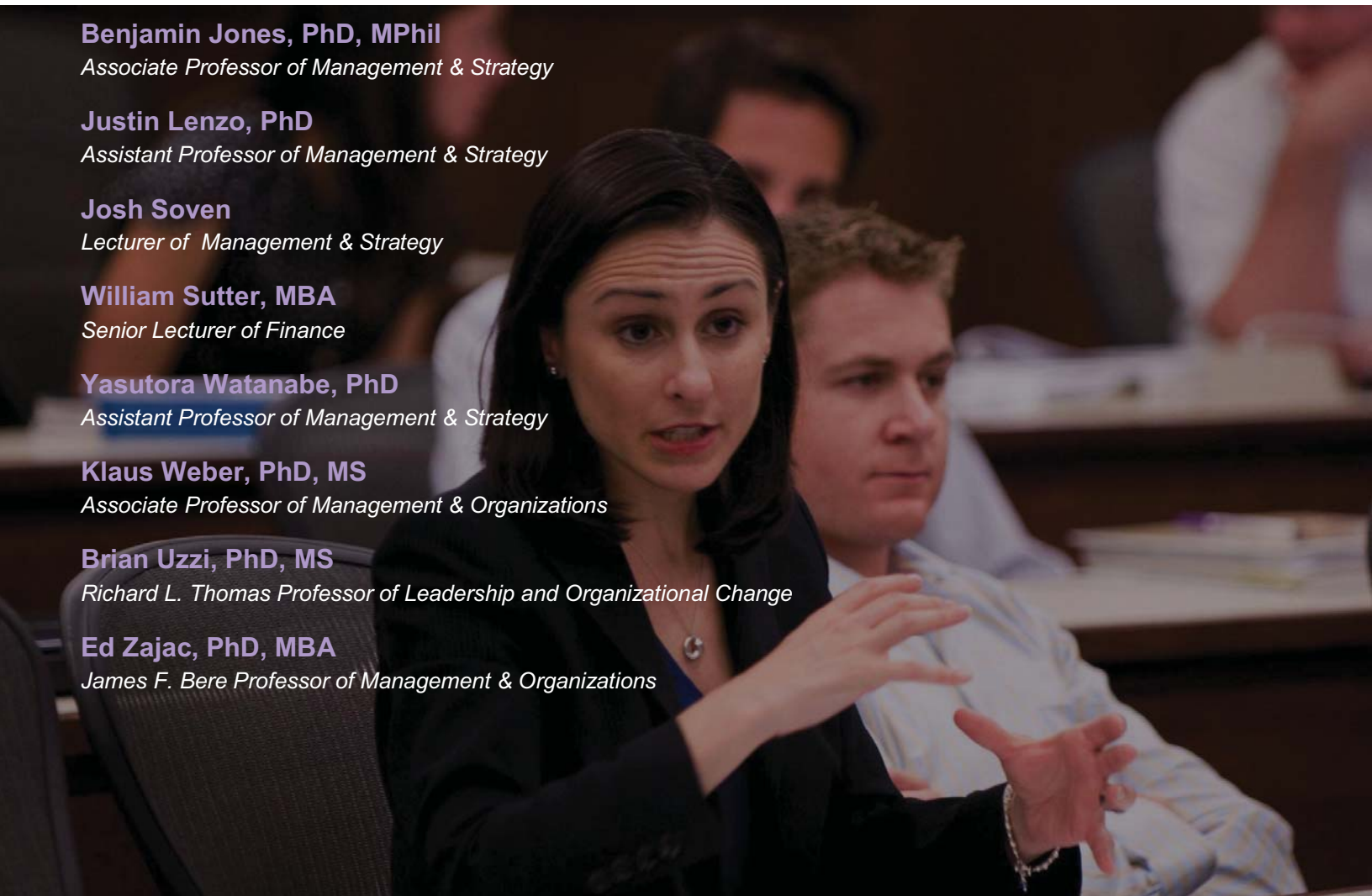
*Associate Professor of Management & Organizations*

### **Brian Uzzi, PhD, MS**

*Richard L. Thomas Professor of Leadership and Organizational Change*

### **Ed Zajac, PhD, MBA**

*James F. Bere Professor of Management & Organizations*



# Alumni

## FEATURED ALUMNI

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### Harry M. Kraemer '79

Clinical Professor of Management & Strategy, Kellogg School of Management  
Executive Partner, Madison Dearborn  
Former Chairman and CEO, Baxter International

Harry Kraemer is the former chairman and chief executive officer of Baxter International Inc., a \$9 billion global healthcare company. His 22 year career at Baxter included senior positions in both domestic and international operations. In April 1997, Mr. Kraemer was named president of Baxter International Inc. He became Baxter's chief executive officer in January 1999. Mr. Kraemer is active in business, education and civic affairs. He serves on the board of directors of Science Applications International Corporation and Sirona Dental Systems GmbH, and on the board of trustees of Lawrence University, Northwestern University, the Conference Board and Evanston Northwestern Healthcare. Mr. Kraemer received his MBA in finance and accounting from Kellogg.



### Susan Lavine Coleman '78

President, NCI Consulting

Susan Coleman joined NCI Consulting in 1990 and was named President in 1995. Under Susan's leadership, NCI Consulting has become a premier strategic resource to the healthcare industry, focusing on commercial maximization through opportunity identification, growth strategy development, competitive scenario planning, and lifecycle plan development. Prior to joining NCI, Ms. Coleman spent most of her career rising through the management ranks of Johnson & Johnson, working in such areas as pain management, respiratory diseases, and new products, culminating with leadership of the global Therapeutic Skin Care business. Ms. Coleman received her MBA in marketing and finance from Kellogg.

### John Bluford '75

CEO and President, Truman Medical Centers

John Bluford has served as Truman Medical Centers' (TMC) President/CEO for the past twelve years. Mr. Bluford's tenure at TMC is part of a distinguished career in hospital and health system administration that has spanned more than three decades. Mr. Bluford is a nationally known healthcare innovator who has been recognized by Modern Healthcare as one of the Most Influential People in Healthcare. Additional recognition he has received includes Northwestern University's Kellogg School of Management-Laura Jackson Award (2011), Kansas City's Nonprofit Professional of the Year Award (2011), Modern Healthcare 100 Most Influential (2007), NAACP Special Achievement Award (2004), and Missouri Hospital Association Visionary Leadership Award (2003). Mr. Bluford began his career in 1972 as the evening administrator at Cook County Hospital in Chicago, Illinois. Prior to coming to TMC, he served for 21 years in various leadership roles at Hennepin County Medical Center in Minneapolis, MN, including the last six as its CEO. Mr. Bluford received his MBA from the Kellogg School of Management.



## PROMINENT ALUMNI

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### **Patrick Balthrop '96**

*President and CEO, Luminex Corporation*

### **Sean Browne '96**

*President and CEO, Neuro Resource Group*

### **Steven Elms '92**

*Managing Director, Aisling Capital*

### **George Fotiades '77**

*Chairman of Healthcare investments, Diamond Castle  
Former President and COO, Cardinal Health*

