

Sneha Narayanan

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EDUCATION

BOSTON UNIVERSITY GRADUATE SCHOOL OF MANAGEMENT Boston, MA
MBA, Concentration in Finance and Marketing, May 2015

- Dean's Achievement Scholarship
- Lean Six Sigma: Green Belt Certification
- Chair Annual Health and Life Sciences Conference, President BioBusiness Organization

HARVARD UNIVERSITY Cambridge, MA
Masters in Biotechnology Management, May 2015

- Thesis: "Disruptive Innovation in the Biopharmaceutical Industry"

UNIVERSITY OF ROCHESTER Rochester, NY
Master of Science in Biomedical Engineering, May 2010

- Thesis: "The Dynamic Structure of Ictogenesis in an Experimental Model of Focal Epilepsy"

MCGILL UNIVERSITY Montreal, Canada
Bachelor of Engineering in Electrical Engineering, December 2006

- Summer abroad, **London School of Economics and Political Science**, 2004

EXPERIENCE

PRICEWATERHOUSE COOPERS Boston, MA
Senior Associate, Pharmaceutical & Life Sciences R&D Advisory 2015 - present

Selected project experience include:

- For a top 10 pharma company, developed an integrated user experience across the asset's development lifecycle from strategy and planning. In particular, conducted industry analysis and VOC research to identify innovation possibilities in other industries that are applicable to pharma
- For a top 5 pharma company, developed an analytics platform to aggregate and analyze clinical trial data across different trials, tumor types and drugs to inform future clinical trial design
- For a large global pharma company, developed strategy for global restructuring efforts of its R&D group including site closure and asset transfer; change management efforts included liaising with HR, Communications and Labor Law experts to refine strategy and develop implementation plan
- For a top 5 pharma company, led change management efforts in introducing a new strategic role to the Global Regulatory Operations group that is responsible for all FDA submissions

GENZYME, A SANOFI GROUP Cambridge, MA
Global Marketing Intern Summer 2014

- Developed a global market model for sales of a product to be used in long range planning and financial forecasting, working with global product managers and medical affairs
- Conducted qualitative analysis of care centers in different territories in the US to understand the sources of business for the product and changes in the treatment paradigm to better inform market strategy and research

PFIZER Cambridge, MA
Senior Associate Scientist 2010-2013

- Researched the effectiveness of novel drugs on achieving weight loss through testing of the human "central regulation" process; primary experiments were *in vitro* human pancreas islet assays and neuronal recordings
- Performed extensive mathematical modeling of human and rodent data in order to identify efficacious lead compounds and predict human doses; results of this project used as part of IND application to the FDA
- Promoted to Scientist position in under two years (the shortest time amongst scientists at this level) as a result of leadership initiative taken in the management of vendor relationships for sourcing human tissue

ERICSSON (PREVIOUSLY NORTEL NETWORKS) Montreal, Canada
Product Engineer, New Graduate Leadership Program 2007-2008

- Led cross-functional teams for four different product lines of up to 15 people in order to develop and introduce new data cards onto the market
- Spearheaded the transfer of production to a new manufacturing company with multiple locations in Poland, Mexico and China to decrease costs; resulted in completing the process in half the time initially estimated

LANGUAGES

- Bilingual in English and French
- Conversant in Spanish and Hindi

LEADERSHIP

- Section Representative for Society of Women Engineers (SWE) Kansas City, 2018
- Treasurer for SWE Boston, 2017
- VP Membership for SWE Boston, 2014-2016
- Collegiate Counsellor for MIT student chapter of SWE, 2013-2017
- Volunteer math tutor for middle school children at Tutoring Plus in Cambridge, 2012-2013