

Hareesh Ganesan

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Experienced operator and engineer focused on building high-growth teams and products. Skilled at combining technical expertise and business needs to make products users love.

Work Experience

Chief Operating Officer, Co-Founder

April 2014 - Present

fellow inc., Philadelphia, PA

- Founded healthcare startup that raised over \$4M and contracted over \$5M in revenue from health plans. Backed by Independence Blue Cross, Penn Medicine, and DreamIt Ventures
- Led user research and product development to create award-winning pillbox and pharmacy service. Achieved 4.4x ROI for customers (\$54 per member per month) across multiple patient populations and ran clinical trial showing 99% refill rates
- To scale operations, created and shipped pharmacy fulfillment product line to powered internal and external operations at 7 mail-order pharmacies, fulfilled over 10K prescriptions and achieved 50% month-over-month user onboarding growth
- Hired and managed cross-disciplinary team of over 20 engineers and operations associates across hardware, software, data, and operational teams
- Set up \$1M supply chain with Chinese manufacturer, shipped over 1,000 units to active users

Business Consultant

August 2012 - April 2014

Applied Predictive Technologies (acquired by Mastercard), Arlington, VA

- Worked at Accel-KKR and Goldman Sachs-backed strategy consulting firm advising Fortune 500 businesses on large-scale growth and marketing business experiments
- Helped large telco optimize customer retention offerings using multi-terabyte SQL data set
- Built financial model for large Canadian retailer to target new real estate opportunities and save over \$800K, and presented findings to executive team

Tech Consulting Intern

May 2011 - August 2011

Accenture Technology Labs, San Jose, CA

- Developed web application to visualize energy data from smart grids. Data sourced from MapReduce queries on a Cassandra NoSQL database
- Helped identify cost-effective cloud architecture to reduce deployment costs by 50%

Education

B.S.E Biomedical Engineering, B.A. Computer Science, GPA: 3.54
Duke University, Durham, NC, August 2008 - April 2012

Honors and Awards

Forbes 30 Under 30, Healthcare, 2017
Stellar Startup Award, Philadelphia Inquirer, 2018
Medical Device Excellence Award, Silver, 2017

Patents

9770390: Apparatus and associated methods for tracking and increasing medication adherence for patients. April 6, 2015

Skills

Programming: Javascript (Node, Vue), Python, PostgreSQL, Mongo, AWS, Kubernetes
General: Product management, financial modeling, product design, fundraising, software development