### **Michael Griffith '88**

*CEO, Laureate Biopharmaceutical Services*

### **Bridgette Heller '85**

*President, Consumer Healthcare, Merck & Company*

### **David Jahns '93**

*Managing Partner, Galen Partners*

### **Daniel Junius '79**

*President and CEO, ImmunoGen, Inc.*

### **James Lenehan '73**

*Advisor, Cerberus Capital Partners  
Former Vice Chairman and President, J&J*

### **Haruo Naito '74**

*President and CEO, Eisai Co. Ltd*

### **Ran Namerode '02**

*Chairman, Mennen Medical Group*

### **Timothy Nelson '92**

*CEO, MAP Pharmaceuticals*

### **Matt Ottmer '99**

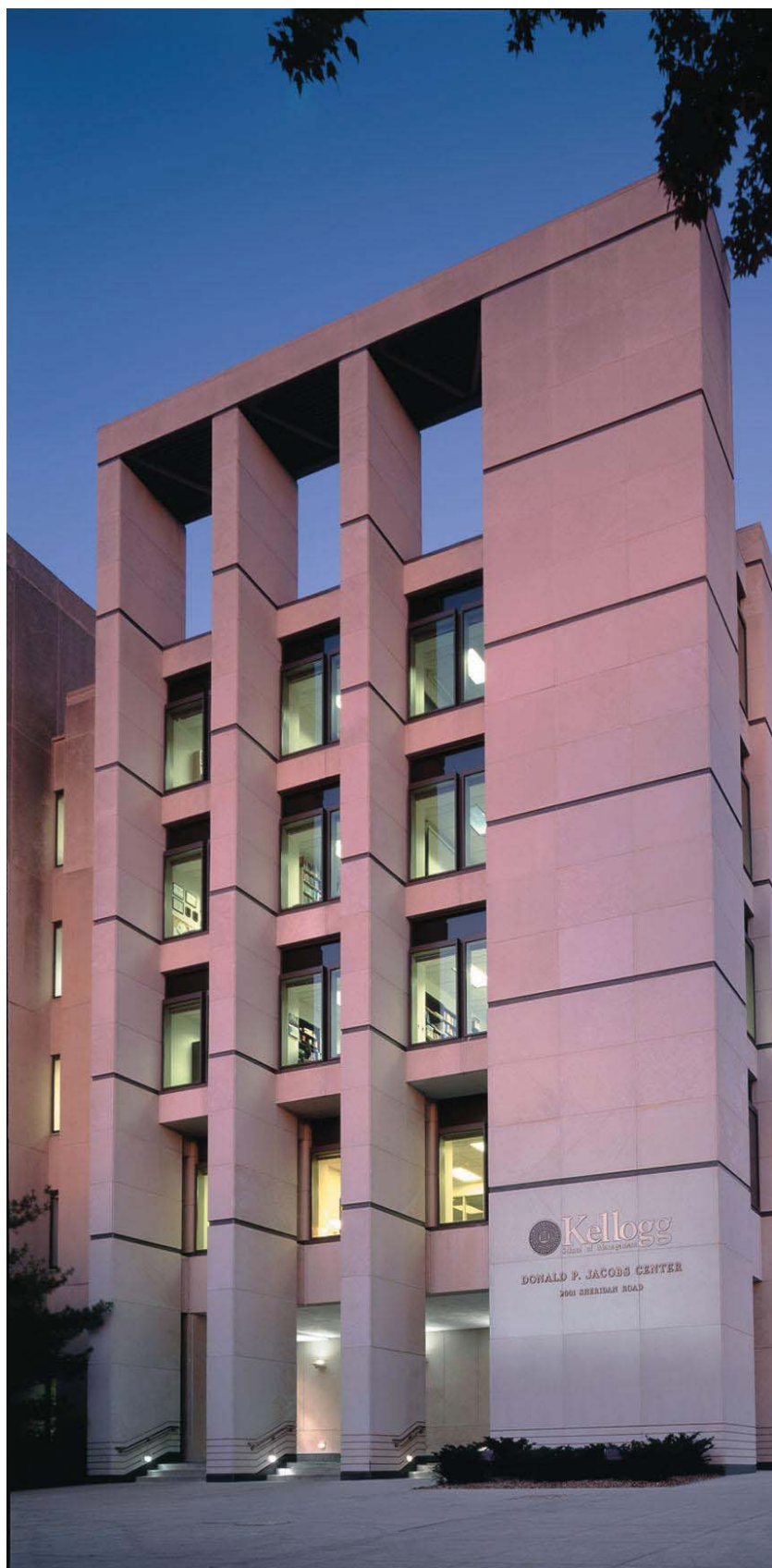
*Chief of Staff to CEO, Biogen Idec*

### **Julie Roberts '94**

*Vice President and General Manager, Blue Shield of CA*

### **William Sanger '88**

*CEO, Emergency Medical Services Corporation*



# Student Profiles





## Thomas Boonsiri

tboonsiri2012@kellogg.northwestern.edu  
 Phone: 650.450.0779  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Marketing and Business Development within Medical Devices; Digital Health Entrepreneurship (Web 2.0/Devices)

### Work Experience:

#### Lockheed Martin Corporation

*Assoc. Business Development Manager* 2004 - 2010

- Managed cross-functional team on technical and business strategy development for a \$1.5B satellite program.
- Identified 3 strategic M&A targets and synergies, and conducted due diligence. \$30M deal in negotiations.

#### Medtronic: Cardiac Rhythm Management

*R&D Electrical and Software Engineer* 2002 - 2003

- Modeled advanced cardiac events to improve remote patient management system, resulting in additional benefits for 200K new patients and a FDA approval on an industry-first.

### Education:

**Carnegie Mellon University** 1999-2004

*MS and BS; Major: Electrical and Computer Engineering*

### Additional Data:

- Founder of One Laptop Per Child Health, where I led the innovation of mobile health applications across 5 countries



## Andrew Cooley

acooley2012@kellogg.northwestern.edu  
 Phone: 908.303.5979  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Biotechnology, Pipeline planning/strategy, Business Development, Venture Capital

### Work Experience:

#### MAP Pharmaceuticals

*Pipeline Planning Intern* Summer 2011

- Developed market assessments for early stage therapeutics

#### Maxygen

*Process Development Associate II* 2008 - 2010

- Oversaw and acted as technical expert for manufacturing of biopharmaceuticals at a European contract manufacturer

#### Amgen

*Manufacturing Associate* 2005 - 2008

- Directed an eight-member manufacturing team responsible for producing \$40M of clinical oncology drug candidate

### Education:

**Cornell University** 2001-2005

*Bachelor of Science in Chemical Engineering*

### Additional Data:

- Traveled around the world; Summited Mount Kilimanjaro
- Wine enthusiast and home winemaker



## Felicia Chiu

fchiu2012@kellogg.northwestern.edu  
 Phone: 417.499.9005  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** General Management, Consulting, Pharmaceuticals, Medical Devices

### Work Experience:

#### Johnson & Johnson Pharmaceutical Services

*ECLDP MBA Summer Intern, Global Strategic Analytics* 2011-2011

- Led a cross-functional team to develop a framework to assess the market opportunity for early-stage novel agents
- Analyzed \$1.5B market to develop target product profile and market forecast for respiratorysyncytial virus treatments

#### Pace Harmon

*Associate (2009-2010); Analyst (2006-2009)* 2006-2010

- Conducted program management, quantitative analysis, and process engineering for operational restructuring projects across industries, including medical devices

### Education:

**Princeton University** 2002-2006

*Bachelor of Arts in Economics*

### Additional Data:

- Fluent in Mandarin. Enjoy traveling, hiking, snowboarding, basketball, tennis, piano, and guitar.



## Joseph Delgado

jdelgado2012@kellogg.northwestern.edu  
 Phone: 651.283.5730  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Internal Strategy, Venture Capital/Entrepreneurship, Payors, Providers

### Work Experience:

#### OptumHealth, UnitedHealth Group

*Strategy and Product Development Intern* Summer 2011

- Analyzed national managed Medicaid Neonatal Intensive Care Unit program cost and quality trends and disparities
- Coordinated cross-functional team of product managers, social workers, nurse case managers, and medical directors to develop Medicaid member engagement strategies

#### Deloitte Consulting

*Consultant* 2006 - 2010

- Strategy and operations consultant, focusing in: mergers and acquisitions, internal strategy, and performance improvement

### Education:

**University of Minnesota** 2003-2006

*Carlson School of Management; Majors: Finance, Entrepreneurship*

### Additional Data:

- Kellogg Innovation Network Student Leadership Team
- Interested in retail clinic strategy and ACO feasibility



## Guy Eilam

geilam2012@kellogg.northwestern.edu  
 Phone: 617.686.1349  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Pharmaceutical/Biotech, Marketing, Strategy, Business Development, General Management

### Work Experience:

#### Pfizer Inc.

Summer Associate, US Oncology Marketing Summer 2011

- Managed pre-launch marketing activities for XALKORI US commercial team. Developed/executed sales training plan.

#### Juvenile Diabetes Research Foundation

Pre-MBA Internship, Strategic Alliances Spring/Summer 2010

- Built proprietary forecast models of diabetes commercial landscape. Assessed market opportunities for new therapies.

#### Lehman Brothers Inc.

Investment Banking Analyst, Global Healthcare Group 2006 - 2008

- Provided strategic/M&A advisory to healthcare companies.

### Education:

Brandeis University 2002-2006

Major: Economics; Minor: Art History, Business

### Additional Data:

- VP Professional Development/Sponsorship, Healthcare Club
- Co-President, Jewish Business Association



## N. Keith Hennegan

khennegan2012@kellogg.northwestern.edu  
 Phone: 917.405.1547  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Providers, medical devices

### Work Experience:

#### DaVita Inc.

Associate - Redwoods Program Summer 2011

- Developed predictive model of commercial patient mix
- Created protocols to streamline monthly treatment reporting

#### RoundTable Healthcare Partners

Associate 2008 - 2010

- Evaluated and executed platform and add-on acquisitions
- Managed teams of third party advisors

#### Deutsche Bank Securities, Inc.

Analyst 2006 - 2008

- Created detailed financial models and transaction proposals

### Education:

Tulane University 1999-2003

AB Freeman School of Business; BSM; Majors: Finance, Accounting

Southeastern Louisiana University

2003-2005

MA; Major: Organizational Communication



## Andrew Fletcher

afletcher2012@kellogg.northwestern.edu  
 Phone: 703.655.4452  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Healthcare software and technology, healthcare start-ups

### Work Experience:

#### WellDoc Inc.

Director, Customer Operations 2009 - 2010

- Managed insurance and disease mgmt customer accounts
- Developed product launch and process integration plans to standardize all customer operating procedures

#### DW Healthcare Partners

Private Equity Associate 2007- 2009

- Completed platform investment and exit transactions for healthcare-focused PE firm with ~\$250MM under mgmt
- Managed due diligence for \$22.1M acquisition of Career Step. Managed 3 analysts & secured \$15M debt financing

### Education:

University of Virginia 1999-2003

School of Engineering & Applied Science; Major: Electrical Engr.

