

Kush Gulati

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EDUCATION

Duke University – *Bachelor of Science in Engineering (BSE)*

August 2019 – May 2023

- Major in Biomedical Engineering, Minor in Computational Biology & Bioinformatics
 - GPA: 3.8/4.0, ACT: 36/36, GMAT: 760/800 (Q50, V42)
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EXPERIENCE

Touchdown Ventures – *Venture Capital Intern*

January 2023 – Present

- Supported growth of a \$150M corporate venture fund for a large-cap healthcare distributor by conducting due diligence and deal sourcing for several startups, evaluating their alignment with the fund's investment thesis
- Informed investment decisions by constructing investment scorecards, creating a quantitative market analysis, and developing a competitive landscape for 7 companies in the remote patient monitoring industry
- Communicated with startup founders through 10+ first calls, assessing each startup's financials and growth potential
- Engaged in weekly classes on venture capital fundamentals led by senior investors, learning topics such as VC fund strategy, deal sourcing, due diligence, term sheets, financial modelling, and portfolio management

ZS Associates – *Strategy Insights & Planning Associate Intern*

June 2022 – August 2022

- Delivered a customer insights plan to inform a large biopharma client's marketing strategy for their blockbuster \$14B cancer immunotherapy drug, with a focus on sales growth within the head and neck cancer therapeutic area
- Developed a market research survey of over 100 oncology physicians and gathered key insights on the effectiveness of the client's sales reps in promoting key product differentiators to the physicians over a 6-month period
- Analyzed survey results to identify the 3 most valuable marketing channels and 5 key promotional messages for the client's drug to optimize physician prescribing behavior and improve perception over the next 2 years

Bristol-Myers Squibb – *Product Development Intern*

June 2021 – August 2021

- Spearheaded a 5-person project team that applied artificial intelligence (AI) to accelerate downstream manufacturing workflows across 4 therapeutic areas and 3 drug platforms within the company's \$11B expense portfolio
 - Compiled a database of over 40 small molecules from 5 large pharma companies for AI training and testing purposes
 - Presented the project's business value proposition to a panel of 4 R&D executives and over 50 scientists, including an identification of internal capabilities, a competitor analysis, and a literature review of over 100 sources
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LEADERSHIP

LymphaCheck – *Research Assistant*

August 2022 – Present

- Joined the Duke Cell Death Laboratory to help translate a diagnostic tool for breast cancer detection from lab to startup
- Leveraged strong research and communication skills to communicate complex scientific concepts to diverse audiences, draft grant proposals, develop a visually engaging startup pitch deck, and secure non-dilutive funding for business growth

Duke Innovation Studio – *Co-Founder & Startup Consultant*

November 2020 – May 2023

- Founded Duke Innovation Studio, a startup accelerator that connects 10 Duke founder startups with engineering talent, business-side mentorship, and structured programming to transform ideas into minimum viable products within 6 months
 - Mentored 3 startup teams in the surgical technology, hotel influencer marketing, and African rental property financing industries, guiding them in market research, software development trajectories, and customer acquisition plans
 - Organized multiple Demo Day events for startups to showcase their products, inviting over 50 investors and faculty
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SKILLS & INTERESTS

Technical Skills: Machine Learning, Python, R, SQL, Tableau

Activities: BME Design Fellows, Resident Assistant, Volunteer Basketball Coach, Duke Innovation Studio

Interests: Hip-Hop Music Production, Tennis, Duke Basketball, Atlanta Sports, Trader Joe's Frozen Meals