

Gary James Stilwell

MD MBA MSc | garystil@mit.edu



BIO

Gary Stilwell is a medical physician, a Wharton MBA and a University of Edinburgh MSc honors graduate with global experience in design-driven innovation. Raised as an engineer, he enjoys taking things apart and discovering how they work. Driven by the chance to learn, to contribute and to make a difference, he has been the beneficiary of extraordinary opportunities.

Gary is currently a Fellow in MIT's Advanced Study Program, enrolled in a rigorous curriculum across MIT's six schools with concentrations in Technology & Entrepreneurship. He also advises Kindle, an early stage, structured exit-based fund whose thesis stemmed from his investment roles at Acumen East Africa, Yunus SB Balkans, and iLab Mexico. His most recent experience ideating and prototyping wearable tech concepts at H&M Lab Berlin speaks to his multidisciplinary aptitudes.

He worked as Entrepreneur in Residence at Yunus Social Business, the implementation arm of Nobel Prize Laureate Muhammad Yunus' concept, where he managed their accelerator program as it advanced new ventures in the Balkans. Following that, he launched the first incubator at iLab Veracruz, a tech commercializing startup empowering entrepreneurial talent drawn from the base of Mexico's pyramid.

He was a member of Acumen's East Africa portfolio team where his role featured: (1) Identifying and vetting pipeline opportunities (2) Conducting due diligence (3) Generating financial models and (4) Structuring term sheets, all leading to multiple investment endorsements by Acumen's IC. He then transitioned to investee Jawabu MicroHealth, a startup offering affordable health insurance to Kenya's 8.5M informal sector workers.

He was engaged on the Gates Foundation-sponsored Vaccination Delivery Innovation Initiative in Bihar India, and employed at Philips Design in Hong Kong and The Netherlands where he presided over the execution of the Healthcare and Consumer Electronics programs. Balancing design quality with operational efficiency, he facilitated teamwork within a global multicultural community of clients and creatives.

He led new business development at Chicago consultancies HLB and PDT, partnering with market leaders Medtronic, LifeScan, Medela, Bard Medical, Stedim Biotech, UC Davis, and Children's Hospital. He worked at Yale on a NASA telemedicine program, in Japan with Fuji Xerox and Nomura Securities, and at MTV when it was a startup. He shares a patent for an implantable cardioverter-defibrillator with his engineer colleagues.

NOW

MIT Advanced Study Program Fellow GPA 5.0 Cambridge Sep 2017 · present

STARTUP

Kindle Impact Investment Fund Advisor Hong Kong Jan 2016 · present

Miller Center for Social Entrepreneurship Executive Fellow, Impact Capital Fall 2015

iLab Mexico Incubation Consultant Mexico Spring 2015

Yunus SB Balkans Entrepreneur in Residence Albania & Kosovo Oct 2014 · Jan 2015

Acumen Fund East Africa Portfolio Associate Kenya Oct 2013 · May 2014

DESIGN

H&M Lab Berlin Wearable Tech Product Designer Berlin Summer 2019

Gates Foundation / CKS Service Designer Vaccination Delivery Innovation Initiative India 2009 · 2010

Philips Design Healthcare Snr Project Manager Hong Kong & The Netherlands 2008 · 2009

Hong Kong Polytechnic School of Design MDes Student Hong Kong 2007

Herbst Lazar Bell / Product Dev Tech Dir of Medical Business Development Chicago 2004 · 2006

Interaction Design Institute Ivrea MA student Salone del Mobile Milano Italy 2003

Univ of Edinburgh School of Architecture MSc Distinction Design & Digital Media 2002 · 2003

MEDICINE

Swedish Medical Center Providence Hospital Resident Physician Seattle 2000 · 2001

Temple University School of Medicine MD General Surgery & Cardiology Honors 1995 · 2000

Yale Univ Dept of Surgery / NASA Everest Telemedicine Expedition New Haven Spring 1999

Doctors without Borders Refugee Camp Medical Volunteer Kenya Summer 1996

Children's Hospital Dept of Adolescent Med Clinic Volunteer Philadelphia 1994 · 1995

Univ of Pennsylvania Dept of Orthopedics Sports Medicine Research Associate 1992 · 1995

FINANCE

The Wharton School MBA Finance Graduate Fellowship Dean Selection Committee 1982 · 1984

Nomura Securities Financial Analyst Tokyo Fall 1983

US Trade Representative Wharton Public Policy Fellowship Washington DC Summer 1983

Fuji Xerox Japan Society Business Fellowship Tokyo Summer 1982

University of Pennsylvania BS Economics Senatorial Scholarship Varsity Football 1973 · 1977

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FILM TV	<p>MTV Music Television Dir of Acquisitions & Program Planning New York 1986 · 1991</p> <p>London Film School MFA student London 1984 · 1985</p> <p>Saudi Media Systems General Manager Manager Riyadh Saudi Arabia Fall 1981</p> <p>Columbia Pictures / MGM Television Prodn Acctnt / Asst Director Los Angeles 1978 · 1981</p>
RESEARCH	<ul style="list-style-type: none">• Angood PB, Satava R, Doarn C, Merrell R, et al. Telemedicine at the Top of the World: the 1998 and 1999 Everest Extreme Expeditions. Telemedicine J E Health. 2000 Fall; 6 (3): 315-25.• Torg J, Harris S, Rogers K, Stilwell G. Retrospective Report on the Effectiveness of a Polyurethane Football Helmet Cover on the Repeated Occurrence of Cerebral Concussions. American J of Orthopedics. 28(2): 128-32 1999.• Torg J, Stilwell G, Rogers K. The Effect of Ambient Temperature on the Shoe-Surface Interface Coefficient. American J of Sports Medicine. 24(1): 79-82, 1996.
PATENTS	<ul style="list-style-type: none">• Walter H Olson, King Y Moy, Joey G Nakayama, Gary F Prokop, Gary J Stilwell: Subcutaneous Cardioverter Defibrillator. Medtronic. Mar 23 2010: US7684864.• Walter H Olson, King Y Moy, Joey G Nakayama, Gary F Prokop, Gary J Stilwell: Subcutaneous Cardioverter Defibrillator. Medtronic. Nov 2 2006: US20060247688.
AWARDS	<p>Univ of Edinburgh Aart Bijl Prize for outstanding leadership in the learning and welfare of the student body 2003</p> <p>London Film School London Film Festival selection 1986</p> <p>US Trade Representative Wharton Public Policy Fellowship Washington DC Summer 1983</p> <p>Fuji Xerox Japan Society Business Fellowship Tokyo Summer 1982</p>
MISC	<ul style="list-style-type: none">• Served on the selection committee of Acumen's East Africa Fellows Program.• Elected Co-Chair of Temple University School of Medicine's Honor Board.• Completed the Program on Negotiation for Senior Executives at Harvard Law School.• Appointed watch leader by the UK charity Jubilee Sailing Trust, enabling the physically disabled to crew on the tall ships Lord Nelson and Tenacious.