### Additional Data:

- Enjoy skiing, mountain biking, road cycling, tennis, travel, and CrossFit (certified trainer)



## Jesse Jang

jjang2012@kellogg.northwestern.edu  
 Phone: 847.932.9039  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Medical devices, biotechnology

### Work Experience:

#### Baxter International

MBA Intern, Global Supply Chain Finance Summer 2011

- Analyzed case volumes for in-network distribution centers, identifying efficiencies of 1.3 million cases per year
- Constructed a consolidated purchasing model to determine market size and price for a new logistics services product

#### Raymond James & Associates

Investment Banking Analyst and Associate 2006 - 2010

- Created financial models and managed diligence processes
- Completed six acquisitions and six equity offerings

### Education:

Northwestern University 2004 - 2006

Weinberg College of Arts & Sciences; Major: Economics

### Additional Data:

- Snowboarding, music, golfing, writing, sailing



## Timothy Lee

tlee2012@kellogg.northwestern.edu  
 Phone: 224.420.0439  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Marketing in medical devices or pharmaceuticals, specifically in the Asia-Pacific region

### Work Experience:

#### Becton, Dickinson and Company

Marketing Intern Summer 2011

- Assessed global opportunities for antimicrobial coatings by identifying clinician awareness and willingness-to-pay

#### ZS Associates

Consultant 2005-2010

- Managed projects focusing on the sales and marketing strategy and operations for multinational pharmaceutical and medical device clients in the US and China
- Led the opening of ZS' Shanghai office as one of four China market experts

### Education:

Northwestern University 2001-2005  
 Weinberg College of Arts and Sciences; Major: Economics

### Additional Data:

- Native mandarin speaker
- Enjoy basketball, tennis, Chinese history and Chinese chess



## Keith Lukasik

klukasik2012@kellogg.northwestern.edu  
 Phone: 734.377.9076  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Provider, Payor, Health & Wellness

### Work Experience:

#### The Chartis Group

Summer Consultant Summer 2011

- Advised a faith-based, twelve hospital system in a major metropolitan area on regional expansion and intra-system partnerships
- Created a business case and conducted a competitive landscape assessment on open heart surgery in the region

#### Insight Strategy Advisors

Associate Consultant 2008 - 2010

- Worked with biopharmaceutical clients on commercialization strategy and access/reimbursement challenges

### Education:

University of Pennsylvania 2002-2006  
 School of Engineering and Applied Science, Bioengineering

### Additional Data:

- Director, 2011 Kellogg Business of Healthcare Conference
- Outside interests include cycling, running, and foreign travel



## Sophia Li

sli2012@kellogg.northwestern.edu  
 Phone: 314.814.1223  
 Program: MMM  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Marketing and General Management in Medical Devices, Pharmaceuticals, or Biotechnology

### Work Experience:

#### Becton, Dickinson and Company

Global Mktg. Intern – Diabetes Care Summer 2011

- Created a market development strategy to drive adoption of a recapture for recycle program that has the potential to shape Public Policy

#### Cooper Industries

Operations Leadership Program – Various Divisions 2006 - 2010

- Evaluated market trends and supply chain strategies, which contributed to the attainment of \$3.1 million savings
- Led multiple cross-functional teams to increase inventory turns, reduce stock outs, and reduce staffing needs

### Education:

Washington University in St. Louis 2002 - 2006  
 Olin Business School; Major: Marketing; Ops & Supply Chain Mgmt

### Additional Data:

- Fluent in Chinese Mandarin
- Certified in corporate Six Sigma Black Belt Program



## Bridget Mollner

bmollner2012@kellogg.northwestern.edu  
 Phone: 612.481.2262  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Medical Devices, Pharmaceuticals, Biotechnology

### Work Experience:

#### Becton, Dickinson and Company

MBA Summer Intern Summer 2011

- Strategized to identify new market entry opportunities
- Developed a business case for a potential acquisition

#### Barclays Capital/ Lehman Brothers

Assistant Vice President 2007-2010

- Analyzed portfolios and financial models to provide valuable insights to enhance the investment decision-making of the firm's institutional clients
- Focused on product development of a proprietary portfolio management platform

### Education:

Washington University 2003-2007  
 School of Engineering and Applied Sciences, Biomedical Engineering

### Additional Data:

- Pharmaceutics Research on hydrogel drug-delivery devices
- Enjoys basketball, soccer, and cooking



## Jonathan Moskaites

jmoskaites2012@kellogg.northwestern.edu  
 Phone: 847.217.6315  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Strategic marketing and business development in medical devices

### Work Experience:

#### Becton, Dickinson and Company

*Business Development Intern, Strategic Innovation Summer 2011*

- Led initiative to rapidly assess a licensing opportunity and presented recommendations to the Office of the CEO

#### Sg2, LLC (Healthcare Intelligence & Consulting)

*Consultant/Sr. Consultant 2007 - 2010*

- Led cross-functional teams of MDs, PhDs, MBAs, and analysts in the delivery of research and consulting projects

*Analyst/Sr. Analyst 2005 - 2007*

- Conducted research on emerging cardiovascular technologies

### Education:

**Northwestern University** 2000-2005

*Majors: Chemical Engineering and Economics*

### Additional Data:

- Kellogg Healthcare Club: Vice President of Academics
- Interests: avid skier since age 4, golfing



## Kaushik Seethapathy

kseethapathy2012@kellogg.northwestern.edu  
 Phone: 847.644.6098  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Consulting, business development and strategy, international health, social entrepreneurship

### Work Experience:

#### Deloitte

*Senior Consultant 2005-2010*

- Recommended options to consolidate a health authority's three clinical systems into one, saving \$40M over ten years
- Developed new governance structure & guidelines for hospital staff to improve decision making among departments
- Co-founded Deloitte Canada's not-for-profit consulting initiative; led expansion to other offices across Canada

#### Aga Khan University Hospital

*Volunteer Consultant (Office of the CEO) 2008*

- Created plan to help hospital meet its long-term care goals

### Education:

**University of Waterloo** 2000-2005

*Major: Systems Design Engineering*

### Additional Data:

- Work authorization: US (green card), Canada (citizen)
- Hobbies include world travel, wine and good eats



## Thalia (Ty) Ries

tries2012@kellogg.northwestern.edu  
 Phone: 609.937.1218  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Providers

### Work Experience:

#### Northwest Community Hospital

*Summer Administrative Fellow 2011-2011*

- Sponsored and mentored by CEO. Created business plan to bring new specialty to the hospital. Recommended strategy for compliance with Community Health Needs Assessment required by the Affordable Care Act

#### ZS Associates

*Consultant 2005-2010*

- Worked with clients in the biotech industry and managed teams on projects in marketing strategy, positioning, opportunity assessment, and forecasting

### Education:

**Princeton University** 2001-2005

*Major: Politics, Program in the Political Economy*

### Additional Data:

- Graduated *cum laude*
- Princeton Varsity Softball Captain - now enjoys triathlons



## Nilam Shah

nshah2012@kellogg.northwestern.edu  
 Phone: 570.242.4115  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Management and marketing in the medical device and pharmaceutical/biotech industries

### Work Experience:

#### L.E.K. Consulting

*Consultant Summer 2011*

- Conducted market assessment of electrical transmission and distribution line industry for client's due diligence
- Led a team of associates to recommend growth strategies for an aftermarket automotive parts company

#### Roche Pharmaceuticals

*Scientist, Non-Clinical Safety Department 2006 - 2010*

- Led team of analysts, auditors, and senior researchers to successfully implement \$1MM *Cohesive* technology
- Developed scientific methods to determine safe drug levels

### Education:

**Harvard University** 2002-2006

*Bachelor of Arts; Major: Chemistry*

### Additional Data:

- Extracurricular: President of Kellogg Healthcare Club
- Interests: skiing, snowboarding, surfing, and camping



## Alexander Sherrington

asherrington2012@kellogg.northwestern.edu  
 Phone: 312.480.1844  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Private equity and business development opportunities in healthcare services

### Work Experience:

#### Continental Anesthesia, Inc. / The Beekman Group, LLC

*Portfolio Company Summer Associate* 2010 - 2011

- Worked with Sr Management on several high impact projects

#### Madison Dearborn Partners, LLC

*Associate* 2008-2010

- Analyzed investment opportunities across a variety of sectors with a particular focus on healthcare

#### Credit Suisse Securities (USA), LLC

*Analyst, Healthcare Investment Banking* 2006-2008

- Analyzed impact of M&A and financing transactions on a broad range of healthcare companies

### Education:

#### Cornell University

*School of Arts and Sciences; Major: Economics* 2002-2006

### Additional Data:

- Personal interests include: scuba diving, travel, golf, drums, Miami Dolphins



## Sandra L. Sokoloski

ssokoloski2012@kellogg.northwestern.edu  
 Phone: 860.502.5905  
 Program: 2Y  
 Looking for: Full Time Position Secured

**Healthcare Interests:** Marketing and general management for medical device and medical technology manufacturers

### Work Experience:

#### Danaher Corporation (Leica Microsystems)

*MBA Marketing Intern* Summer 2011

- Developed microscope distribution strategy to enable 90% market share increase on \$32 million product line

#### Charles River Associates

*Associate, Life Sciences Consulting Practice* 2007-2010

- Managed project team to refine strategy for Medicare Part D insurance plans covering four million members
- Designed and conducted primary market research; used consumer insights to develop pricing strategy for novel cardiovascular drug with projected annual sales of \$2 billion

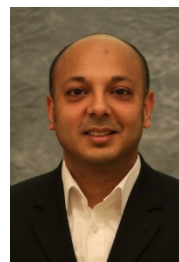
### Education:

#### Middlebury College

*Bachelor of Arts; Major in International Studies and Economics* 2003-2007

### Additional Data:

- VP Finance & Sponsorship, Kellogg Healthcare Club; fluent in Spanish; hobbies include running, camping, skiing, sailing



## Robin Singh, MD

rsingh2012@kellogg.northwestern.edu  
 Phone: (847).749.5471  
 Program: 1Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Driving strategic growth and investing in the healthcare industry. Maximizing on international opportunities.

