

ZACHARY KATZ

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Experienced life sciences professional with a nimble, data-driven tech startup mindset and expertise in portfolio optimization, clinical development, and go-to-market strategy to maximize ROI. Substantial statistical and computational experience synthesizing business insights, with a track record of scaling organizations through empathic people management and tactical partnerships.

EDUCATION

COLUMBIA UNIVERSITY MAILMAN SCHOOL OF PUBLIC HEALTH New York, NY

Master of Science, Biostatistics/Theory & Methods Track, expected May 2023.

Recipient, Public Health Leadership Scholarship. GRE: 337/340 (99th percentile).

- *Relevant Courses:* Data Science, Biostatistical Methods, Probability Theory, Principles of Epidemiology. Auditing: Advanced Statistical and Computational Methods in Genetics and Genomics, Graphical Models for Complex Health Data, and Theory of Statistical Inference.
- Completed Justice Through Code certificate (Python) via Tamer Center for Social Enterprise at Columbia Business School, June 2021.
- Member of Dr. Shuang Wang's precision medicine working group, with a focus on machine learning, including integration of high-dimensional multi-omics data, disease subtyping, and biomarker prediction.

UNIVERSITY OF CAMBRIDGE Cambridge, UK

Master of Philosophy with Distinction, Bioscience Enterprise (Dept. of Biotechnology & Judge Business School), July 2011.

1st in class (GPA equiv.: 3.93) with Cambridge Overseas Scholarship (top overseas applicant) and St. John's College Scholarship (top academic performance). Awarded Stanford Graduate Fellowship and James B. Duke University Fellowships for PhD in Bioengineering (declined).

- *Relevant Courses:* Healthcare Economics, Treating Disease, Drug Discovery I and II, Diagnostics and Devices.

HARVARD COLLEGE Cambridge, MA

Bachelor of Arts, Summa Cum Laude, History and Science (Science and Society), May 2010.

Minor in English Literature. GPA: 3.9 (4.0 in major). Rhodes Scholarship nominee. Awarded John Harvard Scholarship (top 5% of class), New York State Scholarship, & Harvard Faculty Scholarship. Co-Founder of the Harvard Undergraduate Research Association and President of The Triple Helix Publication for Science, Law, and Society. Studied Economics & English at Oxford University (1st Class Honours).

WORK EXPERIENCE

RECIDIVIZ San Francisco, CA

Criminal justice tech nonprofit spun out from Google and the Vera Institute of Justice in 2019

Senior State Engagement Manager (May 2021 – August 2021); **State Engagement Manager** (February 2020 – April 2021)

- Served as first hire on State Engagement team, scaling from one employee covering one state to a team of six covering 15+ states
- Generated with Dr. Gregg Gonsalves (Yale) and a team of epidemiologists and data scientists the first COVID-19 modeling tool for prison and jail parameters to help corrections administrators and government officials forecast viral impact and assess mitigation options
- Scoped, synthesized, and presented data-driven analyses on correctional interventions and outcomes to help state governments develop policies maximizing sustainable decarceration, requiring proficiency with causal inference (difference-in-differences, instrumental variables, synthetic controls), experimental design (A/B tests, power calculations, treatment assignment), machine learning (clustering, feature selection, random forests), and statistics (hypothesis tests, multivariate regression, time series) using R, Python, and SQL
- Provided technical, client services leadership for all products: tools for correctional leadership and staff, as well as custom policy models and impact reports evaluating prison population growth and recidivism drivers for state legislatures and other agencies

SCENTBIRD INC. New York, NY

B2C e-commerce fragrance subscription service startup launched by Y-Combinator in 2015

Director of Customer Analytics & Experience / Product Manager (Retention) (February 2017 – November 2017)

- Scaled customer base from 10K to 250K subscribers by implementing digital analytic tools to establish and monitor KPIs, extracting business insights from customer database to build prediction models for monthly churn, and conducting user experience analysis to inform product development, leading to a 74% increase in customer retention and a 50% increase in customer lifetime value
- Developed financial models, created fundraising presentations for venture investment, and worked with executive team in strategic prioritization of market segment expansion and go-to-market strategy, resulting in a \$19M Series A round
- Co-managed cross-functional teams of up to ten engineers, designers, marketers, and other internal leaders to launch product iterations

OLIVER ONLINE INC. New York, NY

Early-stage real estate tech platform established in 2015 to connect renters with apartments

Chief Strategy Officer (April 2016 – February 2017)

- Optimized monetization strategy with financial models for competing business plans, leading to pivot from B2C towards B2B SaaS
- Generated new business development affiliate/brand partnerships and negotiated contracts with established on-demand services
- Led post-seed investment with venture presentations, historical growth analysis, and technical development and go-to-market roadmaps

FREELANCE/SELF-EMPLOYED New York, NY

Writer (August 2013 – Present)

