Contact

Phone
201-916-6286

Email
jillianlweiss@gmail.com

New York, NY

linkedin.com/in/jillian-weiss-2021/

Relevant Coursework

- Bioinformatics
- Biomedical Electronics & Instrumentation
- Biostatistics
- Computer Programming
- Finance for Biotechnology
- Gene Therapy

Technical Skills

Programming & Data Analytics:
- Python
- R
- JavaScript
- MATLAB
- SQL
- Excel

Financial & Business Analysis:
- Market Research
- Competitive Analysis

BI & CRM Tools:
- HubSpot
- Heap

Bioinformatics & Research Tools:
- BLAST
- GEO
- NCBI Databases
- Data Curation

Interests

Hiking, Baking, Photography, Traveling, Skiing, Sudoku

Jillian Weiss

Bioinformatics & Biotechnology | Finance

Education

August 2023 - December 2024
Johns Hopkins University, Krieger School of Arts and Sciences (AAP)
Master of Science, Biotechnology : Concentration, Bioinformatics | GPA: 4.0

August 2017 - May 2021
University of Maryland, A. James Clark School of Engineering
Bachelor of Science, Bioengineering
Awarded President's Scholarship | GPA: 3.52

Work & Project Experience

March 2023 - August 2023
Stealth Startup | FINTECH | New York, New York
Product Strategy Associate
- Supported product strategy development during the startup's early stages by conducting market research and competitive analysis to inform the company's vision and strategy.
- Collaborated with cross-functional teams to define product roadmaps, prioritize features, and align deliverables with evolving business goals and market demands.

August 2021 - January 2023
Northspyre | New York, New York
Project Coordinator
- Led onboarding and implementation for 50+ clients, ensuring smooth software integration, resolving technical issues, and aligning timelines with business objectives.
- Developed and optimized an Excel-based tracking system to monitor implementation progress, user analytics, and customer success metrics, enhancing data organization and reducing inefficiencies.
- Analyzed user engagement data from HubSpot and Heap (130+ clients), identifying adoption trends to improve retention strategies and guide product enhancements.

Business Development Associate
- Conducted market research to identify growth opportunities and supported sales teams by improving lead generation strategies, contributing to a 10% expansion in the client base.
- Streamlined sales processes by enhancing data organization and communication workflows, improving pipeline efficiency and conversion rates.

September 2020 - May 2021
Cothecare | College Park, Maryland
Prototyping Lead
- Developed a COVID-19 contact-free patient screening app using Flutter, integrating healthcare APIs for real-time data processing and enhancing user experience.
- Implemented TensorFlow for accurate data analysis and conducted usability testing with healthcare professionals to refine app features.

September 2019 - December 2019
SiteAware | College Park, Maryland
Software Engineering Consultant
- Upgraded software model using Python and JavaScript to improve the prediction of satellite constellations for drone and RTK system communication, enhancing the accuracy and reliability of construction progress tracking.
- Collaborated with a team of five developers, utilizing Jira for agile project management and GitHub for version control and code collaboration.