### Work Experience:

#### National Health Service, UK

*Ophthalmic Surgeon (Residency) & Other positions* 2004 - 2010

- Gained advanced surgical training. Led clinical teams
- Drug evaluation. Device & surgical technique development

#### Imperial Health Care Limited (part-time)

*Managing Partner* 2000 - 2006

- Grew the company from 1 nursing home to a network of 4
- Generated consistent revenues of ~\$750k+ with ~30% profit

#### A & R Investments (part-time)

*Managing Partner* 2006 - 2011

- Created healthcare-related real estate portfolio worth ~\$10m

### Education:

#### Imperial College London & Royal College of Ophthalmologists, UK

*MD, MPH, BSc (Hon) Health Management, Fellowship 1*

### Additional Data:

- Partner-start-up developing healthcare mobile apps & devices
- Lord Cohen Prize for Highest Academic Achievement



## Becky Trevino

btrevino2012@kellogg.northwestern.edu  
 Phone: 313.587.3268  
 Program: 1Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Healthcare marketing with interest in oncology drugs and devices, Expanding use of IT within healthcare sector.

### Work Experience:

#### DELL, Inc.

*Marketing Senior Brand Manager Healthcare IT* 2010 - 2011

- Increased sales of failed software encryption product 85% within 1 quarter by working with outside and inside sales team to develop integrated marketing campaign.
- Developed and executed Go-to-Market plan to expand sales of tablet products and software services within current healthcare IT environment.

*Product Marketing Manager – Consumer Small Business* 2009-2010

- Managed \$130M dell.com flat panel monitor P&L generating 41% margin growth YOY through streamlined promotions.

### Education:

#### University of Michigan

*MS Industrial & Operations Engineering; BBA Operations* 1999 - 2004

### Additional Data:

- Fluent in Spanish. Learning Brazilian Portuguese.
- Co-Founder Dell 200+ person LIVESTRONG Cycling Team



## Michelle Tsai

mtsai2012@kellogg.northwestern.edu  
 Phone: 847.977.0206  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Pharmaceuticals, Consulting, Device, Payors, Biotech

### Work Experience:

#### Sanofi

*Strategy Intern* Summer 2011

- Contributed to business model definition, customer needs assessment and value proposition articulation of patient solutions towards insurers

#### HSBC

*Strategy & Planning Manager*

*Project Manager* 2006 - 2010

- Project management experience in marketing campaigns for new channel development and new business team set-up.
- Strong client relationship management experience

### Education:

**UC Berkeley** 2000 - 2004

*Majors: Economics and Japanese; Minor: Business Administration*

### Additional Data:

- Mandarin Chinese (native level); Japanese (conversational)
- Solid 5+ years of marketing and sales experience



## Qianwei Xu

qxu2012@kellogg.northwestern.edu  
 Phone: 847.644.8667  
 Program: 1Y  
 Looking for: Summer Internship

**Healthcare Interests:** Marketing or Business Development in medical devices, pharmaceutical companies and providers

### Work Experience:

#### Boston Consulting Group

*Senior Associate* 2008-2010

- Medical devices – lead the development of 10 year P&L for a client; Develop competitive strategy for two business units, and organizational set-up plan for supporting functions
- Medical equipment – lead a 3rd party agency to conduct quantitative research and conducted customer analysis for an European client to develop go-to-market strategy in rural China
- Pharmaceutical – Conduct channel efficiency analysis for a client; Develop supply chain strategy

### Education:

**Fudan University** 2004 - 2008

*Major: International Economics and Trade*

### Additional Data:

- Native in Mandarin and fluent in English
- Enjoy jogging, hiking and swimming



## Kyle Wentle

kwente2012@kellogg.northwestern.edu  
 Phone: 217.821.4165  
 Program: 2Y  
 Looking for: Full Time Employment

**Healthcare Interests:** Health services, preventative health and wellness; general management, private equity / VC, entrepreneurship

### Work Experience:

#### Engaged Health Solutions

*Associate; Health and wellness solutions start-up* Summer 2011

- Initiated and led revamp of performance tracking systems. Created BD strategy to expand within wellness segment. Co-managed development of operations/finance model

#### Platte River Ventures

*Associate; Middle market private equity*

2008-2010

- Built out firm's industrial services practice as part of two-person deal team.

#### Merrill Lynch

*Analyst; Mergers and acquisitions*

2006 - 2008

### Education:

**Princeton University**

1999-2003

*Major: Economics*

### Additional Data:

- Princeton Varsity Basketball – Captain; Ivy League Champs
- Outdoor enthusiast: snow/water ski, bike, kayak, backpack



### Eunmi (Louise) An

ean2013@kellogg.northwestern.edu  
 Phone: 312.961.2333  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Pharma, Biotech, Devices

#### Work Experience:

##### IMS Health Incorporated

*Consultant* 2009 - 2011

- Led target customer segmentation and marketing strategy project for an anti-diabetic product launched by a global pharmaceutical company
- Assessed \$9M business potential of photodynamic therapy in the Korean oncology market

##### The LAB Companies, Inc.

*Business Analyst/Consultant/Senior Consultant* 2005 - 2009

- Analyzed and implemented operational improvement initiatives for Fortune 500 companies

#### Education:

**University of Chicago** 2001 - 2005

*Major: Economics*

#### Additional Data:

- Healthcare Conference Director; Healthcare Trek Leader
- Interests: Global health, volunteering, yoga, and ethnic food



### Isha Antani

iantani2013@kellogg.northwestern.edu  
 Phone: 732.763.3642  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Healthcare Consulting, Healthcare Corporate Strategy, or Portfolio Management for Pharma/Biotech

#### Work Experience:

##### Genzyme Corporation

*Business Process Analyst* 2010-2011

- Led a \$30 million project of complex data management systems across departments (Global Systems, QA, R&D)

##### PlectixBioSystems

*Life Science Associate* 2007-2010

- Developed, marketed scientific databases on Insulin and Cancer with industry, Harvard, and MIT scientists

##### The Dil Se Foundation

*Founder and Executive Board Director* 2007- Present

- Implemented rural medical clinics for 1000+ Indian villagers

#### Education:

**Rutgers University** 2004-2007

*Rutgers College; Major: Genetics; Minor: Art History*

#### Additional Data:

- Was Co-chair for two additional non-profits for 2 years
- Writing (Travel Blog, New York Life Essay Winner)



### Amyn Andharia

aandharia2013@kellogg.northwestern.edu  
 Phone: 832.282.3462  
 Program: JD-MBA  
 Looking for: Summer Internship

**Healthcare Interests:** Business Development, Private Equity

#### Work Experience:

##### Merck & Co., Inc.

*Associate Manager* 2003 - 2010

- Led several high-level, cross-functional teams through product lifecycle strategy and development decisions.
- Conducted market research to recommend investment or divestiture of therapeutic businesses.
- Managed several CEO-sponsored projects to redesign company-wide portfolio management and resource allocation process and company-level annual planning cycle.
- Hired into a selective management development rotation program and promoted four times over seven years

#### Education:

**University of Houston** 1997-2003

*Majors: Biomedical and Mechanical Engineering.*

#### Additional Data:

- Conducted research with M&A expert on PE transactions
- Member of non-profit board focused on youth development



### Lydia Barrett

lbarrett2013@kellogg.northwestern.edu  
 Phone: 207.347.1744  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Biotech, Pharma, Devices, Provider

#### Work Experience:

##### Aon Corporation

*Global Strategy Analyst* 2008 - 2011

- Led monthly pipeline and revenue management process and presented results to CEO and CFO at monthly meeting
- Recommended with team revenue-generating solutions to financially struggling subsidiary, increasing revenue by 50%
- Coordinated 15-person cross-functional team to formalize cross-selling program between firm's three units
- Analyzed internal opinion survey results to validate market existence and created pitch document for new service offering to launch in 2012

#### Education:

**Northwestern University** 2002-2006

*Weinberg College of Arts and Sciences; Majors: History, Poli. Sci.*

#### Additional Data:

- Fluent in Polish and Spanish



## Sam Candler

scandler2013@kellogg.northwestern.edu  
 Phone: 334.663.0928  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Medical Devices, Diagnostics, Upstream Device Marketing

### Work Experience:

#### U.S. Patent & Trademark Office

*Patent Examiner* 2008 - 2011

- Assessed patentability of new patent applications through application review and research on the application subject matter area
- Specialized in biomedical devices patent applications (specifically electrical systems on endoscopes)
- Lead one-on-one conferences with applicant's legal team concerning patentability issues
- Collected donations and assisted in fundraising efforts for the Combined Federal Campaign

