

# JOE IRISH

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## EDUCATION

### UNIVERSITY OF NOTRE DAME

Master of Science in Engineering, Science & Technology Entrepreneurship (ESTEEM)

Notre Dame, IN

May 2018

- GPA: 3.9/4.0
- Capstone Thesis: *Enhancing Strategic Drug Delivery Technologies*, sponsored by Pharma Tech Inc.
- Awarded a partial tuition scholarship for academic achievement and professional experience

### BOSTON COLLEGE

Bachelor of Arts in Chemistry & Economics

Chestnut Hill, MA

May 2017

- GPA: 3.6/4.0

## PROFESSIONAL EXPERIENCE

### BROWN SCHOOL OF MEDICINE

Business Intern, Center for Biomedical Technology (CBT)

Providence, RI

Summer 2016

- Led business development efforts for two newly created medical technology start-ups; identified target markets and analyzed economic impact, increasing potential for long-term viability of both ventures
- Conducted primary research through interviewing 50 potential economic buyers and end-users, validating the hypothesized clinical, technical, and economic need for a unique in-hospital medical device
- Pitched to potential strategic partners, advisors, and investors from the Partners HealthCare network on a weekly basis, generating future investment leads and ongoing relationships

### HEALTHTECH INC.

Independent Contractor

Chicago, IL

August 2015 & January 2016

- Estimated financial opportunity tied to reducing four hospital-acquired infections, revealing \$14M in annual unrealized revenues
- Structured 6000+ data-points into a cost savings visualization, improving communication between sales team and customers
- Projected annual future cash flows as a pro-forma income statement; provided data to leadership in order to drive decisions

### ST150 INC.

Business Development & Strategy Intern, Health Group

Cambridge, MA

Summer 2015

- Investigated and prioritized multiple target markets valued near \$10B for the commercialization of a wearable medical biosensor
- Constructed timeline of a \$2M research and development program with a biopharmaceutical company, leading to partnership
- Self-directed the conceptualization of a product with \$1B market potential; provided recommendations to MC10 co-founder

### MEDSYNCH LLC

Business Development Intern, Cardiovascular Group

Minneapolis, MN

May 2013

- Researched demographics and economics of four countries to capture commercial, competitive, and regulatory climate
- Compiled research into a formal presentation; presented analysis to a MedSync Executive Committee member and key Cardiovascular Group decision makers

## LEADERSHIP & SERVICE

### BOSTON COLLEGE VARSITY ICE HOCKEY

NCAA Division I Athletics

Chestnut Hill, MA

September 2014 – March 2017

- 2014-15, 2015-16, 2016-17 HockeyTime All-Academic Team
- 2015-16 Bostonian Award: presented to the unsung hero of the team, as voted by teammates
- Acted as a career coach for 9 players, reviewing resumes and teaching networking skills—all players secured internship offers

### STUDENT EMPOWERMENT PROGRAM

Volunteer Strategy Consultant, Technology Group

Chestnut Hill, MA

January 2016 – May 2016

- Installed two mobile technology labs to benefit youth education; coached educators in proper use of hardware and software
- Strategized a method of providing a local church with free wireless internet; pitched proposed plan to a community partner

## SKILLS & INTERESTS

**Computer Skills:** Proficient in R/Stata/SPSS (750 hours) and Visual Molecular Dynamics (300 hours)

**Interests:** Fly Fishing, Woodworking, and Long-Distance Running