

## 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 major health insurers. Backed by Independence Blue Cross, Penn Medicine, and Ben Franklin Technology Partners
- Defined product roadmap and led user research to build award-winning pillbox and pharmacy service. Reduced medical spend by \$54 per member per month across multiple patient populations, and ran a clinical trial showing refill rate increases from 72% to 99%
- To scale operations, developed HIPAA-compliant pharmacy platform that powered internal and external operations at 7 mail-order pharmacies, fulfilled over 10K prescriptions and achieved 50% month-over-month user growth
- Hired cross-disciplinary team of over 20 engineers and operations associates, and coordinated efforts 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 consulting firm advising Fortune 500 businesses on how to design, measure, and interpret large-scale business experiments
- Helped large telco optimize customer retention offerings with data from natural experiments
- 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, SQL, Mongo, AWS, Kubernetes  
General: Product management, financial modeling, product design, fundraising, software development