### Education:

**Auburn University** 2002-2007  
*Samuel Ginn College of Engineering; Major: Electrical Engineering*

### Additional Data:

- Soccer player/fanatic - traveled to Athens, Greece in 2007 for the UEFA Champions League Final



## Gang (Jack) Chen

gchen2013@kellogg.northwestern.edu  
 Phone: 847.440.6062  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Pharma, Device, Healthcare PE/VC, Strategic Planning, Healthcare Banking

### Work Experience:

#### Vivo Ventures

*Summer Associate* Summer 2011

- Led the investment execution of a specialty pharma, including due diligence, financial modeling and negotiation

#### L.E.K. Consulting

*Senior Associate Consultant* 2007 - 2011

- Designed growth strategy for the largest global biopharma including P&L forecast and organization design
- Developed portfolio strategy for a global leading pharma including M&A target identification and due diligence
- Conducted due diligence on a medical device company

### Education:

**Fudan University** 2002-2007  
*Medical School; Major: Clinical Medicine*

### Additional Data:

- CFA level II candidate; Native Chinese speaker
- Tennis (level 3.0); Blue belt Taekwondo; Photography



## Aniruddha Chatterjee

achatterjee2013@kellogg.northwestern.edu  
 Phone: 630.319.1362  
 Program: MMM  
 Looking for: Summer Internship

**Healthcare Interests:** Medical devices, marketing strategies for new medical products, healthcare consulting

### Work Experience:

#### Bates White Economic Consulting

*Senior Consultant / Consultant II* 2009-2011 / 2007 - 2009

- Led consulting teams to estimate potential damages faced by pharmaceutical manufacturers in litigation across 12 states
- Developed cash flow models to help an implantable defibrillator manufacturer facing product liability litigation prepare arguments to counter class certification
- Assessed pricing trends and pharmacy profit margins to demonstrate that Medicaid agencies did not overpay for prescription drugs
- Developed budgets and work plans for consulting projects

### Education:

**Northwestern University** 2002-2005  
*McCormick School of Engineering; Major: Biomedical Engineering*

### Additional Data:

- Founded venture to design and validate a prototype medical device. Received \$47K funding from grants and competitions



## Ken Cheung

kcheung2013@kellogg.northwestern.edu  
 Phone: 631.697.8628  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Healthcare strategy, operations, corporate development in medical devices, providers, pharmaceuticals

### Work Experience:

#### Sverica International

*Associate* 2009 - 2011

- Led deal origination efforts in healthcare services
- Designed and implemented new firm investment analysis tool
- Wound care management investment - performed due diligence, conducted analytical review of facility profitability and recommended improvements to expansion strategy

#### Lehman Brothers

*M&A Analyst* 2005 - 2008

- Led analyst teams in deal analysis and client communications
- Earned top tier rank in annual reviews

### Education:

**Harvard University** 2001-2005  
*BA Economics, cum laude*

### Additional Data:

- Kellogg Deloitte Team Case Competition - 2<sup>nd</sup> place
- Enjoy swing dancing and waltz, snowboarding, singing



## Kartik Deshpande

kdeshpande2013@kellogg.northwestern.edu  
 Phone: 847.873.6943  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Provider, Devices, Med Software

### Work Experience:

#### AK Healthcare Centre

- General Manager* 2010-2011
- Managed business expansion of the company and led cross functional team to identify newer services within the business resulting in opening lab testing centres.
  - Restructured business operations through implementation of technology, increasing productivity by 20%.

#### KPMG India

- Senior* 2008-2010
- Youngest member from KPMG India nominated to work for one year for KPMG London

### Education:

**RV College of Engineering** 2002-2006  
*RV College; Instrumentation Technology*

### Additional Data:

- Disciplined Yoga practitioner, Cricket



## Colin Flood

cflood2013@kellogg.northwestern.edu  
 Phone: 773.914.3410  
 Program: MMM/MPH  
 Looking for: Summer Internship

**Healthcare Interests:** Providers: General management and operations; Health system emergency preparedness/response; Public health

### Work Experience:

#### Booz Allen Hamilton, Inc.

- Senior Consultant* 2010 - 2011
- Designed and implemented strategic alignment of client and stakeholder security information sharing processes.
  - Re-engineered client situation monitoring processes, reducing analysis and reporting delays for emergencies by 80%.

*Consultant* 2009 - 2010

- Facilitated federal radiation contamination recovery planning.
- Developed H1N1 response internal multimedia communications strategy for a federal agency.

### Education:

**Harvard University** 2005 - 2009  
*Bachelor of Arts, Environmental Science and Public Policy*

### Additional Data:

- MPH candidate at Northwestern University
- Certified EMT with ambulance and hospital experience



## Daniel Fernandez

dfernandez2013@kellogg.northwestern.edu  
 Phone: 626.483.1176  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Strategy, business development, and general management in biotech and medical devices

### Work Experience:

#### Cornerstone Research

- Research Associate* 2007-2011
- Analyzed fifteen-year time series of prices paid by Medicare for branded drugs; synthesized data of over eight million CMS prescriptions to show that Medicare was not being overcharged by hundreds of millions for the branded drug.
  - Calculated lost profit damages and reasonable royalty rates for an alleged patent infringement by a laparoscopic device manufacturer; created trial exhibits used in court.
  - Trained over 40 new consultants, including undergraduates, MBAs, and PhDs, in applied statistical analysis.

### Education:

**Stanford University** 2003-2007  
*School of Humanities and Sciences; Major: Economics*

### Additional Data:

- Programming: SAS, Stata, Matlab
- Interests: public speaking, opera, and homebrewing



## Robert Frantz

rfrantz2013@kellogg.northwestern.edu  
 Phone: 617.359.0517  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Strategic Planning, Business Development, Internal Consulting for Payors, Providers, Devices, or Healthcare IT

### Work Experience:

#### Simon-Kucher & Partners

- Senior Consultant* 2011 - 2011
- Led project teams in the US and Russia to develop pricing recommendations for a leader in the vision care industry; coordinated workstreams across international offices

*Consultant* 2008-2010

- Projects in diverse industries, including: pharmaceuticals, consumer goods, telecom, construction, and automotive
- Devised portfolio architectures, promotion strategies, pricing algorithms, and other strategies for profit optimization

### Education:

**Brown University** 2004-2008  
*Major: Applied Mathematics - Economics*

### Additional Data:

- NBI Consulting Project Lead - Chicago Hearing Society
- Enjoy adventure/outdoor travel, intramural sports



## Lindsey Fujita

lfujita2013@kellogg.northwestern.edu  
Phone: 401.743.6706  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Healthcare consulting for payers, providers, medical devices and biotechnology

### Work Experience:

#### Orthocon

Senior Product Marketing Manager 2010- 2011

- Led commercialization of company's first product.
- Initiated and led project teams for the company's first 3 line extension projects.

#### Stryker Spine

Global Product Manager – Associate and Senior 2005-2010

- Developed, executed and managed upstream and downstream global portfolio strategies for 7 different global product lines.
- Marketing MVP Award 2008, Best Product Manager Award 2007, Pipeline Award 2007, Field Impact Award 2007.

### Education:

**Brown University** 2000-2005  
Sc.B. and Sc.M. in Biomedical Engineering

### Additional Data:

- Competitive gymnast for 12 years, registered yoga teacher (RYT 2011), enjoy running, travel, volunteering.



## Qinyu (Adele) Hu

qhu20131@kellogg.northwestern.edu  
Phone: 847.440.6246  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Business development or Marketing in pharmaceutical products or medical device

### Work Experience:

#### McKinsey & Company, Frankfurt, Germany

Senior Business Analyst 2010 - 2011

- Developed a global roll-out plan to implement the biggest co-marketing collaboration in Diabetes
- Conducted a commercial due diligence on a dental device company acquisition
- Refined the product R&D plan for a UK pharma company

#### McKinsey & Company, Shanghai, China

Business Analyst 2008 - 2010

- Designed the nutrition acceleration strategy in China
- Redesigning marketing strategy for a pharmaceutical firm

### Education:

**Fudan University** 2004-2008  
School of Economics; Major: International Economics

### Additional Data:

- Native in Mandarin / Shanghaiese; Fluent in English
- Hobbies: piano, flute, dancing, travel



## Giovanni Gallo

ggallo2013@kellogg.northwestern.edu  
Phone: 317.694.0596  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Providers, payors, and medical devices; Management, strategy, marketing

### Work Experience:

#### Cressey & Co.

Associate 2009 - 2011

- Coordinated team of eight investors, to analyze, diligence and negotiate investment in Homecare Homebase, a leading clinical software provider to home health agencies
- Led team of developers, clinical and financial managers, and investors to build dashboard for \$55mm potential acquisition

#### Goldman, Sachs & Co.

Analyst – Healthcare Investment Banking 2007 - 2009

- Advised Allscripts (HCIT), Incyte (Biotech), Hologic (Life Sciences), and MDS (Diagnostics) on various transactions

### Education:

**Indiana University** 2003 - 2007  
Kelley School of Business; Majors: Finance, Accounting

### Additional Data:

- HC Club Director, Rugby (Wing), Inner City Mentoring
- Interested in snowboarding, martial arts, men's style



## Prashant Iyer

piyer2013@kellogg.northwestern.edu  
Phone: 917.587.3093  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Industry Interests: Biotech, Pharma, Services  
**Functional Interests:** Business Development, Private Equity:

### Work Experience:

#### H.I.G. Capital

Private Equity Pre-MBA Associate 2009-2011

- Evaluated, executed and monitored investments for generalist PE firm with over \$8B under management
- Led diligence effort for \$50M investment in regional skilled-nursing provider

#### Citigroup

Analyst: Investment Banking, Global Healthcare Group 2007-2009

- Advised HC companies on strategic & financial alternatives
- Key transactions: Express Scripts acquisition of NextRx (\$5B), Elan plc sale of minority stake to JNJ (\$1B)

### Education:

**Rutgers University** 2003-2007  
Rutgers College; Majors: Finance, Economics

### Additional Data:

- Competitive tennis player. Enjoy sports and philosophy
- Summa cum laude grad, nationally ranked in college debate



### Simrata Iyer

siyer2013@kellogg.northwestern.edu  
 Phone: 404.518.1967  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Marketing or Business Development in Biotech, Pharmaceutical, or Medical Device industries

#### Work Experience:

##### Deloitte Consulting

*Consultant, Technology Practice- Life Sciences* 2010-2011

- Standardized reporting processes for a \$10B pharmaceutical, enabling worldwide distribution of management reports.
- Led team of four in implementing an automated forecasting tool for a multinational medical device company.

