

# Waleed Chaudhry

817 Ardmore Ave, Ardmore, PA 19003

Telephone: 215-713-7896

Email: [chaudhry.waleed@gmail.com](mailto:chaudhry.waleed@gmail.com)

## Professional Profile

*A self-assured and results-driven professional with a strong academic background and exceptional communication and active-listening skills. Quick to assimilate new concepts and is passionate about achieving company targets while maintaining a high-level of professionalism. Works well under pressure and in fast-paced environments. A compassionate and resourceful individual who truly enjoys helping others realize and reach their full potential while also contributing to company growth.*

## Career Summary

### 08/2014 – 02/2015 DATA/MARKETING ANALYST INTERN

**Delta Point, Inc. – Malvern, PA**

- Worked to strict deadlines while contributing to business growth by completing marketing and operations projects comprised of business plans, product launches, new product offerings, white papers, and client presentations
- Implemented excellent attention to detail abilities while researching products and companies to ensure creation of business development backgrounders
- Improved sales and marketing effectiveness with leading specialty Pharmaceutical and Biotechnology companies by liaising with Delta Point consultants during projects; also completed internal projects such as content management, business development, and key performance metrics analysis and evaluation
- Sole successor in the enhancement of the data analysis tools by providing 20% more accurate information and data points; furthermore, merged resources to decrease work duplication and the time to access resources by 30%
- Conducted research on potential Biopharmaceutical clients according to financial, commercial, and market-sized parameters; also researched strategic account management (SAM) in relation to Pharma and the roles in which it plays within a company to create marketing efficiency and boost sales
- Provided problem-solving and decision-making support to the CEO by summarizing White Paper or “grey literature”
- Gathered, summarized, and examined data on 150+ sales specialists on numerous biopharma clients to determine strengths and weaknesses of specialists and enable DPI to create sales and marketing workshops that met the needs of each individual client
- Discovered social media and marketing business strategies for the DPI by reading and summarizing actionable business books; also edited PowerPoint deck presentations for workshops and client meeting seminars

### 05/2013 – 09/2013 CLINICAL/MEDICAL AFFAIRS AND OPERATIONS INTERN

**Nuron Biotech – Exton, PA**

- Demonstrated great communication and team-player skills while working with various departments and the Clinical and Medical affairs teams and providing conflict resolution as well as escalating concerns from foreign clinical sites to the in-house clinical team
- Accomplished a myriad of tasks including, taking meeting minutes, archiving clinical documents and reports, verifying signatures and document validity with Quality Assurance, training other interns, and tracking data, documents, and information from a variety of sources
- Acted as the primary reviewer of PSSV’s, SIV’s, IMV’s, and COV’s reports from over 50 clinical sites across Eastern Europe and reviewed the trip reports from foreign Clinical research associates while also providing comments and corrections when necessary
- Delivered oversight to CRO’s and CRA’s while also remotely monitoring data from other sites; additionally, lead the intern team in withstanding 3 months of site monitoring visit reports
- Effectively assisted the company in saving \$50,000 in outsourcing by implementing windows-based collaboration and document management pipeline
- Utilized advanced MS Excel knowledge to verify and review data in the EDC Database to ensure correct documentation for the upcoming New Drug Application as well as to assist the data management group during reconciliations and reporting of outstanding items

## Career Summary Continued

- Re-submitted documents into Master Control electronic Trial Master File (eTMF) system; also assisted in calculating the Principal Investigator and Institutional grant payments or contractual amounts and correlated the payments with the EDC (DataTrak Database)
- Verified clinical financial expenditures including lab costs and MRI costs to confirm the spending contracts were met, in addition to delivering QC of documents to verify proper documentation and ensure the documents were saved in the correct location

### 09/2010 – 05/2012 JUNIOR BIO AND CHEM LAB COORDINATOR Delaware County Community College

- Worked in conjunction with the Chemistry, Biology, and Physics department teachers and lab instructors while preparing labs for science courses and while archiving documents and reports
- Exhibited strong multi-tasking and time management abilities to track data, documents, and information from sources, conduct routine maintenance and sterilize lab instruments, and prepared animal dissections for laboratories
- Reduced material costs by 30% by implementing cost-saving strategies for material management; also increased downtime by 50% for workers by developing a new method of workflow planning and communication
- Assisted in the training of new workers and liaising with material vendors
- Diligently prepared numerous concentrated 12 Molar acids/bases, Lugols solutions for chemistry and biology departments and dismantled completed lab materials and equipment prior to upcoming lab set-up
- Played a key role during team meetings to discuss areas of improvements and execute strategies for it

### Further Experience

- 09/2012 – 05/2013 – Volunteer Researcher in Chemistry and Biology Projects for Dr. Mahrukh Azam and Dr. One Pagan
- 07/2007 – 12/2014 – Perfume Palace for Sheraz Chaudhry

## Education and Qualifications

<b>BS</b>	Pharmaceutical Product Development, <i>West Chester University of Pennsylvania</i> (2014) <ul style="list-style-type: none"><li>○ Minor in Biology</li><li>○ Summa Cum Laude, Dean's List, 3.95 GPA</li></ul>
<b>AS</b>	Sciences for Health Professions, <i>Delaware County Community College</i> (2012) <ul style="list-style-type: none"><li>○ Summa Cum Laude, Dean's List, 3.8 GPA</li></ul>
<b>Lab Techniques</b>	Distillation, Drying Organic Liquids, Extraction, Filtration, Gas Chromatography, IR Spectroscopy, Liquid Chromatography, Melting Points, Recrystallization, Thin-layer Chromatography (TLC), UV/VIS Spectroscopy, Titration, Micropipetting, DNA Restriction & Electrophoresis, Restriction Mapping, PCR Reactions, PTC Reactions, SNP Reactions

## Further Details

<b>I.T.:</b>	MS Excel, MS Word, MS Outlook, MS PowerPoint, SharePoint
<b>Languages:</b>	English & Urdu (Fluent), Hindi & Punjabi (Basic)
<b>Affiliations:</b>	Phi Theta Kappa Honor Society
<b>Scholarships:</b>	Carolyn McKinley Scholarship, PPD Scholarship
<b>Volunteer Work:</b>	Volunteer Clinical Researcher at Thomas Jefferson University Hospital's Emergency Department; Volunteer at Local Orphanages, Certified Active Listener at 7 Cups of Tea