

ROBERT E. SCHULTZ

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PROFILE OF QUALIFICATIONS

- Visionary entrepreneur with successful track record developing companies that help patients and families with unmet needs
- Experienced, energetic, and savvy business development executive selling software applications to pharmaceutical companies, hospitals, and insurance companies
- Parallel academic career teaching Entrepreneurship in the #1 ranked entrepreneurship program, and biotechnology/healthcare entrepreneurship to scientists and clinicians
- Appointed by the Governor of Massachusetts to the Rare Disease Advisory Council to provide insight for the Legislature and Department of Public Health on issues pertaining to rare disease
- MBA in International Business, BS in International Business with specialization in Marketing

TECHNICAL SKILLS

- Deep understanding of pharmaceutical industry patient engagement, clinical trial protocols, and data integration best practices
- Knowledgeable on regulatory approval process with Food and Drug Administration (FDA)
- Productive in MS-Windows and Mac OS environments; Expertise in MS-Office, databases, and CRM tools; Strong analytical proficiency enabling fast learning of any new technology

PROFESSIONAL EXPERIENCE

Massnex - Boston, MA Jun 2008 - Present
Managing Director/Founder

- Managing a consulting practice for early-stage digital health, medical device, and biotech companies; Activities include marketing, business development, partnerships, and fundraising

Commonwealth of Massachusetts - Boston, MA May 2021 - Present
Member, Rare Disease Advisory Council

- Appointed by the Governor to the Massachusetts Rare Disease Advisory Council providing insight for the Legislature and Department of Public Health on issues pertaining to rare disease

Inspire - Arlington, VA Aug 2019 - Sep 2020
Director of Partnership Growth

- Managed partnerships for digital health platform in collaboration with advocacy organizations and biopharma companies to provide insights that improve patient experiences in clinical trials

Raremark - Cambridge, MA Jan 2018 - Aug 2019
Senior Director of Business Development

- Structured, negotiated and closed deals selling rare disease patient insights to improve clinical trials for companies like Novartis and Genentech
- Opened the United States office in Cambridge and reported to board of directors in London, UK

Freelance - Boston, MA Sep 2014 - Jan 2018
Life Science Journalist

- Covered issues at the intersection of digital health, patient advocacy, and startup innovation with a focus on the Boston area; Covered BIO International, BIOSPAIN, and Stanford Medicine X

Aware Engineering - Boston, MA Apr 2012 - Jan 2014
CEO/Founder

- Founded digital health company that monitors adherence to cystic fibrosis therapy; Partnered in collaboration with patients/caregivers, leading physicians at Boston Children's Hospital, and the Cystic Fibrosis Foundation on product development

Cartera Commerce (acquired by eBates) - Lexington, MA Aug 2009 - May 2011
Business Development Lead

- Directly accountable for driving all sales deals; Won 80% of deals; Exceeded \$1.5M team quota by 25% in 2009 and reached 100% of \$2M quota in 2010 working with Fortune 500 companies across financial services/banking, hospitality, and airlines

Amerivault (acquired by Venyu) - Waltham, MA Apr 2006 - May 2007
Regional Sales Manager

- Exceeded \$1.5M yearly quota through aggressive prospecting within assigned geographic selling to hospitals and medical offices

Aramark Corporation - Norwell, MA Apr 2004 - Apr 2006
Regional Account Manager

- Managed and exceeded \$1.1M annual quota portfolio of B2B customers; Grew business 120% working with hospitals and healthcare providers

Pricewaterhouse Coopers - Waltham, MA Jun 2003 - Apr 2004
Consultant

- Worked with investor relations at Fortune 500 companies to produce the international report *PRTM-CFO Magazine Capital Expenditure Scorecard*

ACADEMIC EXPERIENCE

Northeastern University - Boston, MA Sep 2021 - Present
Lecturer of Biotechnology

- Instructing *BIOT5219 Biotechnology Enterprise* covering topics like startups and fundraising, patient advocacy and access best practices, clinical trials and regulatory, and compliance

Babson College - Wellesley, MA Sep 2021 - Present
Adjunct Lecturer

- Instructing the anchor course FME1000 Foundations of Management for Entrepreneurship which is part of the core curriculum globally recognized as the #1 entrepreneurship program

Massachusetts College of Pharmacy and Health Sciences - Boston, MA Sep 2021 - Present
Adjunct Lecturer

- Instructing *BIOT5219 Biotechnology Enterprise* covering topics like startups and fundraising, patient advocacy and access best practices, clinical trials and regulatory, and compliance

New York University - Boston, MA Mar 2020 - Present
Lecturer of Health Administration

- Instructing MHA-GP 433 Entrepreneurship for Healthcare Organizations in NYU's Wagner School of Public Service including mentoring students on early-stage startup best practices

University of Massachusetts - Boston, MA Sep 2016 - Sep 2019
Adjunct Professor of Healthcare Administration

- Created MBA course *MGMT698 Healthcare Innovation* immersing students of diverse backgrounds (business, humanities, sciences, nursing, etc.) in the Boston healthcare ecosystem

Bentley University - Waltham, MA Aug 2015 - May 2016
Biotechnology Industry Researcher

- Examined the business history and drug development of the blockbuster drug Humira and organized high-profile event featuring Governor of Massachusetts and founding team of the world's most successful biopharma product

EDUCATION

University of Massachusetts - Boston, MA May 2008
Master of Business Administration (MBA), Management Information Systems

Northeastern University - Boston, MA Jun 2003
Bachelor of Science in International Business (BSIB), Concentration in Marketing