

# ANANYA JAIN

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## OBJECTIVE

- Dynamic, accomplished and results driven professional with 4+ years of life science and healthcare industry experience
- Demonstrated expertise in multiple functional areas including manufacturing, market research and business analysis
- Seeking a challenging and rewarding Healthcare Strategy Consultant/Business Analyst position at a progressive company to contribute to the company's further success

## AREAS OF EXPERTISE

Organizational Leadership  
Process Improvement

Business Analysis  
Project & Vendor Management

Market Research  
Healthcare Business

## QUALIFICATION SUMMARY

- Collaborate with stakeholders to conduct current state analysis and GAP analysis
- Provide clients with powerful facts and analyses which outline solutions and drive change
- Organize workshops with subject matter experts to develop recommendation for future state
- Lead the IT team to meet project timelines and deliver end to end design solutions
- Managed testing cycles, including test plan and use cases creation and execution of user acceptance testing

## PROFESSIONAL EXPERIENCE

### **Senior Business Analyst**

**White Collars Technologies**, Boston, MA

February 2016 – Present

#### **Client: Biogen**

Expertly analyzed business for regulatory stakeholders to implement solution that created single source of truth for documents that are good clinical and good laboratory practice relevant documents. Solution complied with Healthcare regulations (21CFR part 11 and Annex 11) with tracking and auditing functionality.

- Developed solution for regulatory submissions of compliant documents impacting health authorities of 70 countries which resulted in \$0.2M per year cost savings
- Conducted GAP analysis and demonstrated future efficiency of ~20% time savings

#### **Client: Neighborhood Health Plan**

Implement softphone solution, which allowed agents to work from home, resulting in keeping the call center open even in bad weather conditions. Streamline process by giving email and chat capabilities to agents, which reduces average handle time per call by 15 seconds. Overall solution resulted in enhanced customer experience, better reporting and HIPPA compliance.

- Facilitated transfer of 3 years worth of historical data ensuring HIPPA compliance
- Streamlined process so that 90% of calls were answered within 30 seconds
- Ensured 100% calls recorded for better reporting and training

### **Customer Experience Manager**

**Decision Resources Group**, Boston, MA

August 2015 – September 2015

- Processed contracts for 100 Biotech clients accounting for \$12M annually, ensuring swift business transactions
- Generated leads for key accounts using data visualization tools that maximized business growth opportunities

### **Strategy Intern**

**Aclaris Therapeutics**, Malvern, PA

August 2014 – December 2014

- Effectively analyzed pricing and indication based marketing strategies for in-development drug product
- Demonstrated incremental ENPV of \$41 million for expanded indication of patient self administration over physician

- only indication for A-101 (for Seborrheic Keratosis indication)
- Showed ENPV positive when A-101 (for Wart indication) targets ~166,389 patients (25%) as peak market share

**Marketing Intern**

June 2014 – August 2014

**Iroko Pharmaceuticals**, Philadelphia, PA

- Examined the market penetration strategy and co-pay offset scheme for the first in line painkiller product
- Compared sales trends of 2 major class of painkillers based on 7 regulatory guidelines for 50 states

**President, Graduate Student Organization (GSO)**

**University of the Sciences**, Philadelphia, PA

May 2014 – May 2015

- Represented 500+ students at Strategic Planning Council and Board of Trustees meetings

**Graduate Assistant to the Chair of the MBA Department**

**University of the Sciences**, Philadelphia, PA

September 2013 – May 2015

- Analyzed ~6500 student performance trend based on 12 rubric skills from 2011 to 2014 for accreditation reporting

**Research Assistant, Clinical Trials**

**University of the Sciences**, Philadelphia, PA

September 2013 – May 2015

- Outlined offshoring trends for active clinical trial site (phase 2 and 3) in 151 countries from 2008 – 2012

**Manufacturing Manager**

**Orley Laboratories**, Ahmedabad, India

September 2012 – August 2013

- Managed communication between multiple department to plan and maintain the annual turnover of \$1.1MM
- Redesigned best in class manufacturing and procurement processes for over 35 different products and 200 manufacturing employees

**EDUCATION**

**Master of Business Administration** in *Pharmaceutical and Healthcare Businesses*

**University of the Sciences** | GPA 3.85 | May 2015

**Bachelor of Pharmacy** | **Rajiv Gandhi University** | GPA 3.63 | August 2012

**PUBLICATIONS**

Trends in the location of Phase 3 clinical trials between 2008 and 2012. *Pharmaceutical Medicine Journal*, January 2016

**HONORS & AWARDS**

**ACBSP Outstanding Student Leadership Award** | **University of the Sciences** | May 2015

**GSO Student Organization of the Year Award** | **University of the Sciences** | May 2015

**Member** | **Sigma Beta Delta International Business Honor Society** | 2015

**Outstanding Participation Award** | **Rajiv Gandhi University** | March 2012

**SKILLS**

MS Office (Visio, Excel, Power point)  
CRM (Salesforce, Veeva)  
Requirement Elicitation

Data Visualization (Tableau)  
Testing tools (HP ALM)  
Use Case

Document Management (CARA)  
Analytics (R and SQL)  
SDLC