

Jerry Elias Skefos

(901) 603-6250 | Jerry.Skefos@rady.ucsd.edu | www.linkedin.com/in/skefos

Education

Master of Business Administration - M.B.A., Rady School of Management 06/2019
University of California, San Diego, GMAT: 740 (97th Percentile), GPA: 3.71, Top Rady Fellowship
Program Focus: Investment Analysis, Entrepreneurship & Innovation

Ph.D., Neurobiology, Boston University School of Medicine 09/2013

- Academic Specialties: Pharmacology, Immunology, Endocrinology, and Cognition; GPA: 3.86

B.S., Biology and Psychology, Boston University 01/2007

- Honors Thesis: HIV-Associated Dementia

Special Projects & Coursework:

- Venture Capital Investment Competition (2019): 3rd place in the regional competition with our mock VC team
- Blue LINC UCSD MedTech Incubator (2018-2019): Led a team to begin development of a sleep detection device
- Rady Venture Fund (2019): Performed due diligence for potential investments
- Elective Courses: Venture Capital Management, New Venture Finance, Investment Analysis, Valuation in Corporate Finance, Money & Banking, M&A and Corporate Restructuring, Project Management, Product Development, Technology Innovation Strategy, Technology Commercialization

Experience

Business Development, Genemo, JLABS, San Diego, CA 11/2017 - Present

- Performing competitive market analysis to plan commercialization strategies for our RNA-seq diagnostics & tech
- Drafting NIH Small Business Innovation Research grant proposals for: breast cancer, lung cancer, and dementia
- Presenting to potential investors, clients, and partners at conferences and 1-on-1 meetings

Consultant/Co-Founder, Phase 4 Research, Memphis, TN 11/2014 - 08/2017

- Organized internal trials and designed databases for pharmacy and healthcare clients
- Analyzed study data to provide insights about treatment efficacy and financial feasibility

Chief Scientific Officer, Align Pharmacy Management, Scottsdale, AZ 03/2014 - 09/2015

- Managed product development and designed studies of product efficacy
- Recruited > 50 physicians to test our products and educated clients as a Medical Science Liaison
- Sourced materials by negotiating competitive pricing from manufacturers and distributors
- Oversaw Regulatory Affairs, ensuring compliance in our laboratory operations and corporate communications

Research Coordinator, The Autism Research Foundation, Boston, MA 01/2007 - 08/2013

- Promoted our organization through public outreach initiatives, including hosting international conferences
- Recruited researchers to join our collaborative network to share resources and data
- Managed spending and fundraising activities, including grant proposals and donation drives

Specialized Skills

- **Software Proficiencies**: SPSS Statistics (Advanced), Graphpad Prism (Advanced), Adobe Photoshop (Advanced), Microsoft: PowerPoint (Advanced), Excel (Advanced), Access (Intermediate)
- **Programming Languages**: C-lite, R, Ruby, HTML, Pine (beginner – intermediate proficiency)
- **Tools**: Social Media – Facebook, Twitter, Google AdWords & Analytics
- **Languages**: Spanish – intermediate, Japanese – beginner, English - native

Professional Affiliations & Leadership

- Mentored 20+ undergraduate researchers to become scientists and doctors
- Rady Clubs: VP of Venture Capital, Life Science, Entrepreneurship, Consulting, Marketing
- Member of the Society for Neuroscience
- Interests: travel, photography, dance, trumpet improvisation, chess, website design, stock investment