

ALIA MERCHANT

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EDUCATION

Harvard University Extension School

Exp: May 2027

Graduate Certificate, System Engineering and Data Science & Cybersecurity | GPA: 4.0

- Harvard Griffin GSAS Consulting Club, *Team Lead*: Directed 30+ teams across case competitions, earning 6 nat'l/int'l placements.
- Harvard BioVenture *Team Lead*: Led 6 workstreams to evaluate commercial potential of drug candidate, built 3-scenario \$140M-\$270M valuation, and sized \$3B-\$5B market; presented to VC panel and won Top Pitch Team.
- MIT HackNation Venture Lab, *MBA Startup Coach / Venture Advisor*: Coached 2 early-stage startups (Luvliss and Fold Forward) on GTM strategy, unit economics, financial modeling, and messaging; supported 6 investor pitches and Series A fundraising.

Walden University

Nov. 2025

M.S., Information Technology | Graduate Certificate in Information Systems | GPA: 4.0

Davenport University

Aug. 2018

M.B.A. | Graduate Certificate, Healthcare Management | GPA: 3.84

- Research Day, *Presenter*: Analyzed 12M+ discharge records to project rise in healthcare costs due to racial/ethnic disparities.

PROFESSIONAL EXPERIENCE

VectorIQ | Founder & Principal Strategist

Mar. 2026 – Present

- Founded AI-enabled health-system readiness platform integrating InterSystems, HL7/FHIR, and public health data to deliver real-time risk assessments for healthcare providers; developed PoC at Harvard Health Systems Innovation Lab.
- Created WHO-aligned commercialization strategy, customer segmentation, and tiered pricing model targeting \$2B+ market.
- Presented at Harvard Global Health Student Research Showcase and selected for Audos × INSEAD AI Venture Lab.

Nucleate × ZS Consulting 101 (C101) | Project Intern

Feb. – May 2026

- Top 5% selected for ZS Obesity CoE project; analyzed 4 epidemiologic datasets using Python to synthesize 3+ yrs. of health trends.
- Modeled commercial impact of precision obesity therapies and presented recommendations to ZS sponsor and program judges; earned Deep Dive Analytics Award and advanced research toward peer-reviewed publication in collaboration with ZS mentor.

Nucleate: Illuvion Bio | Nucleate Activator Team – Business Contributor

Oct. 2025 – Jun. 2026

- Developed commercialization strategy, GTM roadmap, pricing model, and 5-year financial forecast for AI-enabled Parkinson's drug discovery venture; projected \$50M+ ARR by Year 5 through SaaS licensing and pharmaceutical partnerships.
- Led investor presentations across 5+ nat'l competitions; earned Best Overall Pitch and Top 4 Demo Day finalist out of 400.

UTHealth Houston, McGovern Medical School – Dept. of Anesthesiology (via Ingenesis) | Sr. Admin. Asst.

Feb. – Dec. 2020

- Served as sole on-site administrator throughout COVID-19, maintaining uninterrupted ops for 120+ physician dept.; coordinated clinical scheduling, faculty credentialing and education, research ops, hiring, and grant support with 0 compliance lapses.

Health Services Advisory Group (HSAG) | Research & Data Analyst Intern

Oct. – Dec. 2018

- Analyzed CMS physician documentation reform, synthesizing regulations, clinical literature, and EHR workflows; demonstrated physicians spend ~6 hrs./day on documentation (44% clerical) to support executive briefings and policy recommendations.
- Rotated across 6 depts. to support 10+ statewide healthcare quality initiatives; applied statistical analysis to claims, EHR, survey, and vital statistics data spanning 1M+ Medicaid and Medicare beneficiaries.

SELECTED PROJECTS

Enventure × BioNexis Therapeutics | Strategy Consultant

Jul. 2026 – Present

- Advising oncology platform on regulatory strategy, clinical trial design, and market opportunity; will present to Founders and CSO.

Healthcare AI Hackathons (Selected Projects) | Team Lead / Strategy Lead

May – Jun. 2026

- **RuralCare AI**: Built Python-based model for AI-enabled patient monitoring; modeled 15% fewer admissions (\$2.5K savings each).
- **Quorum/NeuroDiscover AI (Pfizer Commercial Dev. Challenge)**: Built financial model, GTM strategy, and 6-agent architecture for AI-enabled neuroscience research platform targeting \$1.2B+ precision neurology market; presented strategy to challenge judges.
- **Hsence & MedAR**: Quantified ROI for medical training platform; estimated 40K+ users in Year 1 for women's hormone therapy.

No Patient Left Behind (NPLB) | Biotech Fellow

Feb. – Jun. 2026

- Collaborated in team of 5 to develop AI-enabled growth strategy, partner-channel distribution model, KPI framework, and 3-phase pilot roadmap for RA Capital's drug affordability initiative; recognized as Winning Product Team (1 of 50+ biotech fellows).

Harvard/MIT, Kellogg, Johns Hopkins–AstraZeneca Healthcare & 30+ Case Competitions | Team Lead

Sep. 2024 – Dec. 2025

- Managed teams of 5 across NDA-bound, nat'l competitions, building financial models, customer segmentation, market access, and growth strategies; presented to senior industry and VC judges, leading to 15 semifinalist finishes.

PERSONAL & ADDITIONAL EXPERIENCE

- **Languages**: Fluent in English; Conversational in Spanish, Hindi, Urdu, Sindhi, and Gujarati.
- **Skills**: Excel, PowerPoint, Power BI, Tableau, SQL, Python, R, SAS, HL7/FHIR.
- **Certifications**: Certified Scrum Master, SAFe® Agilist, OKR Practitioner, McKinsey.org Forward Program.
- **Additional Edu.**: University of South Florida Morsani College of Medicine (completed Year 1 & 2 of MD program and Medical Science Master's Graduate Program in Anatomy); selected for 3 months Venture Forward program and mentorship at VC University.
- **Clinical Experience**: AMR, Superior Air-Ground Ambulance, and AmeriCare, *EMT-B*: Coordinated emergency response across 1K+ high-acuity, time-critical cases; 5+ years of full-time experience, ranked Top 1% for call volume, operational efficiency, and documentation quality.
- **Entrepreneurship**: Founded tutoring business generating \$20K+/yr., 5+ years of full-time experience, managing client acquisition, scheduling, and delivery for 200+ students via partnerships with Wyzant, Tutor Doctor, Varsity Tutors, etc.; recognized as Top 1% Tutor and Tutor of the Year.
- **Interests**: Eclectic dancer (choreographed 50+ dances, won Gold Fever Dance comp.), running (50+ half marathons, 1 marathon).