

THEODORE A. LEE

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EDUCATION

JOHNS HOPKINS UNIVERSITY

BALTIMORE, MD

Bachelor of Science: Biomedical Engineering and Applied Math & Statistics

EXPECTED MAY 2020

Minor: Entrepreneurship & Management

- **GPA:** 3.80/4.00; **Dean's List** – Fall 2016, Spring 2017, Fall 2017
- **Focus Area:** Computational Biology (BME), Statistics & Statistical Learning (AMS)
- **Honors:** Bloomberg Scholarship: \$180k, top 10% of class
- **Relevant Coursework:** Intermediate Programming, Scientific Computing, Intro to Probability, Models & Simulations, Systems & Controls, Linear Algebra, Differential Equations, Calculus III, Financial Accounting, Principles of Marketing

Skills: Python, Tableau, Excel, SQL, HTML, CSS, Git, Adobe Illustrator, Mailchimp, Solidworks, MATLAB, Agile

Awards: MIT Lemelson 1st Place, Collegiate Inventors Competition- 2nd Place, Venturewell E-1, NIH Design Excellence Prize, UC Davis Big Bang Finalist, Ten by Twenty Challenge- First Place, Malinow Fund Grant

PROFESSIONAL EXPERIENCE

A LEVEL CAPITAL, LLC | ASSOCIATE

FEB. 2018 – PRESENT

- Support Johns Hopkins entrepreneurs through student-led venture capital firm - focusing on sourcing deals and conducting due diligence on startups in medtech, education, consumer retail, fintech, and more for potential investment
- Raised \$530k for inaugural fund, focusing funds on pre-seed, seed, and Series A investments (10% acceptance rate)
- Representative investments: sourced Johns Hopkins network and executed due diligence for KITT.AI (acquired by Baidu), Emocha (alongside Kapor Capital), STEAM Role, and Proscia

ASSISTENT LLC, JOHNS HOPKINS UNIVERSITY | BUSINESS DEVELOPMENT LEAD

NOV. 2016 – PRESENT

- Co-inventor in a team of engineers & clinicians developing & commercializing a discreet nasal dilator to facilitate breathing
- Crafted the business plan and commercialization strategies for various stakeholder pitches, receiving \$200K in seed funding, and grants/competitions, receiving over \$30K; most notable grants from the NIH, MIT, CIC, & Venturewell
- Spearheading marketing efforts; developing website in HTML & CSS, email list in MailChimp, & deliverables in Illustrator
- Conducted rigorous patent search and documented design history; filed provisional patent in 2017

CS KOIDA LLC | BUSINESS DEVELOPMENT INTERN

MAY. 2017 – SEPT. 2017

- Transformed customer acquisition process by introducing digital marketing tactics, increasing branch's monthly revenue by 12%
- Self-taught HTML & CSS to develop branch website that interfaced customers with company's past projects and information
- Generated heat maps of KPIs from Google Adwords data using Python & Tableau for continuous optimization of campaign performance increasing avg. click-through-rate from 0.02% to 1.8% in 2 months

LEADERSHIP

MEDHACKS, JOHNS HOPKINS UNIVERSITY | DIRECTOR

JAN. 2017 – PRESENT

- Leading a 50-member student team and managing a budget of over \$100k to coordinate all efforts to launch the 2018 flagship medical hackathon to host more than 800 affiliates for over 36 hours
- Fronted the development of the first U.S-China HealthTech forum hosting over 300 students & speakers such as the VP of Tencent & VP of Baidu Ventures to organize discussion around global health and technological innovation
- Spearheaded a marketing strategy that increased Facebook likes by over 300% in two months, boosted number of applications by over 170%, and improved event attendance by over 100% from 2016

ALPHA KAPPA PSI, JOHNS HOPKINS UNIVERSITY | VP OF COMMUNICATIONS

MAY. 2017 – PRESENT

- Coordinating all communications between alumni, brothers, and international chapters of the professional business fraternity
- Transformed 10-week marketing curriculum by introducing web development & digital marketing strategies while marketing-consulting for a local business; new curriculum increased project participation by 500%

Interests: Graphic Design, Data Visualization, The Office, Game of Thrones, Settlers of Catan, League of Legends, Soccer