

## GRANT LANGSETH

425-223-1919 | Grant.Langseth@gmail.com | 240 W. 73rd St. Apt 619, New York, NY, 10023

### OBJECTIVE

Independent, analytic and creative thinker with the ability to quickly parse through ambiguity and deliver strategy-driven results. Extremely quick learner. Proficient in aggregating and analyzing complex data to create clear visualizations that provide easily accessible insight. Seeking opportunities with an organization that offers endless potential for growth and development.

### EDUCATION

Duke University; Durham, NC (Class of 2014)

- Major: B.S. Biology

- Math: Multivariable Calculus, Linear Algebra, Differential Equations

Seattle Preparatory School; Seattle, WA

(Class of 2010)

- National Merit Scholar

### PROFESSIONAL EXPERIENCE

Data Analyst; OncoCellMDx; New York, NY

(Sep 2015 – Oct 2016)

Business Development Analyst; OncoCellMDx; New York, NY

(July 2014 – Sep 2015)

OncoCellMDx is a private molecular diagnostic organization pioneering the development of blood-based genetic signatures for the early detection of cancer. As lead business development analyst, I spearhead efforts to collect and drive insights from data that inform operations and strategy. My responsibilities with OncoCellMDx include the following:

- Regularly collaborate with company executives, technical sales representatives and healthcare providers to understand processes, identify strategic objectives and present data-driven documents that track execution success
- Proactively identify medical research databases, determine value to company operations and direct all aspects of the information acquisition process in efforts to expand the company data repository
- Utilize SQL, Excel, SAS, and R to query and structure medical databases, making them functional and capable of revealing compelling insights with visualization software such as Tableau
- Analyze all facets of the cancer diagnostics industry and assess efficiencies of existing clinical workflows to highlight opportunities for process improvement and construct provider-facing medical diagnostic solutions
- Design custom mathematical models that track patients, providers, insurers, and novel treatments and technologies to identify the most economical operating procedures in support of company growth, development and decision making
- Visualize data in Excel and Tableau to illustrate information stories that aid in the development of key strategic initiatives and generate clear insights shared with company executives, industry professionals, and prospective investors
- Collaborate cross-functionally with medical practitioners, subject matter experts, technical representatives, and company stakeholders to incorporate data and insights into the development of new partnerships and operating procedures.
- Write and communicate detailed commercialization strategies in SBIR II grants and investor reports

Strategic Growth Intern; SRA International; Fairfax, VA

(Summers of 2012 and 2013)

SRA International provides information technology services to federal agencies in support of critical national security, civil government, healthcare, and public health initiatives. My role in the business development sector achieved the following:

- Scripted new business contracts that included technology partners Oracle and Amazon Web Services to deliver state of the art cloud-based enterprise software that streamlined operations and management of electronic healthcare records
- Proficient technical writing contributed to the win of \$180M+ in business from major federal health organizations
- Utilized Tableau to visualize over one million FAA flight traffic records in a functional demonstration of big data technology for a technical showcase event attended by 100+ senior employees – leveraged Hadoop distributed file systems
- Pioneered new methods to illustrate complex data flow and detailed network connectivity infrastructure, now being used by the company in their proposal writing efforts
- Rigorously analyzed 100+ page client RFPs and synthesized information in documents that helped team leaders ensure all proposal requirements were met and bids for business were submitted on time
- Interviewed subject matter experts from around the organization and shared knowledge in regular team meetings, which often included company leaders and key technical partners

## **SKILLS**

- Technical Skills: MS Excel, SQL, Tableau, Visual Basic, Python, SAS, R, and Mathematica
- Communications: Public speaking, skilled communicator, technical writing, social outreach (TEDx Marketer)
- Interests: Snowboarding, backpacking, tech, environment, chess, guitar, philanthropy (Directed Team at Duke)