

# JOSHUA STEIN

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## EDUCATION

### THE UNIVERSITY OF MARYLAND, Clark School of Engineering

Bachelor of Engineering with Honors, Mechanical Engineering

College Park, MD

May 2015

GPA: 3.64/4.0

Honors: College Park Scholars Citation, President's Scholarship, Primannum Honor Society, Academic Honors/Engineering Dean's List

Study Abroad: Universidad Carlos III de Madrid GPA

GPA: 4.0/4.0

## WORK EXPERIENCE

### Accenture

Washington, DC

#### Consultant – Across Strategy, Management, and Technology Consulting

October 2015 – Present

*Pre Merger Planning, Large Multinational Retail Company*

- Supported Senior Leaders with Day 1 and Post Day 1 Planning for a strategic \$800 MM acquisition
- Developed integration/transformation roadmap as well \$100M synergy initiatives for management to execute on

*Care Pathways Market Entry Assessment, Large Multinational Pharmaceutical Company*

- Supported landscape assessment of care pathways programs in the US HF market to determine applicable program models
- Lead Hospital segmentation exercise as well as informed data modeling and market sizing

*Large Transformation Project, Pharmaceutical Wholesaler*

- Worked with their Patient Services Business to develop a migration strategy for moving 98 programs to a new platform.
- Responsible for data analytics as well as client assessment workshops to help develop a deployment and wave plan strategy

*Post Merger Integration, Large Multinational Pharmaceutical Company*

- Assisted different business units in understanding of the current state of each legacy company as well as planning for integration of \$50 BN merger
- Helped business units to define and plan necessary integration projects as well understand the cost/benefit analysis and impact on the organization
- Led Post Merger Integration execution for a \$120 MM business unit in order to realize synergy targets and meet TSA dates

*Market Analysis, Large Multinational NGO*

- Performed data analysis on international development organizations in order to understand how NGO could maximize its impact

*Growth Strategy, Latin American NGO*

- Created Growth Strategy for a Latin American NGO by looking for different channels for the NGO to increase “market share”
- Assisted in market sizing in order to understand the market for charitable giving in South America and specifically Colombia

*Blockchain for Life Sciences POV*

- Researched Blockchain technology use cases in the Life Sciences industry and developed value cases behind different scenarios

*Hospital Real Time Location Tracking (RTLS) POV*

- Researched and analyzed the RTLS market to help create a point of view on RTLS in Hospitals and in other Patient environments

*RFP Responses*

- Assisted in analyzing multiple RFPs in order craft innovative responses to Life Science/Health Companies

### LONZA GROUP

Walkersville, MD

#### Lean Six Sigma Team Member

September 2014 – January 2015

- Performed a Define, Measure, Analyze, Improve, Control in order to receive Lean Six Sigma Greenbelt Certification
- Studied the process of transferring and sterilizing bottles at the Walkersville bottling site to investigate strategies to make it leaner

### JP MORGAN CHASE

Wilmington, DE

#### Corporate Analyst Development Program

June 2014 – August 2014

- Worked with Aprimo software to improve the current workflow within the marketing claims process for multiple LOBs
- Automated and simplified excel documents using VBA and Macros
- Created and presented a recommendation plan for the implementation of Aprimo across all lines of business

### PORTOFINO INVESTMENTS

Tel Aviv, ISR

#### Investment Banking Analyst

June 2013 – August 2013

- Researched the water purification industry and the food industry in Israel to create buy/sell side pitch books
- Used DCF and EV/EBITDA and EV/Revenue multiples to value a private company
- Created an investor memorandum on a telecommunications company

## LEADERSHIP

### Accenture

Washington, DC

#### Leadership Roles

October 2015 – Present

*Integrated Patient Health (IPH)*

- Part of leadership council for IPH Life Sciences/Health Strategy community
- Developed Internal Growth Strategy for Community of Practice as well as Social Media approach

*Software & Platforms Strategy*

- Advanced Business Development opportunities as well as research on Software and Platforms Companies
- Planned and coordinated networking event with attendees from VCs, F500 Companies, and Startups

#### Tamid Investment and Consulting Group

College Park, MD

#### VP of Finance, Cofounder

April 2012 – January 2014

- Cofounded TAMID at UMD, helped grow organization to one of the top chapters in the country
- Consulted for several startups based in Israel on Growth Strategy

## SKILLS/ACTIVITIES

**Skills:** Business Case Development, Market Entry Analysis, Technology Strategy, Matlab, Arduino, Salesforce, Office 365, Visio, Hebrew

**Activities:** Coffee, Blockchain, Wearables/IoT, Investing, Traveling, Philadelphia Sports, Premier League (Manchester United)