
ENGINEERING AND BUSINESS EDUCATION

UNIVERSITY OF ROCHESTER

ROCHESTER, NY

Bachelor of Science in Biomedical Engineering with Cell and Tissue Engineering Concentration**May 2011****Dual minors in Chemical Engineering and Business****May 2011**

- Cumulative GPA 3.80 (out of 4.00) and Dean's List 8 of 8 Semesters, cum laude with highest distinction
- Biomedical Engineering GPA 3.75, Chemical Engineering GPA 3.88, and Business GPA 4.00 (out of 4.00)
- Alpha Eta Mu Beta honor society, Rush Rhees Scholarship for Outstanding Academic Achievement
- *Activities*: Residential Advisor, Residential Life Business Manager, Admissions Student Representative, Chemistry Teaching Assistant, Society of Women Engineers, Biomedical Engineering Society, and Wind Symphony Member

RESEARCH, LEADERSHIP AND PROJECT MANAGEMENT EXPERIENCE

SIMPORE, INC.

WEST HENRIETTA, NY

Technical Support Specialist**Summer 2011**

- *Inside Sales* – Performed market research to identify and qualify new leads and potential markets. Utilized consultative selling skills to overcome objections, build relationships, and turn cold canvassing into sales.
- *Marketing* – Developed marketing materials and technical user manuals for life science nano-filter products. Researched competitors to determine how to position new products in the marketplace.
- *Application Development* – Conducted cell culture experiments to support development of separations and life science product lines. Tracked and organized beta testing and customer feedback to encourage informed decision-making concerning product design changes and criteria for targeting customers.
- *Business Development* – Researched life science companies to explore potential partnerships. Created introductory materials for partnerships with corporate entities. Participated in meetings with corporate representatives.
- *Reporting* – Wrote concise summaries of market and laboratory research results weekly to share with management and sales teams.

YALE UNIVERSITY

NEW HAVEN, CT

Biomedical Engineering Summer Intern**Summer 2010**

- Supported efforts of FirstName LastName, MD/Ph.D. and FirstName LastName, Ph.D. investigating “Smooth Muscle Cell-Induction Of Embryonic-Derived Human Mesenchymal Stem Cells”.
- Planned, organized, and executed experiments; purchased materials; collected and analyzed results utilizing qRT-PCR, immuofluorescence, Western blot, and FACS flow cytometry.
- Drew conclusions about the effectiveness of smooth muscle cell-induction to determine future directions for optimization.
- Presented scientific poster and documented findings in technical report for Primary Investigator and laboratory peers.

UNIVERSITY OF ROCHESTER

ROCHESTER, NY

Biomedical Engineering Senior Design**Fall 2010 – Spring 2011**

- With 3 other BME seniors, designed, prototyped, and tested coronary artery perfusion system for excised porcine hearts to aid Intravascular Ultrasound research into atherosclerotic plaque rupture.
- Outlined research, design, and progress in a technical proposal, final report, and PowerPoint and poster presentations to faculty, peers, and University community clients who inspired efforts and used team within consultative roles.
- Enhanced capacities to transform theoretical concepts into prototypes and assess investment and production worthiness.

Residential Advisor**Fall 2009 – Spring 2011**

- Advised hall residents and created, planned, and implemented programs.

Rochester Center for Biomedical Ultrasound Laboratory Assistant**Summer 2009**

- Supervised by FirstName LastName, Ph.D. and FirstName LastName, Ph.D., worked on applications of ultrasound technologies for tissue engineering and novel therapeutic applications for wound healing.
- Cultured epithelial cells, treated cells with ultrasound and performed various assays to assess replication and growth.