##### Ernst & Young

*Analyst, Advisory Services* 2007-2010

- Advised a Fortune 50 pharmaceutical company on a commercially viable emerging markets growth strategy, identifying \$700M in revenue growth opportunities.

#### Education:

**Emory University** 2003-2007

*Goizueta Business School; Major: Finance & Management*

#### Additional Data:

- Volunteer career development coach with Dress for Success
- Interests include yoga, tennis, and playing piano



### Shantanu Jani

sjani2013@kellogg.northwestern.edu  
 Phone: 917.828.3639  
 Program: MMM  
 Looking for: Summer Internship

**Healthcare Interests:** Medical Devices, Product Development, Innovation in Healthcare

#### Work Experience:

##### IMI Norgren Fluid Controls

*Global Project Manager* 2008 - 2011

- Implemented business qualification process that increased conversion percentage of revenue-generating projects from 38% in 2008 to 58% in 2009

##### IMI Norgren Fluid Controls

*Market Development Engineer* 2007 - 2008

- Used targeting and segmentation techniques to launch new technology and branding at Medica, one of the largest medical device trade shows, within a €50,000 budget constraint

#### Education:

**Columbia University** 2001 - 2005

*Biomedical Engineering*

#### Additional Data:

- Co-team leader for Global Health Initiative's GIM trip to India



### Paul Janczyk

pjanczyk2013@kellogg.northwestern.edu  
 Phone: 714.350.5594  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Payors, providers, healthcare technology; functional roles in strategy, business development, and finance

#### Work Experience:

##### L.E.K. Consulting

*Associate / Associate Consultant* 2008 - 2010 / 2010-2011

- Led evaluation of 14 expansion target markets and ranking of 67 providers for a large managed Medicare health plan responding to health reform.
- Led a cross functional team claims analysis that identified hospital underpayments of \$11M on readmissions.

##### Kaiser Permanente

*Summer Intern* Summer 2007

- Collaborated across departments to design forecasting model to estimate revenues within a 4% margin; model in use today.

#### Education:

**University of California at Berkeley** 2004-2008

*Majors: Economics and Business Administration with honors*

#### Additional Data:

- Received 2010 Presidential Volunteer Service Award
- Enjoy basketball, water sports, hiking, NBA, NFL



### Kristen Kerns

kkerns2013@kellogg.northwestern.edu  
 Phone: 912.270.5723  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** General Management/Consulting for Biotech, Devices and Providers

#### Work Experience:

##### DaVita

*Manager, Process Engineering* 2009 - 2011

- Managed vendor through year-long development of scheduling algorithm to generate most productive clinic schedule possible. Projected savings of \$7M across 1900 clinics.
- Assessed and revised market entry strategy for high-end clinic concept that translated into 20% increase in patients.

##### Cooper Industries

*Operations Leadership Program – Six Sigma Specialist* 2008 - 2009

- Rotational General Management program

#### Education:

**Georgia Institute of Technology** 2003 - 2007

*B.S. Industrial and Systems Engineering*

#### Additional Data:

- Six Sigma Black Belt
- Co-team leader for Global Health Initiative's GIM trip - India



## Boris Khomut

bkhomut2013@kellogg.northwestern.edu  
 Phone: 914.830.5570  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Strategy & business development in medical devices, biotech

### Work Experience:

#### Michael Allen Company

*Consulting Associate* 2007 - 2011

- Marketing strategy consulting for top pharmaceutical and biotech companies
- Led strategy and developed proprietary tools to size market for a new product launch, estimated to reach peak revenue of \$700MM
- Directed analysis to evaluate areas to improve \$1B brand's marketing and promotion, driving 20% increase in ROI
- Regularly led client meetings and served as primary client contact to present findings and gain client buy-in

### Education:

**Brown University** 2003-2007  
*B.S. Cognitive Neuroscience*

### Additional Data:

- Interests: Tennis, Stand-up Comedy, Birding



## Melissa Klufio

mklufio2013@kellogg.northwestern.edu  
 Phone: 650.387.9977  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Business Development, Marketing in Medical Devices

### Work Experience:

#### Children's Hospital Boston

*Senior Application Development Specialist* 2007 - 2011

- Promoted for improving patient safety and workflow efficiency through new technologies. Led workflow analysis, then development and introduction of new mobile technology in blood collection, achieving 90% hospital-wide usage rate.
- Won Appreciation Award (Top 5% of all employees).

#### Cerner Corporation

*Solution Delivery Consultant/Senior Analyst* 2005 - 2007

- Instrumental in 12 major US hospital implementations.
- Served on Leadership Committee. Taught classes.

### Education:

**Stanford University** 2001 - 2005  
*Computer Science*

### Additional Data:

- Kellogg healthcare conference panel director; Romanian medical mission trip; Ghanaian rural medical network



## Laura Kittel

lkittel2013@kellogg.northwestern.edu  
 Phone: 203.858.3030  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Marketing in Pharmaceutical, Medical Device, Biotech industries

### Work Experience:

#### Navigant Consulting, Inc.

*Senior Consultant, Healthcare Supply Chain* 2007 - 2011

- Performed hospital contract negotiation and implementation of operational efficiencies
- Led a team of nurses in implementing product conversions that totaled over \$1 million in cost savings
- Negotiated and secured physician support for a large Cardiology, Radiology, and Vascular product contract, standardizing vendors and reducing spend by \$300,000
- Launched a medical reprocessing program to save over \$400,000 in supply spend

### Education:

**College of William and Mary** 2003 - 2007  
*Mason School of Business; Major: Finance*

### Additional Data:

- Enjoy skiing, tennis, soccer, crossword puzzles. Volunteer for Inner-City Mentoring Club



## Tim Lyden

tlyden2013@kellogg.northwestern.edu  
 Phone: 858.228.6341  
 Program: MBA/MPP (Harvard)  
 Looking for: Summer Internship

**Healthcare Interests:** Provider Consulting, Provider Management, Provider Strategy, Healthcare Policy

### Work Experience:

#### Aon Corporation

*Corporate Strategy Consultant* 2010 - 2011

- Drove \$355M synergy plan after \$5B acquisition of Hewitt
- Supported development of new healthcare exchange practice

#### University of Notre Dame – Ford Program in Human Development

*Co-founder & Assistant Director* 2006 - 2009

- Raised \$10M and created institution driven to fight poverty
- Managed programs in U.S. and East Africa

#### United States Navy

*Weapons Officer, Machinery Officer, Operations Officer* 2002 - 2006

- Led sailors and Marines during two wartime deployments

### Education:

**Harvard University** 2009-Current  
*Kennedy School of Government; Master of Public Policy*

### Additional Data:

- Mentor veterans transitioning from combat to corporate life
- Volunteer consultant to micro-lending institution in Tanzania



## Sean Mathewson

smathewson2013@kellogg.northwestern.edu  
 Phone: 650.438.5709  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Consulting, Strategy and Marketing in Biotech/Medical Device/Pharmaceuticals

### Work Experience:

#### Genentech, Inc.

*Research Associate* 2007 - 2011

- Assessed manufacturability of early-stage biopharmaceutical pipeline and shared results with colleagues in manufacturing, regulatory, discovery, and marketing.
- Modeled temperature-controlled supply chain for drug in clinical development and validated its 7500-mile temperature-controlled route, enabling release of drug for clinical trials.
- Published research in two international scientific journals. Presented to international audiences at industry conferences.

