
Market Analyst

Market research analyst career in pharmaceutical industry. Results-oriented experience with excellent social, quantitative, analytical, and management skills.

2003-2004

Confidential
San Francisco, CA

Business Development Manager specializing in market research for global clinical trials services. Analyzed market dynamics from primary and secondary research, forecasted trends, developed strategy, wrote summaries and executed tactics. Used qualitative and quantitative data to establish requirements for new services to sell to the top pharmaceutical companies. Managed West Coast accounts. Presented regularly to clients at meetings, industry trade shows and medical conferences. Increased revenue by 37% in FY 2004, an individual total of \$18m in new contracts for Q2 & Q3.

2002-2003

Confidential, Mountain View, CA

Founder of BioMedTek, a consulting firm for clinical data solutions. Wrote market opportunity assessments and developed data services and sales to major pharmaceutical clients. Presented at conferences and to clients.

Consulted to The Mattson Jack Group to create CancerMetric, a web-enabled database for oncology medical informatics. Managed a 4-person team. Met \$500k revenue goal for FY 2002 Q4.

2001-2002

Confidential, Mountain View, CA

Product Manager for the National Oncology Database (NODB), a 2-million patient clinical cancer treatment data warehouse. Developed and marketed data products, including reports and statistical analysis on treatment and drug utilization, to pharmaceutical industry customers. Increased revenue by 230% in first quarter of FY 2002.

2000-2001

Confidential, Berkeley, CA

Product Manager for neurological training system. Analyzed neurology training system market. Authored specifications and designed system architecture for a multi-site neurology system.

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Melissa Dworsky, Account Executive
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1998-2000

University of California San Francisco

Fellow in neuroradiology, Department of Radiology. Developed clinical diagnostic modeling techniques for pre-surgically diagnosing functional cortex in neurosurgery patients.

1996-1998

United States Department of Veterans Affairs, Northern California

Fellow in neurology. Developed clinical experiments, monitored protocols, directed data management and statistical techniques.

EDUCATION

Ph.D. Neuroscience, University of California Davis 1996

MS Physiological Psychology, University of California Davis 1992

BA Psychology and Journalism, University of Wisconsin 1989
Summa Cum Laude

SOFTWARE

CRM: Sales Force

Oncology: IMPAC System

Product Management: Doors

Quality Systems: Qumas

Windows: 95/98/2000/XP, NT, Microsoft Word, Excel, PowerPoint, Outlook, Visio, Project

Statistics: Systat, SPSS, Univariate, Multivariate, Nonparametric

Database: Microsoft Access, SQL Server 2000

Reporting: Crystal Report Writer

Operating Systems: Unix, Windows

Web: ASP, Perl, xml, html

RESEARCH EXPERIENCE

1998-2000

University of California San Francisco
Department of Radiology

1996-1998

US Department of Veterans Affairs Hospital North California
Department of Neurology

1996-1998

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UC Davis
Center for Neuroscience

1990-1996
UC Berkeley
Bioengineering

TEACHING

UC Berkeley 1997-1999
UC Davis 1989-1994
CSU Hayward 1993-1999
CSU Sacramento 1994-1997

MEDICAL INFORMATICS PRESENTATIONS

Szymanski, M.D., Goldwein, J.W., Van der Pas, M, Getreuer, D. (2002). A Method for Validating Cancer Registry Data Suggests Racial Disparity In Survival Records. The North American Association of Central Cancer Registries.

Szymanski, M.D. (2001). Designing and implementing software systems for biomedical informatics and decision support. American Society for Radiation Oncology Administrators.

Szymanski, M.D. (2001). The National Oncology Database and Biomedical Informatics in Oncology. American Society for Therapeutic Radiation Oncology IMPAC Users Meeting.

PATENTS

Szymanski, MD, Merzenich, M, Calhoun, B (2000). Associative Learning Executive Function Training System. Patent pending with the United States Patent and Trademark Office.

SAMPLE PUBLICATIONS

Szymanski MD, Roberts TPL, Perry D, Rowley HA, Walker J & Berger M. (2001). Magnetic source imaging of late-evoked field responses to vowels: an assessment of hemispheric dominance for language. *Journal of Neurosurgery*. 94, 445-453

Szymanski MD, Yund WE, & Woods DL. (1999). *Journal of the Acoustical Society of America*. 106 (6).

Szymanski MD, Rowley HR, & Roberts TPL. (1999). *NeuroReport* 10 (12).

Szymanski MD, Yund EW, & Woods DL (1999). *NeuroReport* 10 (7) 1-4.

(10 other peer-reviewed publications available upon request)

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PRESENTATIONS

(15 peer-reviewed presentations available upon request)

COMMUNITY SERVICE

2002-present
The Surfrider Foundation

1998-2002
Oceanic Society

AWARDS AND HONORS

2002
Society of Radiation Oncology Administrators
Invited Presentation on Oncology Data Management

1995
National Academy of Sciences
Basic Science and Engineering Award

1994
University of California
Dissertation Research Fellowship

MEMBERSHIPS

Drug Information Association
American Society of Clinical Oncology

ASSOCIATE REVIEWER

1998 - 2001
Psychophysiology

REFERENCES

Available upon request