

EDUCATION

2016 – 2018	RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS Candidate for Master of Business Administration (MBA) May 2018. Consulting, Strategy, and Healthcare Clubs	HOUSTON, TX
2006 – 2010	UNIVERSITY OF TEXAS AT AUSTIN Bachelor of Science in Neurobiology	AUSTIN, TX

EXPERIENCE

2016	ERNST & YOUNG (EY) Summer Senior Consultant– Advisory Services <ul style="list-style-type: none">• Led Proposal and Statement of Work (SOW) preparation to deliver \$450K in projects• Interviewed 3 levels of leadership to design portfolio management capabilities for Fortune 500 firm• Liaised with client team and built robust portfolio management tool directly impacting client ability to align over \$300M in resources to overall strategy	NEW YORK, NY
2015 – 2016	CELL SIGNALING TECHNOLOGY <i>Supplies medical researchers with products and services that aid in detection of proteins</i> Account Manager <ul style="list-style-type: none">• Communicated with and provided growth solutions for 38 accounts totaling \$6M in revenue across pharmaceuticals, universities, medical centers, and non-profit research institutions• Traveled to client sites in Northeast and identified products and services solutions tailored to meet clients' scientific needs• Led team focused growth campaign to increase business by 5% through improving pricing structure of core portfolio products• Pitched CST as preferred supplier at three client groups and grew revenue by 14%	NEW YORK, NY
2012 – 2015	VWR INTERNATIONAL <i>Global distributor of products, instruments, and services to medical researchers</i> Account Manager <ul style="list-style-type: none">• Devised business strategy that increased sales by Columbia University, Columbia Medical Center, and the New York Stem Cell Foundation to \$3M• Liaised between VWR and Columbia by creating and implementing projects that streamlined product delivery and access while cutting costs by as much as 15%• Grew Biotechnology Account Sales by 30% (\$125K) in 2014 by developing relationships across firms and negotiating prime supplier relationships• Identified Columbia end-user purchasing behavior and led e-commerce initiative that grew sales on VWR.com by 36% by increasing end user e-commerce traffic by over 50%	NEW YORK, NY
2010 – 2012	WEILL CORNELL MEDICAL COLLEGE Senior Research Technician <ul style="list-style-type: none">• Prioritized and allocated \$300K in National Institute of Health funding towards annual procurement of equipment and products for use by laboratory and department• Cultivated relationships with department staff to ensure adequate resources and lab support• Formulated hypotheses around breast cancer signaling pathways and tested those hypotheses by using research applications and data analysis to determine contributing factors	NEW YORK, NY

ADDITIONAL INFORMATION

Languages: Urdu (conversational), Spanish (conversational)

Leadership: Health Technology Forum – NYC Chapter Head; NY Texas Exes Philanthropy and Seminar Chairs

Activities: Athletics Club, High altitude hiking including Mount Kilimanjaro and Mount Washington, Basketball, and Volunteering