

Kush Tripathi

56 Grampian Way, Boston | +1 (857-308-9980) | kush.tripathi@childrens.harvard.edu | linkedin.com/in/biomedikal

EDUCATION

Harvard Medical School, Boston Children's Hospital, Boston, MA

Pre-doctoral Research Fellow, Biomedical Imaging and Analysis

July 2016-present

- **Relevant Coursework:** Harvard Healthcare Innovation & Commercialization, Harvard Biotech incubator, Medical Device Development and commercialization, Data Analytics for Healthcare
- **Harvard vs MIT Consulting Case Competition 2017: 2nd place** (out of 20 Harvard and MIT Teams): Created content creation and new market entry strategy for a MOOC platform; Collaborated with 3 team members to analyze industry data and formulate recommendations for revenue growth and targeted customer acquisition.
- **Innovation Olympics 2017: 1st place:** Developed strategies to improve product perception among millennials for a FMCG; Designed innovative product labelling and packaging, after doing market surveys and sentiment analysis in a team of 4.

Indian Institute of Technology (IIT) Madras, Chennai, India

PhD Candidate, Biomedical Engineering | CMC Vellore | SCTIMST Trivandrum | GPA 8.5/10

2012-2018

- **PhD Student Councilor:** Elected Representative of 4000 PhD students; Drafted policies for protection of environment, improving mental wellness, and restructuring of the student bodies; **Awarded** Distinguished Councilor (Top 1%)
- Streamlined the recruitment process and improved success rate of students receiving job offers from 51% to 70%.
- Supervised a team of 10 teaching assistants to manage teaching and grading for 800 undergraduate students.

Vellore Institute of Technology University, Vellore, India

Master of technology, Biomedical Engineering | GPA 9.2/10 | University Rank: 2/30

2010-2012

- Won 2nd place in MIT's Medical Device Hackathon, a hacking medicine competition among 50 teams across south India

Career Institute of Technology & Management, Faridabad, India

Bachelor of Engineering, Biomedical Engineering | GPA 7.9/10 | University Rank: 4/300

2006-2010

Published and presented 5 research papers for journals and conferences

BUSINESS & LEADERSHIP EXPERIENCE

MIT Volunteer Consulting Group, Boston, MA

Engagement Manager

Nov 2017-present

- Recruited and managed a team of 5 PhD's and postdocs from Harvard and MIT to devise customer acquisition and growth hack strategy for a Forbes 30 under 30 ed-tech startup pursuing product commercialization in US market
- Presented recommendations and critical success factors to the CEO of the startup.

Consultant

June 2017-Aug. 2017

- Developed go to market strategy for an \$80 million biotech firm pursuing commercialization of their phase III weight loss therapy, in a team of 8 Undergrads, PhD's & Postdocs.
- Designed and conducted quantitative and qualitative survey of >2500 Physicians to validate market access strategies.

Founder & Editor, Biomedikal.in, Kurukshetra, India

2009-present

- Envisioned & founded **India's first** Biomedical Engineering website to spread awareness and disseminate knowledge.
- Grew website from 0 to 40,000 subscribers, garnering 4 million views/year through active social media campaigns.
- Conducted >50 career guidance workshops & seminars to enable >10,000 students to find jobs & research opportunities.

Consulting Intern, IXL Center, Boston, MA

Apr 2017-Oct 2017

- Collaborated on a team of 5 PhDs and Postdocs to apply business strategies to enhance the productivity of a data analytics department of one of the Top 3 Pharmaceutical companies pursuing optimization of their KOL management platform.
- Performed cost-benefit analysis to recommend cost effective technology and process, improving productivity by 30%

Consultant, Tufts Advisory Partners, Boston, MA

Feb -May 2017

- Investigated & analyzed the market space metrics & positioning of client in medical device landscape in a team of 4.
- Quantified the pricing and growth potential of client by examining the market trends and competitor analysis.

Distinguished Toastmaster, Toastmasters International, (India & Sri Lanka)

2012-2016

- Elected to Area Director Leadership position; managed five Toastmasters clubs and grew membership by 50%.
- Appointed to Asst. Division Director of Quality, to improve speech quality. Resulted in member attendance increase of 30%.
- Delivered more than 40 award-winning speeches and over 20 mentoring sessions to multinational corporate executives.

INTERESTS & ORGANIZATIONS

- Member of Harvard Graduate Consulting Club, Tufts Case study group
- Volunteer for non-profit organizations to solve grass roots problems in India
- Volleyball, table tennis, solo backpacking and hiking