

Award-winning clinical research subject matter expert with extensive experience in designing and executing clinical trials. Success in building platforms from the ground up to support large-scale clinical research programs and commercial products. International reputation as a researcher, author, media expert, and platform speaker.

Specialized training and experience in the design and conduct of clinical trials in fast-paced and value-based environments.

A dynamic leader who challenges, inspires, and equips employees to succeed. Employee retention, satisfaction, and productivity will be positively impacted, which sets the stage for long-term success and greater profitability.

Leadership

- ❑ Program & policy development
- ❑ Multimillion dollar budgeting
- ❑ Oversight regulation
- ❑ Multi-unit operation management
- ❑ Team formation and promotion
- ❑ Community outreach

Clinical Research

- ❑ Biostatistics
- ❑ CRO relations
- ❑ Data analysis & interpretation
- ❑ Good clinical practice (GCP)
- ❑ Project management
- ❑ Site monitoring

Public Relations

- ❑ Peer-reviewed author
- ❑ Featured media expert
- ❑ Stakeholder relations
- ❑ Communicating technical & scientific information to lay audiences

Experience & Highlights

ADIRONDACK MOUNTAIN ADOLESCENT HEALTH CENTER • New York, NY • 2012 - Present
Largest comprehensive care center for adolescents and young adults worldwide. Clinical internship site for doctoral students in clinical psychology. Medical training facility for fellows & residents at Adirondack School of Medicine.

Director of Research Development & Administration
Director of Fellowship Research Training
Director and Founder, Healthy Body Program

Highlights: Recruited by the COO to be the Director of Research Development and Administration. Built infrastructure to sustain large-scale clinical research programs. Managed multiple teams of up to 26 people. Implemented a system for assessing body composition that was adopted as standard practice for all patients during triage and yielded data suggesting that bioelectrical impedance analysis should replace BMI percentile as standard criteria for diagnosing obesity.

- **Increased faculty research projects by 167%, published manuscripts by 34%, grants awarded by 27%, and clinical programs for obesity by 100%** as Director of Research Development and Administration.
- **Decreased time to project completion by 38% and increased fellow satisfaction ratings from 46% to 96%** and as Director of Fellowship Research Training.
- Developed and implemented successful behavioral obesity prevention program with zero start-up investment.
- Developed, secured funding for, and directed a project to optimize electronic medical record system and improve clinical data collection.
- **Featured on NY1, Yahoo! News, and CBS News.**

NEW YORK NUTRITION RESEARCH CENTER • New York, NY • 2006 - 2012

NIH-funded clinical research center housing more than 40 renowned researchers, a dozen clinical laboratories, and a clinical weight loss program. Academic affiliates of Columbia University.

**Founder and Director, Diamond Clinical Research Laboratory
Manager, Clinical Research Laboratory**

Highlights: Became the second most successful fellow in the center's 35-year history by securing more than **\$100K to support independent clinical research program development**. Then became the **youngest faculty member at Columbia University to develop and direct an independent clinical research laboratory**. Managed teams of 16 - 22 people.

- **Awarded more than \$400,000 in funding in the first year** as the Director and Founder of Diamond Clinical Research Laboratory. Produced more than 12 peer-reviewed publications, delivered international oral presentations, and received multiple academic awards.
- **Increased revenue by over 300% in 18 months**. Expanded former team from four to 20 members and **secured more than \$3.5M in funding** during tenure as Manager, Clinical Research Laboratory.

ST. ANTHONY'S HOSPITAL CENTER • New York, NY • 2009 - 2012

Academic affiliates of the Columbia University College of Physicians & Surgeons.

Director and Founder, For Profit Preoperative Weight Loss Program

Highlights: Developed and implemented a highly successful, cognitive-behavioral intervention designed to reduce body weight by five to 10% in six weeks to accommodate obesity surgery candidates required to lose weight before surgery. Managed team of 10 interventionists.

- The program achieved an average weight loss of 6.2% in more than 400 completers.
- Recruited, trained, and supervised intervention leaders.
- Profitable clinical program required zero startup investment.

National Institutes of Health (NIH) Training

- ✓ NIH Clinical Research Internship alumni
- ✓ Recipient of **multiple NIH and foundation awards** to conduct clinical research trials
- ✓ Graduate of *NIH Summer Institute on Design and Conduct of Randomized Clinical Trials*
- ✓ Current secondary appointment as Sr. Research Associate at NIH-funded research center

Professional Consulting Clients

- | | | |
|--------------------------------|---------------------------|----------------------------------|
| ✓ USANA Health Sciences | ✓ Accera, Inc. | ✓ Oregon Research Institute |
| ✓ Weil Cornell Medical College | ✓ Life in the Moment, LLC | ✓ New York-Presbyterian Hospital |

Education

Doctor of Philosophy, Clinical Psychology, Drexel University

Master of Science, Clinical Psychology, Drexel University

Master of Science, Biostatistics, Columbia University

Bachelor of Arts, Psychology, University of Virginia

Résumé Strategy

Chris was wildly successful and well respected in the academic clinical trial environment, but he was itching to get out of academia and break into the pharmaceutical and biotechnology industry. He had been networking and applying to industry roles for over a year using his 14 page CV, but to no avail.

The first challenge was sifting through the massive amount of information that Chris provided. The second challenge was phrasing things in such a way that emphasized Chris had experience working in fast-paced, high-pressure environments. The number one reason that pharma and biotech companies reject inquiries from people in academia is that there is a perception that academia operates at a much slower pace, and with much less pressure, than industry. As a former biotech recruiter, I know this first hand.

With the above knowledge, it made the most sense to heavily focus on Chris' brand as a clinical research executive, independent of academia or industry. That is why the professional profile and value proposition take up the top half of the first page. The content of these sections focuses heavily on his awards and his NIH training, which the biopharma industry highly values. Throughout the document, a bold and expanded font draws the reader's eye to the successes that are most sought after at the director level in the industry, such as time to project completion and increased revenue. Chris' contact information is at the bottom of the page, helping the reader focus on his brand of being a clinical trial subject matter expert, and eliminating any risk of the reader being distracted from Chris' brand by miscellanies like his contact information.

The lack of color in the document is intentional and meant to avoid unconscious bias.

Using this résumé, Chris landed a job at a biotech company on the West Coast.

Please note: On the original document, the last bullet on the first page contained hyperlinks to each of the news features. Those hyperlinks have been removed to preserve anonymity.