

Ruchik Yajnik

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Experience:

NomosBio, LLC.

Mar 2024 - Present

Principal Management Consultant

Edison, NJ, USA

- Assisting NJ pharmacies with their online presence, prescription and patient record management via up-to-date software.
- Revitalizing the cash based revenue stream for independent pharmacies in the form of a compounding practice or surgical medication supplies by collaborating with multiple vendors such as AmeriSource Bergen, Cardinal, Kinray etc. to source lowest priced medications.
- Engaging in business development via cold calling and increasing monthly cash revenue from \$20K to a steady \$60K by creating standing orders, access to medical narcotics etc. • Setup reporting dashboards in PowerBI to monitor cashflow and look into expanding into different regions in the US.

NanoString Technologies, Inc.

May 2022 - Oct 2023

Software Product Owner 3

Seattle, WA, USA

Summary: Team lead for user facing software development for the GeoMx Digital Spatial Profiler

- Leading the evolution and maintenance of the GeoMx Digital Spatial Profiler instrument software. Liaising with stakeholders such as marketing, product management, customer support, scientists and software engineering to continuously refine and ship features.
- Engaging in requirements gathering sessions, preparing formal requirements and maintaining a feature and story backlog for continuous improvement and delivery. Translating marketing requests into user specifications and actionable user stories for software engineers.
- Led the development of new image processing features based on AI and ML principles. Met with bioinformatics and imaging scientists to understand the development complexity and determined team capacity and hardware requirements.
- Worked across product lines to integrate the GeoMx DSP with the AtoMx Spatial Informatics Portal in order to offer both on-prem and cloud based compute services. Collaborated extensively with the AtoMx product team to define requirements, prioritize work items in the shared backlog and GeoMx team resource allocation to make the on-prem to cloud connection a success. AtoMx SIP is based on AWS.
- Self trained to become a “AWS Certified Solutions Architect” in order to better understand concepts like EC2 (Elastic Cloud Compute) and Amazon S3 (Simple Storage Service).
- Worked on making wireframe mockups for the GeoMx Data Analysis component nestled within AtoMx SIP. Wrote requirements for the workflow of the Data Analysis component. Worked closely with the CosMx Spatial Molecular Imager team to offer a standardized user experience in terms of UI layout, ability to connect with AtoMx SIP and exchange data across different platforms.
- Participated in manual UAT sessions to test the efficacy of novel ML based image processing algorithms to provide a first line feedback to software development teams as well as product management.
- Facilitating scrum ceremonies on a weekly basis and coordinated bi-weekly sprint demo meetings to gather feedback on feature development progress and incorporating that into iterative delivery making sure to meet the “definition of done” and “definition of ready”. Meeting with customers on a recurring basis to gather the “Voice of the Customer” feedback and creating stack ranked backlog items for future prioritization. Managed an annual budget of USD 5.2M.
- Strengthened the adoption of the GeoMx DSP instrument by supporting marketing campaigns at conferences like AGBT. Partnered with customer experience managers to push potential clients further into the sales funnel by organizing on-site lab visits and live remote work sessions.
- **Key Achievement: Within the first year, released 2 versions of the GeoMx DSP instrument software and cloud. Spearheaded the effort to reduce tech debt, resulting in a 20% drop in customer complaints over the course of 3 quarters.**

Roche Pharma AG
Business Analyst

Jan 2020 - May 2022
Grenzach-Wyhlen, Germany

Summary: Squad Lead for Precision Medicine, Patient Engagement, and IT Transformation initiatives

- **Software as a Medical Device (SaMD):** Oversaw the conception and development efforts for a SaMD mobile app intended for clinical trial participants featuring a personalized cancer vaccine. Lead the effort in charting patient journey's, and user personas. Setup the technical framework for software development by taking into consideration stakeholder's such as regulatory affairs, human factors engineering and patient advocates. Prepared business requirements documents to solicit vendors. **Project Budget: EUR 400K.**
- **Data Management Platform:** Led the transition of a ticket management system for the statistics and epidemiology department from an email to a Zendesk based system. Solicited all possible vendors per Roche RFP guidelines. **Realized Savings: EUR 110K.**
- **Robotic Process Automation:** Led the robotic process automation team to develop automation projects for Roche internal stakeholders located in Germany, France, Africa and Middle East. Worked with UiPath and then transitioned to open source implementations using Python. Team focused on projects involving financial and supply chain automation.
- **Personalized Medicine:** Collaborated with Roche Molecular Systems (RMS) to formalize an end to end solution combining the Ventana digital pathology suite with the Navify tumor board. Generated patient journey's for Non Squamous Cell Lung Cancer (NSCLC). Facilitated workshops to ideate patient journey's and understand how to integrate computational biology algorithms into the diagnostic decision pathway for physicians. Solicited input from KOL's such as senior oncologists, radiologists, scientists specializing in algorithm development and assorted marketing and product management staff. Product now exists as "Roche Navify Solutions".
- **Content Management Systems:** Implemented requirements for a new content management system to train internal Medical Sales Representatives (MSLs) and Patient Journey Partners (PJPs) on all Roche molecules for various disease areas within the I7 region. Maintained backlog using JIRA/Atlassian. **Estimated Budget: EUR 200K.**
- **Key Achievement: Facilitated business savings of Euro 300K over the course of 2 years and across multiple projects.**

Carl Zeiss Digital Innovation Partners AG
Intern

Sep 2018 - Feb 2019
Munich, Germany

Summary: Business Analyst for a B2B customer interaction portal

- Assisted in leading a cross functional agile software development team to build features for the Zeiss customer interaction portal. Boosted the data analytics effort to quantify the rollout and adoption of the portal by building dashboards in PowerBI individually tailored for C-level executives, product management and software engineering.

Education

New Jersey Institute of Technology

Graduate Certificate in Computer Science (in progress)

Technical University of Munich

Graduate coursework, Biomedical Computing

New Jersey Institute of Technology

BGS, General Studies

Skills: Agile/Scrum, Requirements Engineering, Stakeholder Management, UX/UI Design, Agile SAFe Product Manager, Certified Scrum Product Owner (CSPO), Certified Scrum Master (CSM), AWS Cloud Practitioner, JIRA, Microsoft Azure DevOps, Test Driven Development, Python, PowerBI, SQL, Customer Experience (CX).

	Listening	Reading	Spoken Production	Spoken Interaction	Writing
English	C2	C2	C2	C2	C2
German	B2	B2	A2	A2	A2
Gujarati	C2	C2	C2	C2	C2
Hindi	C2	C2	C2	C2	C2