- Published novelist (*Century Village*, Amazon best-selling novel in Jewish & Jewish-American Literature in 2015; workshops at Catapult, 92Y, and Sackett Street Writers' Workshop), poet (*Orpheus, Singing* placed in Tuesday Magazine; finalist for Graham Midgley Memorial Prize from Oxford), and historian of science (*Flesh and Spirit Both: Moses Maimonides and his Critical Reworking of Galenic Medicine* (Harvard thesis), and *Our Blueprint for Growth: The Legitimization of Music Therapy in Post-War America* (Synthesis, 2:31-46))

BURRILL & COMPANY (BIOMARK CAPITAL)
Venture Capital Analyst Fellow (April 2013 – July 2013)

San Francisco, CA

- Evaluated life sciences investment opportunities by maintaining new and ongoing deal flow logs and assisting with due diligence on new opportunities, including Genia (purchased by Roche for \$350M)

GENENTECH, INC.

South San Francisco, CA

Manager, Pipeline & Portfolio Planning (July 2012 – February 2013); **Senior Associate** (March 2011 – July 2012)

50% time in HER2 Oncology Sales and Marketing U.S. Commercial Organization (August 2012 – February 2013)

- Generated novel cross-portfolio analyses to inform clinical and commercial decision-making across therapeutic areas, including indication prioritization, and led strategic planning for molecule teams in oncology, immunology, ophthalmology, and infectious diseases – primary lead for asthma, ocular disorders, and hepatitis C franchises – as a liaison between project teams and portfolio decision-making committees
- Developed frameworks and tactics for brand planning in HER2 oncology marketing commercial organization to improve patient targeting and minimize cannibalization for competing breast cancer products
- Guided senior executives on corporate pipeline presentations for Board strategy days, investor events, and R&D Steering Committees

DIAGNOSTICS FOR ALL

Cambridge, MA

Intern, Business Development and Partnering (Summer 2010)

- Served as a member of the licensing strategy group to discuss tactics surrounding IP, partnerships, and deal structures
- Wrote white papers on predicate colorimetric, paper-based analyte testing methods and developed novel microfluidic product assays

J.P. MORGAN CHASE & CO.

San Francisco, CA

Summer Analyst, Healthcare and Technology M&A Investment Banking (Summer 2010)

- Contributed valuation analysis, landscape research, financial modeling, and due diligence to numerous healthcare deals
- Worked with senior management of two Fortune 100 companies to acquire other public companies, and studied the subsequent pro forma synergies using accretion/dilution modeling

HARVARD UNIVERSITY FAS CENTER FOR SYSTEMS BIOLOGY (BENENSON LAB)

Cambridge, MA

Harvard College Research Fellow (September 2007 – May 2010)

- Developed a logic system that uses synthetic microRNAs as mediators to detect cellular inputs (endogenous transcription factors)
- Presented at the Harvard Undergraduate Research Symposium and Boston Undergraduate Research Symposium

BOOZ ALLEN HAMILTON

Rockville, MD

Health and Research Associate Intern (Summer 2009)

- Worked with the major agencies of the US Department of Health and Human Services, including FDA, CDC, and NCI, to prioritize domestic and global health agendas and government-funded scientific research
- Researched the global health “mega-community,” conducted strategic wargame simulations for epidemiological modeling, and helped mobilize the policy community to respond to profound global health needs
- Published a white paper on risk management best practices in hospital integrations for the US Navy’s Joint Task Force for Capitol Medicine

OSI PHARMACEUTICALS INC.

Melville, NY

Corporate Development Intern (Summer 2008)

- Assessed internal and external research projects to determine opportunities for licensing based on strategic fit with core competencies
- Managed historic and current product development in oncology, including the implementation of strategies to revive “dead interests”
- Served as a communication liaison between senior management and scientific KOLs to evaluate new fields of research, propose future pathways for drug discovery, and recommend molecular target due diligence

SUNY STONY BROOK CENTER FOR MOLECULAR MEDICINE (GERGEN LAB)

Stony Brook, NY

Simons Summer Research Fellow (June 2005 – June 2006)

- Characterized the Odd Oz gene in *D. melanogaster* embryonic stem cells, with analogous treatment development based on homologous AML1 protein in humans, which is a key driver of human leukemia
- Named one of the top 20 young scientists in the United States, with full research funding granted by the Simons Foundation

COLUMBIA UNIVERSITY INSTITUTE FOR CANCER GENETICS (TYCKO LAB)

New York, NY

Researcher (June 2004 – May 2005)

- Assessed SNP loss of heterozygosity in Wilms’ Tumor patients to profile the tumor-suppressor role of TTK Protein Kinase on C6q

OTHER INTERESTS

- **Coding:** Python, R, and SQL, with DataCamp certifications in machine learning and data science
- **Music:** Principal Cellist of Cambridge University Symphony Orchestra, Oxford University Orchestra, and Mozart Society Orchestra at Harvard
- **Volunteering:** Administrative volunteer at SF LGBT Center, public programs volunteer at GLBT Historical Society, & mentor at 826 Valencia
- **Languages:** French (conversational) and Mandarin (very basic – but learning!)