

# CHRIS M. BREEN

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, Pennsylvania

*Master of Business Administration Candidate; Major in Healthcare Management*

Expected May 2023

- Awarded Wharton Healthcare Fellowship in recognition of professional, academic, and personal achievement.
- Real Estate Club; VP Careers, Digital Health Club; VP Communications & Captain, Wildmen Hockey Club; Food Club; Ski Club.

### BOWDOIN COLLEGE

Brunswick, Maine

*Bachelor of Arts in Economics with Minor in Math*

2011-2015

- *Bowdoin Student Body President*: Led 25+ person team representing student body; four-year student government member.
- *Bowdoin Executive Committee of Trustees (Two Year)*: One of two student representatives for triannual on-campus meetings.
- *Bowdoin Crew (Four-Year Athlete)*: 2013 Henley Royal Regatta (UK); two top 5 Dad Vail National Regatta finishes.
- *On Thin Ice*: Founded and operated mobile shaved ice business in Kittery, Maine.

## PROFESSIONAL EXPERIENCE

**OXEON VENTURE STUDIO** *Designs, facilitates, and launches innovative healthcare businesses*

New York, New York

**MBA Intern, Venture Studio**

May 2022 – August 2022

- Led market research and business plan development for value-based care business; conducted industry expert calls, analyzed competitive landscape, and built market sizing and pro forma models for proposed new company.
- Translated findings into comprehensive business plan with recommended next steps; presented to executive team, including CEO.

**CAPSULE** *Healthcare technology business rebuilding the pharmacy from the inside out*

New York, New York

**Product Manager, Doctor Product**

February 2021 – June 2021

**Manager, Product Operations**

March 2020 – February 2021

- Developed Capsule's first doctor-facing tech product; conducted doctor research calls to understand pain points, managed project timeline and milestones, and collaborated cross-functionally with engineering and design partners to build digital patient intake tool.
- Led doctor sourcing, outreach, relationship building, and activation in collaboration with commercial team to secure commitment of six physician practices for patient intake tool pilot program.
- Implemented patient intake tool in offices with unique specialties and varying intake workflows; managed customer relationships, leveraged analytics to iterate intake forms to practice needs, and grew customer base to five additional offices with over 20 doctors.
- Built and launched appointment reminder feature for patient intake tool that more than doubled submitted patient intakes; trained pharmacy team to generate and send appointment reminders.
- Led website development initiative to secure commitment from new physician group; tested and identified scalable software platform, customized new website design, integrated patient intake tool on homepage, and executed website launch.
- Designed patient funnel model and metrics to track patient drop-off throughout intake journey; created associated weekly update for Capsule CEO and department leads.

**OPTINOSE (NASDAQ: OPTN)** *Specialty pharma company focused on ear, nose, and throat diseases*

Yardley, Pennsylvania

**Associate Director, Market Access Analytics**

December 2018 – March 2020

**Manager, Financial Analysis**

February 2018 – December 2018

- Co-led network development of pharmacy distribution partners; traveled nationwide to evaluate and contract new specialty pharmacies, sell network benefits, and coordinate go-to-market; expanded network from 5 to 35 pharmacies in less than one year.
- Analyzed performance of 35 contracted specialty pharmacies and built custom dashboard; developed monthly scorecards and implemented best practices throughout pharmacy network responsible for 85% of dispensed prescriptions.
- Developed strategic valuation of company for executive management team; created multiple-scenario model and collaborated with FP&A colleague to design presentation and present strategic plan to Board of Directors; model still used for current strategic plans.
- Authored company-wide budget rolling 40 department templates and five sub-templates into three statement forecast model; created outputs and designed correlated board decks, saving company \$150,000 per year in software costs.

### JEFFERIES INVESTMENT BANK

New York, New York

**Analyst, Healthcare Investment Banking**

September 2016 – January 2018

**Analyst, Industrials Equity Capital Markets**

June 2015 – September 2016

- Performed detailed financial modeling and provided full-time support, feedback, and insight for management teams during equity offerings and M&A transactions including Optinose IPO and sell side process for top 5 largest LatAm pharma company.

## ADDITIONAL INFORMATION

- **First Light Ventures, Owner**: Purchased, designed, managed renovation of, and rent a single-family home in Portsmouth, NH.
- **BMP Properties, Family Business**: Reimagine and renovate short-term rentals (5 properties) in Maine and New Hampshire.
- **Commercial Tuna Fishing**: Commercially licensed, bluefin tuna fisherman operating 30+ miles offshore in Maine.
- **Other Interests**: Backcountry Skiing, Seattle Mariners, Beer Brewing, BBQ, Ice Cream Making.