### Education:

**Stanford University** 2003-2007

*Major: Chemical Engineering*

### Additional Data:

- Avid golfer. Other hobbies include piano, guitar, travel
- Academic interests include global health, US health policy



## Rebecca Mildrew Raabe

rmildrew2013@kellogg.northwestern.edu  
 Phone: 480.440.5046  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Business development in medical devices, healthcare venture capital

### Work Experience:

#### Ulthera, Inc

*Consumer Marketing Manager* 2010 - 2011

- Led public relations campaign and direct-to-consumer marketing activities for private aesthetic device company

#### Cayenne Medical

*Senior Global Product Manager* 2008 - 2010

- Spearheaded development and global commercialization of start-up company's third orthopedic surgical product

#### Abbott Vascular

*Global Market Intelligence Analyst* 2006 - 2008

- Performed research activities and generated market model

### Education:

**Harvard University** 2002-2006

*Bachelor of Arts in Biochemical Sciences; Certificate in Health Policy*

### Additional Data:

- Harvard varsity soccer; Kellogg Healthcare Conference panel director. Enjoy outdoor activities and traveling



## Dan McCarthy

dmccarthy2013@kellogg.northwestern.edu  
 Phone: 919.414.2029  
 Program: MMM  
 Looking for: Summer Internship

**Healthcare Interests:** Devices, Providers, Consulting

### Work Experience:

#### Cook Medical, Inc

*Clinical Intern* Summer 2011

- Conducted comprehensive reviews of new device concepts; spanned multiple domains including clinical utility, market segmentation, regulatory and reimbursement strategy

#### Northwestern Memorial Hospital

*Surgery Resident* 2008 - Present

- Lead teams in the peri-operative care of hospitalized patients, gaining experience in high-impact decision-making under conditions of significant uncertainty and psychological stress
- Currently acting as Surgical Innovation Research Fellow

### Education:

**Northwestern University** 2004-2008

*Feinberg School of Medicine; Majors: MD degree*

#### Duke University

1999-2003

*Trinity College of Arts and Sciences; Majors: Psychology (BS) and Philosophy (AB)*



## Benjamin Sacchetti

bsacchetti2013@kellogg.northwestern.edu  
 Phone: 610.724.5191  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Medical Device/Biotech Marketing, Strategy Consulting, Payor/Provider Innovation, Entrepreneurship

### Work Experience:

#### The Advisory Board Company

*Project Manager, New Product Development* 2007 - 2011

- Managed design of analytics product that helps hospitals improve population health management
- Co-created prescription drug group purchasing initiative for hospitals; developed marketing strategy and conducted sales visits; 1<sup>st</sup> year revenues of \$1.5M
- Presented consulting deliverables to eight pilot clients; produced an average of \$767K (~14%) in savings
- Developed product concepts to help chart firm's entry intonew market; worked with our exec team to elect path forward

### Education:

**Duke University**

2003 - 2007

*Major- Public Policy; Minors: Economics and Markets & Management*

### Additional Data:

- Recipient of Grohne Family Foundation Merit Scholarship
- Winner of BCG Case Competition. Enjoy sports and travel



## Priya Sequeira

psequeira2013@kellogg.northwestern.edu  
 Phone: 617.694.6494  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Providers; General Management or Consulting

### Work Experience:

#### Huron Consulting Group

Associate, Huron Healthcare 2008 - 2011

- Designed and implemented a hospital-wide IT system to expedite claim resolution, resulting in enhanced patient satisfaction and a 10% increase in cash flow
- Led weekly meetings with hospital CFOs to present key performance indicators and guide mitigation of risks
- Negotiated competitive contract rates with 10 hospital vendors, creating recurring annual cost reductions of \$1.2M
- Redesigned internal hospital processes to drive savings of \$8M through the reduction of payer denials and write-offs

### Education:

University of Pennsylvania 2002 - 2006  
 School of Arts and Sciences; Major: Economics

### Additional Data:

- Director of the Healthcare Club, Healthcare Conference, Women's Business Association, and Board Fellows Program



## SiSi Shen

sshenn2013@kellogg.northwestern.edu  
 Phone: 651.343.1262  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Devices, Provider, Pharma, Biotech

### Work Experience:

#### Deloitte Consulting, LLP

Senior Consultant – Healthcare Industry Focus 2006 - 2011

- Advised a Fortune 500 health plan on the financial and operational impacts of implementing a new clinical code set
- Led a 4 member international team on the development of a new automated returns process for a life sciences company, increasing customer service call center productivity by 30%
- Designed and implemented an integrated medical management program that supported 600,000 members
- Analyzed collections data to spearhead effort in creating a new global reporting tool for a global life sciences company

### Education:

University of Minnesota 2002 - 2006  
 Carlson School of Management; Major: Accounting, Finance

### Additional Data:

- Certified Public Accountant (CPA). Fluent in Mandarin Chinese. Enjoy biking, yoga, and events planning



## Saurabh Shah

email@kellogg.northwestern.edu  
 Phone: 301.910.9510  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Healthcare Consulting (Providers, Payers, Medical Devices, Biotech)

### Work Experience:

#### Siemens Healthcare

Collaborations Manager 2010 - 2011

- Led an international team of six scientists to develop the first noninvasive method to assess heart-transplant rejection.
- Analyzed technical and commercial feasibility of research projects within global product planning team of Siemens.

#### Siemens Healthcare

Senior Scientist 2006 - 2010

- Designed and implemented a guided solution to reduce the complexity of Cardiac MRI exams and cut scan-time by 40%.

### Education:

Johns Hopkins University 2004 - 2006  
 M.S. Biomedical Engineering

### Additional Data:

- Submitted 4 patents; published 10 journal articles
- Avid hiker / mountaineer



## Tyler Thorne

rthorne2013@kellogg.northwestern.edu  
 Phone: 860.324.6470  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** General management and corporate finance positions in medical device, pharmaceutical, and provider companies

### Work Experience:

#### Deloitte Consulting LLP

Consultant 2007 - 2011

- Managed integration of clinical trials across two global pharmaceutical companies, resulting in the identification of best practice initiatives for the newly merged company
- Developed an enterprise-wide strategy to implement data analytics platform in support of sales and marketing operations for a global pharmaceutical company
- Designed business strategy and requirements for implementation of a medical management operations platform for a US based health plan

### Education:

Wesleyan University 2003 - 2007  
 Majors: Biology and Economics

### Additional Data:

- Interests include downhill skiing, playing ice hockey, golfing, and beer brewing



## Ilya Trakhtenberg

itrakhtenberg2013@kellogg.northwestern.edu  
 Phone: 312.753.8643  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Medical devices / technology, pharma / biotech, preventative healthcare, medical applications for nanotechnology

### Work Experience:

#### L.E.K. Consulting

Consultant

2008 - 2011

- Developed strategic plan to refocus the medical division of a contract manufacturer; led due diligence team resulting in acquisition of target identified in the growth strategy project
- Evaluated market potential and built valuation model for early-stage diabetic neuropathic pain compound
- Developed sales force strategy in Canada for a medical device company to address evolving market dynamics resulting in \$25M incremental opportunity
- Completed 14 due diligences for PE and corporate clients

### Education:

Northwestern University

2004 - 2008

WCAS; Major: Economics, Political Science

### Additional Data:

- Started a chapter of Inspire, a non-profit consulting org.
- Avid tennis player and enjoy reading ancient history



## Katie Utts

kutts2013@kellogg.northwestern.edu  
 Phone: 847.804.1193  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Healthcare marketing in medical devices, biotech, pharmaceuticals

### Work Experience:

#### Aon Hewitt

Health & Welfare Benefits Operations Manager

2007 - 2011

- Led team through successful 2010 and 2011 Health and Welfare Annual Enrollment projects for employee group of over 600,000, developing processes to better meet customer needs by reducing response time for employee requests
- Implemented new verification steps for the active payroll project and trained incoming associates on processing, decreasing deliverable errors to less than 0.1%
- Managed data clean-up for the Target client team, decreasing their error count from 60K to 8K over the span of two weeks

### Education:

University of Illinois: Champaign-Urbana

2003 - 2007

College of Media; Majors: Communications, French

### Additional Data:

- Fluent in French. Traveled and lived in Canada and Europe
- Completed 45 day backpacking trip in Alaska



## Christina Tsou

ctsou2013@kellogg.northwestern.edu  
 Phone: 408.516.6264  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Marketing strategy and business development in medical device, biotechnology, pharmaceuticals

### Work Experience:

#### Mercer

Senior Consulting Analyst, Health and Benefits

2008 - 2011

- Managed 20 clients' quarterly compliance with SF Health Care Security Ordinance, saving clients \$5k to \$250k of anticipated annual expenditure
- Implemented new benefits program with communication team to rebrand national retail client's benefits program (e.g., theme, logo, taglines) that rolled out to 4,600 employees
- Analyzed and presented vendor medical marketing for a national retail client with projected annual savings of \$500k
- Developed cross business SF office summer intern program

### Education:

University of California, Berkeley

2006 - 2007

College of Letters & Sciences; Major: Molecular Cell Biology

### Additional Data:

- Speak conversational Mandarin. Enjoy baking Italian desserts
- Director of Kellogg Healthcare Club and Marketing Club



## Spencer E. Westcott

swestcott2013@kellogg.northwestern.edu  
 Phone: 530.205.8611  
 Program: 2Y  
 Looking for: Summer Internship

**Healthcare Interests:** Business strategy, consulting, and marketing for Healthcare Providers

### Work Experience:

#### Huron Consulting Group

Analyst, Huron Healthcare

2009 - 2011

- Implemented patient access solution that increased pre-service patient collections and insurance sponsorship by 25%
- Managed cross-functional group to customize a process improvement IT tool used by 100+ hospital employees
- Led initiative to reorganize billing and collection offices, increasing accounts receivable coverage by 28%

