

# Dhruv Ramu

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## Education

### University of California, San Diego (UCSD)

Expected June 2028

*B.S. Molecular & Cell Biology / B.S. Business Economics*

GPA: 3.8/4.0

- Relevant Coursework: Accounting, Product Marketing, Multivariable Calculus, Organic Chemistry, Statistics, Ethics

## Experience

### Life Sciences Strategy Analyst

Summer 2026

*Illudent Therapeutics*

*San Diego, CA*

- Evaluated genomic, preclinical, and biomarker datasets spanning 7 therapeutic markers to identify efficacy signals, characterize responder populations, and support development strategy for the company's **lead precision-oncology drug**
- Supported Phase I clinical-development planning through analysis of patient-selection criteria, biomarker strategies, 5+ competing oncology programs, and 10+ contract research organizations (CROs), informing trial-design and execution decisions
- Developed analyses for **Series B funding pitches** integrating clinical outcomes, competitive benchmarking, and market dynamics to support fundraising discussions and articulate the commercial value proposition of the company's oncology pipeline

### Research & Strategy Intern

Summer 2025

*Claisen, Healthcare Startup*

*Boston, MA*

- Negotiated supplier contracts and redesigned fulfillment logistics for GI-focused products, reducing **unit COGS by 21%**
- First author on digital health framework paper and named inventor on USPTO patent filing on personalized treatment pathways
- Led **HIPAA compliance** training for workforce and implementation across full tech stack (data storage and transmission)
- Co-developed integrated 3-statement and **LTV/CAC model** projecting \$5M+ ARR, informing pricing and capital allocation

### Research Intern

Summer 2024

*Indian Institute of Science (IISc)*

*Bangalore, India*

- Analyzed RNA-seq and survival datasets across **20,000+ genes** to identify prognostic cancer biomarkers using regression, clustering, Kaplan-Meier, and Cox proportional hazards models, translating data into interpretable genomic hypotheses.
- Presented findings at university symposium and co-authored research output with collaborators from IISc and Texas A&M.

## Leadership & Activities

### Co-Founder & Board Member

2023 – Present

*International Research Olympiad (501(c)(3))*

*Boston, MA*

- Co-founded global research-focused Olympiad, scaling to **13,000+ participants** in 80+ countries with 200+ school clubs while leading 15+ staff across curriculum, operations, partnerships, and events spanning online and in-person competitions.
- **Raised \$82,500**, built 32-exam curriculum and textbook; hosted finals at Harvard University in 2024, 2025, and 2026.

### Associate at Consulting Club

2026 – Present

*Triton Consulting Group (TCG)*

*UCSD*

- Associate at UCSD's premier pro-bono consulting club serving San Diego clients across technology, real estate, and hospitality sectors; delivered market entry, pricing, customer outreach, and operational strategy recommendations

## Selected Projects

### Immersive Real Estate Visualization Strategy

- Developed **commercialization strategy** for the startup Interlink Spatial, a virtual-tour platform, through primary research with 20+ wedding venues, country clubs, and real estate brokers; conducted customer segmentation, competitive benchmarking, and buyer-journey analysis to identify destination weddings and luxury real estate as highest-priority beachhead markets.

### Qualcomm Institute Entrepreneurship – Refrigerant Leak Detection

- Assessed four industrial markets for leak-detection analytics using ROI, regulatory-compliance, and refrigerant-loss models; identified retail refrigeration as the highest-value entry segment and designed a GTM strategy targeting grocery operators.

### Industrial Oil Compliance Operations Platform

- Conducted **10+ customer interviews** with environmental consultants and industrial-facility operators to identify compliance-management pain points across inspection, documentation, and audit-preparation workflows.
- Translated EPA SPCC regulations into a compliance-operations **dashboard prototype**, designing inspection-tracking and audit-record systems to evaluate product-market fit and commercial viability among users (truck depots, construction, farms).

## Skills & Interests

**Technical:** Python (pandas, NumPy, scikit-learn), R, SQL, Excel, Stata, financial modeling, RNA-seq analysis

**Languages:** English, Spanish (B2+), Gujarati, Hindi

**Interests:** Tang Soo Do black belt, running, hiking, badminton, camping, volunteer computer science teaching