

Chirag Shah

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Summary of Qualifications:

- Global life sciences consultant with a 15+ pharmaceutical and biotech engagements completed; expertise in market access, pricing, commercial planning, healthcare analytics, market research and pharmaceutical marketing (with experience in the oncology space)
- Conducted analyses on large datasets (encompassing cohort data across seven academic studies) to understand the relationship between glycemic loading and colorectal cancer incidence; study to be published in an academic journal in 2021
- Exceptional leadership skills developed via holding a directorship position at a non-profit organization; engaged various stakeholders to drive growth resulting in year-over-year increase in gross revenue
- Core competencies include: Commercial Planning, Health Economics and Outcomes Research, Project Management, Competitive Intelligence, Data Analysis, Big Data Management/Analytics, Pricing and Market Access, Coaching/Skillbuilding, Public Speaking/Presenting, Storytelling/Narrative Building
- Statistical Software Skills: Proficient in SAS, SPSS, STATA, R, R-Shiny, SQL and Mplus
- Computer Skills: Excellent Microsoft Office skills (Excel, Access, PowerPoint, Word, OneNote), Prezi, expertise with clinical database software, excellent web-based research skills

Experience:

Analyst – CBPartners

New York, New York

August 2019 – Present

- Lead several pharmaceutical and biotech client facing engagements that spanned the areas of market access, pricing, commercial planning, pharmaceutical marketing, portfolio optimization and analytics across global markets (i.e., USA, Asia-Pacific Region, Europe etc.)
- Created price erosion models to inform clients' pricing and market access strategies
- Conducted primary and secondary research across international markets to provide strategic recommendations for achieving clients' global business objectives
- Initiated an internal work-stream to increase the use of advanced analytics and machine learning in R to inform critical, actionable insights for clients' commercial goals

Graduate Research Assistant – Mailman School of Public Health (Department of Epidemiology)

New York, New York

May 2018 – Present

- Worked under Dr. Genkinger, an esteemed professor and researcher, on projects pertaining to rare cancers
- Developed research skills via conducting literature reviews, data analysis, protocol development, and manuscript writing among other aspects of conducting a scientific study
- Directly contributed to pooling projects within the Pooling Project of Prospective Studies of Diet and Cancer at Harvard University (also in conjunction with the American Institute for Cancer Research)
- Currently working on a study to determine the relationship between colorectal cancer, glycemic loading, and other dietary factors using Cox Proportional Hazards models; will be submitting final paper for publishing in 2021

Director – Towards Ahimsa Inc.

Toronto, Ontario

September 2014 – Present

- Built brand loyalty between the organization and community by developing Towards Ahimsa's online presence using a variety of platforms (i.e. Mailchimp, Facebook, Instagram etc.)

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Director – Towards Ahimsa Inc. – Continued

- Successfully executed all facets of Vegetarian Eco Camp including hiring, mentorship programming, curriculum development, partnership building etc.
- Planned and executed community projects including Jain Camp, Vegetarian Eco Camp, and other community volunteering events
- Delivered presentations and explained complex concepts to a range of audiences
- Communicated effectively to build relationships with donors and customers which led to year-on-year revenue growth for 4 continuous years (2016-2019)

Research and Evaluation Intern – Vital Strategies

New York, New York

May 2018 – August 2018

- Worked on the Policy, Advocacy, and Communications team to provide analytical and statistical expertise on various global public health projects targeting tobacco control, obesity, sugary drinks sales, and sodium intake
- Managed multiple datasets containing data obtained from around the world (i.e. Brazil, Jamaica, Colombia, South Africa etc.); performed return on investment analyses on public health interventions in those countries
- Developed a narrative to represent trends within a dataset and comparisons between datasets
- Used model building and regression (logistic and linear) techniques to analyze and manage big datasets with over 500 variables using SAS and SPSS

Education:

Columbia University, Mailman School of Public Health

New York, NY

Master of Public Health, Biostatistics, Advanced Epidemiology Certificate

May 2019

- Relevant Coursework: Market Forces in Healthcare, Health Economics, Data Science (Machine Learning)
- Student Government: Future Healthcare Leaders Executive Board (Public Relations Chair)

York University, School of Kinesiology & Health Science

Toronto, ON

Specialized Honors, Bachelor of Science, Kinesiology & Health Science

June 2016

- Graduated as a member of the Dean's Honor Roll With Merit (Cum Laude)

Additional Information:

- Languages: Proficient in English and Gujarati, Basic French, Basic Hindi
- Received 1st place honors in the YJA Hackathon and subsequently prototyped a mobile application called FoodStash which uses machine learning and advanced analytics to provide a comprehensive platform helping users limit food waste
- Selected to participate in the Johns Hopkins Graduate Consulting Club, Biotech & Healthcare International Case Competition (2018, 2019)