

DARSH PATEL

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EDUCATION

Johns Hopkins University

Baltimore, MD

Major: B.S., Biomedical Engineering, Applied Mathematics & Statistics

August 2018 - May 2022

- **GPA:** 3.8 / 4.0, **SAT:** 1580 / 1600 | **Honors:** Dean's List, National Merit Scholar
- **Relevant Coursework:** Financial Accounting, Probability Theory, Statistical Theory, Optimization, Data Mining, Biomedical Data Science, Computational Cardiology, Time Series Analysis, Linear Algebra, C/C++ Programming

EXPERIENCE

Bessemer Venture Partners | Global Generalist Venture Capital Firm with \$5B AUM

New York, NY

Summer Analyst

Incoming June 2021

Rightway Healthcare | Series C Khosla, Thrive, Tiger Global-Backed Healthcare Navigation Platform

New York, NY

Business Operations & Strategy Intern

August 2020 – January 2021

- Identified KPIs / metrics to gauge efficiency of health advocacy division; designed comprehensive analytics dashboard to track customer ROI and support OKRs in a quantitative manner
- Built out historical and pro-forma revenue models based on closed won accounts from 2018-2025; assembled Series C fundraising data room with the appropriate financial / KPI models, sales pipelines, cap table dynamics, etc.

nference | Series B Venture-Backed Clinical Data Analytics Platform

Cambridge, MA

Biomedical Data Scientist Intern

May 2020 – August 2020

- Developed a disease-mapping NLP algorithm to enable clinical data accessibility for anchor accounts (Roche, Janssen)
- Interfaced with pharma executives to develop and execute the appropriate product roadmap for nferX Nucleus Platform

Moralis Capital | Early-stage Angel Fund

New York, NY

Investment Analyst/Operations Intern

May 2020 – Present

- Sourcing pre-seed, seed, and Series A technology startups for capped SAFE investment; running due diligence on several companies by evaluating industry tailwinds and founder-market-product fit
- Providing operational support to startups within our network in the form of customer/hiring lead generation, detailed industry research reports, financial modeling, etc.

Contrary | Venture Capital Firm with Technology Focus

San Francisco, CA

Lead Venture Partner

October 2019 – Present

- Sourcing pre-seed and seed-stage startups (industry agnostic); leading due diligence by researching and evaluating industry trends, product-market fit, and team expertise; deploying investments of \$250K to \$500K
- Educating student founders on product development, go-to-market strategy, and sales; helping build out Contrary's network of talented early-career entrepreneurs across several college campuses in North America

Rose: Smarter Mental Health | Machine Learning Mental Health Software Venture

Washington, DC

Product Management Intern

July 2019 – April 2020

- Researched and developed sentiment analysis NLP algorithm to accurately track 50+ patients' mental state in order to better inform out-of-clinic behaviors for pilot study clinicians
- Directed design and development of comprehensive patient-facing mobile application and clinician-facing dashboard

EdgeSense | Student-Run Biomaterials Venture

Baltimore, MD

Co-Founder/COO

March 2019 – Present

- Conducted market viability research to determine demand and feasibility of a tumor margin assessment PEG-hydrogel; organized clinician and stakeholder interviews to identify beach-head target market and conduct stakeholder analysis
- Modeled potential future revenue based on profit margins and expected market share; placed 1st out of 120 competitors for the Bow Capital Innovations in Technology Award (\$3K grant), VentureWell E-Team Stage 1 (\$5K grant)

ACTIVITIES AND LEADERSHIP

Financial Analysts Club | President

Baltimore, MD

- Developed comprehensive financial literacy training program for junior club members; distilled important financial / market news for the education of club members
- Led weekly meetings to review equity stock pitches / contribute to the professional development of members

Alpha Kappa Psi, Professional Business Fraternity | Vice President

Baltimore, MD

- Spearheaded several professional development-oriented initiatives: technical skills workshops, industry coffee chats, etc.

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in Gujarati; Conversational Proficiency in Spanish

Technical Skills: Python, Java, C, C++, Unix/Linux, MATLAB, HTML, CSS, SCSS, jQuery

Activities: Hopkins Model United Nations, MedHacks Outreach Team, Financial Analysts Club, Alpha Kappa Psi

Interests: Skiing, Hiking, Running, Piano, Chess, Poker, Literature