JOE IRISH

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**EDUCATION**

**UNIVERSITY OF NOTRE DAME** Notre Dame, IN

Master of Science in Engineering, Science & Technology Entrepreneurship (ESTEEM) 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** Chestnut Hill, MA

Bachelor of Arts in Chemistry & Economics May 2017

* GPA: 3.6/4.0

**PROFESSIONAL EXPERIENCE**

**BROWN SCHOOL OF MEDICINE** Providence, RI

Business Intern, Center for Biomedical Technology (CBT)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.** Chicago, IL

Independent Contractor 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.** Cambridge, MA

Business Development & Strategy Intern, Health GroupSummer 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

**MEDSYNC LLC** Minneapolis, MN

Business Development Intern, Cardiovascular GroupMay 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** Chestnut Hill, MA

NCAA Division I Athletics 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** Chestnut Hill, MA

Volunteer Strategy Consultant, Technology Group 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