#### Triage Consulting Group

Senior Associate

2006 - 2008

- Led two person hospital reimbursement team that recovered \$1.5M in incremental revenue, resulting in early promotion

### Education:

University of California, San Diego

2002 - 2006

Bachelor of Arts in Political Science, Minor in Law & Society

### Additional Data:

- UCSD Graduation Speaker. Intern, Scottish Parliament. Trip Leader, Habitat for Humanity (7 days, \$10,000+ raised)



## Bryan Xie

jxie2013@kellogg.northwestern.edu  
Phone: 847.440.6250  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Global strategy/marketing or strategic marketing in Medical Device, Bioscience, and Pharmaceuticals

### Work Experience:

#### HSBC Bank

*Senior Relationship Manager* 2010-2011

- Sales management: analyzed performance data, conducted customer insight analysis, led a team to serve 600+ customers

*Customer Service Manager* 2009-2010

- Enhanced customer interaction, developed communication toolkit, and led team to provide customer service

*Management Associate* 2007-2008

- Global strategy project in London by analyzing consumer behaviors & competitor offerings
- Sales/Service project management in Hong Kong, Mainland

### Education:

**Tsinghua University** 2001-2007

ME & BE, Computer Science and Technology

### Additional Data:

- Volunteered to promote HIV/AIDS prevention, diagnostic & treatment in Chinese LGBT community



## Ran (Rita) Zhong

rzhong2013@kellogg.northwestern.edu  
Phone: 847.637.6979  
Program: 2Y  
Looking for: Summer Internship

**Healthcare Interests:** Marketing and Business Development in medical device, pharmaceutical

### Work Experience:

#### Johnson & Johnson China (Consumer Goods Sector)

*Brand Manager of Johnson's Baby* 2007 - 2011

- Identified new opportunity to gain share from competitors for two categories in charge; exceeded sales target by 7%
- Led a 12-member cross-functional team on new product launch, advanced target launch time by 2 months, generating extra sales of \$0.8MM.
- Managed the biggest retailer in China (Carrefour) for three months, surpassed sales target in total by 17%
- Developed TTT bath first-ever integrated campaign in China; reached annual sales growth of 30%

### Education:

**Fudan University** 2003 - 2007

School of Management; Business Administration:

### Additional Data:

- Proficient Guzheng (Chinese musical instrument) player
- Enthusiastic badminton player



## Himadri Bhattacharya

h-bhattacharya@kellogg.northwestern.edu  
 Phone: 240.483.5259  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** Marketing or General Management in Biotechnology, Pharmaceuticals, Devices; Healthcare Consulting

### Work Experience:

#### National Institutes of Health

*Project Manager* 2008 - Present

- Developed plan for program's spend on \$70 MM product development budget over three year period
- Created scope of work for contracts, valued between \$250 K and \$22 MM, for pre-clinical and clinical development of new vaccine products

*Chemical Engineer* 2003 - 2007

- Successfully developed product purification process for manufacturing DNA based vaccines that are currently being tested in Phase II clinical trials

### Education:

**University of Maryland** 1991-1995

*Major: Chemical Engineering*

### Additional Data:

- Self-finance 100% of MBA while working full time and commuting weekly between Washington, DC and Chicago



## Carrie Leigh

c-leigh@kellogg.northwestern.edu  
 Phone: 415.572.3218  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** New product commercialization, Business Development, Healthcare consulting

### Work Experience:

#### Utah Medical Products, Inc.

*National Sales Manager* 2004-Present

- Recruit, hire, and lead field-based, corporate-based, and independently contracted sales representatives
- Develop, plan and execute corporate product training for domestic and international employees
- Manage sales operations including, but not limited to, quotas, tradeshow planning, CRM administration, development of marketing materials, quality surveillance
- Create and monitor marketing and sales incentive programs, product literature and web content

### Education:

**Santa Clara University** 2002-2004

*College of Arts & Sciences; Major: Communication*

### Additional Data:

- Certificate in Technology Evaluation and Commercialization, Northwestern University Innovation and New Ventures



## Benjamin Kleinman

b-kleinman@kellogg.northwestern.edu  
 Phone: 206.427.5670  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** Venture Capital, Business Development, Alliance Management

### Work Experience:

#### Cancer And Leukemia Group B

*Project Manager* 2007-Present

- Manage clinical research projects. Analyze and improve processes. Lead integration teams in three-firm merger.

#### Capgemini

*Principal Consultant* 2005-2007

- Chaired multiple cross-functional working groups. Translated technical concepts for non-technical personnel.

#### Cancer Research And Biostatistics

*Lead Systems Analyst/Programmer* 1999-2005

- Led team pioneering paperless data capture system.

### Education:

**Brown University** 1990-1994

*Majors: English and Theater Arts*

### Additional Data:

- Marathoner and triathlete, raising funds for charities
- Sleepover volunteer at homeless shelter in New York, NY



## Abbas Mooraj

a-mooraj@kellogg.northwestern.edu  
 Phone: 404.271.2601  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** General Management, Marketing, Consulting, Business Development, Life Sciences.

### Work Experience:

#### Dana-Farber Cancer Institute/Partners Healthcare, Boston MA

*Sr Project Manager* 2008 - Present

- Manage large cross-institute projects for the CFO/COO and CIO, including strategy creation and implementation.

#### Deloitte Consulting, LLP, Atlanta GA

*Manager* 2004 - 2008

- Technology strategy and planning. Post merger integration.

#### Cap Gemini Ernst & Young, Atlanta GA

*Consultant* 2002 - 2004

- Variety of cross industry projects.

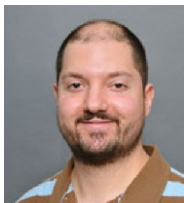
### Education:

**Georgia Institute of Technology** 1998 - 2002

*Computer Science*

### Additional Data:

- Avid Squash player and global traveler
- Partnership Inc – Leadership program (Professionals of color)



## Ryan Osberg

r-osberg@kellogg.northwestern.edu  
 Phone: 847.977.2097  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** Consulting, Strategy, Payor, Provider, Policy

### Work Experience:

#### Kaiser Permanente

*Underwriting Consultant* 2010 - Present

- Build client and consultant relationships and develop business strategy to maximize positioning
- Manage financial responsibilities of national accounts team and analyze data to consult strategically with clients

#### Hewitt Associates

*Health Management Consultant* 2004-2010

- Created strategy and lead clients in design of health and welfare offerings by analyzing data to drive decisions
- Lead negotiations with national vendors

### Education:

**University of Illinois, Urbana-Champaign, IL** 2000-2004  
*BS: Finance; BS: Business Administration*

### Additional Data:

- Associate member of the Chicago Blackhawks Alumni Association



## Zachary Spreitzer

z-spreitzer@kellogg.northwestern.edu  
 Phone: 773.616.0789  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** Payor, Pharma, Biotech

### Work Experience:

#### Health Care Service Corporation

*Cost Analyst* 2007- Present

- Evaluated dental-specific operating expenses eliminating an over-allocation of \$1M, leading to a 5% increase in sales
- Develop, in coordination with the actuarial and underwriting areas, the model used to allocate operating expenses corporate wide
- Optimize the allocation system to reflect practical and structural changes improving accuracy in pricing products and increasing competition in the market
- Model Medical Loss Ratio requirements for the corporation

### Education:

**Columbia University** 1995-1999  
*Columbia College, Economics*

### Additional Data:

- Proficient in Spanish
- Property manager of two multi-unit residences



## Abhishek Soni, PhD

abhi-soni@kellogg.northwestern.edu  
 Phone: 412.398.5347  
 Program: PTMBA  
 Looking for: Full Time Employment

**Healthcare Interests:** Medical devices, Biotech/Pharma, General Management, Healthcare Consulting, Business Development

### Work Experience:

#### Roche Diagnostics

*Principal Scientist* 2008 - Present

- Led a multi-site team in the development of algorithms and prototypes for the next generation of glucose monitoring and control products
- Performed an analysis of the diabetes market in India, and recommended strategies for improving market share

#### CFD Research Corporation

*Senior Engineer* 2006 - 2008

- Developed strategies to grow the business, improving revenues from \$700K to \$2M in just over a year

### Education:

**University of Pittsburgh** 2000 - 2006  
*School of Engineering; Major: Chemical Engineering, PhD*

### Additional Data:

- Represented Indianapolis at the Hahn Cup in squash in 2009
- Board Member for the Lung Walk, Top 5 in fund-raising

# HEMA Program Contacts

**For questions, please contact any of the following individuals:**

**Jeanne Laseman**

HEMA Program Administrator

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Career Management Center

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## **This 2012 HEMA Profile Book was Produced by the Kellogg Healthcare Club**

The Kellogg Healthcare Club delivers a diverse platform of opportunities and activities for Kellogg students to gain awareness, develop relevant skill-sets, and build successful careers in the healthcare industry.

For general club inquiries, please contact:

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**Thomas Boonsiri** ([tboonsiri2012@kellogg.northwestern.edu](mailto:tboonsiri2012@kellogg.northwestern.edu)) or

**Andrew Cooley** ([acooley2012@kellogg.northwestern.edu](mailto:acooley2012@kellogg.northwestern.edu))

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