

HAMZAH A. ANSARI, Sc.M
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RELEVANT EXPERIENCE

Brown University School of Engineering:

Lecturer September 2019 – Present

Entrepreneur-in-Residence August 2013 – August 2019

Recruited firstly as Entrepreneur-in-Residence, subsequently as Lecturer, at top Ivy League institution to support and guide campus-based high-growth science and technology entrepreneurship

- Primary instructor responsibilities for 4 entrepreneurship classes: undergraduate-level ENGN1010, and graduate-level ENGN 2160 and ENGN2180
- Served as Director for B-Lab, highly immersive on-campus accelerator program that took 14 student projects from proof-of-concept to venture stage over the summer of 2023
- Mentored, coached and advised 250+ student and alumni ventures on strategy, due diligence, project execution, financial modelling and valuation, fundraising and IP protection
- Developed academically rigorous curricula for undergraduate- and graduate- level classes on starting and growing technology ventures
- Honored by University with prestigious Hazeltine Award in Entrepreneurial Mentorship in 2021
- Directed development of PRIME@Work: initiative for corporations globally to engage with PRIME through engagement of students to evaluate commercialization opportunities for protected corporate IP, and recruitment of students in co-curricular internships
- Established New Venture Incubator within School of Engineering for graduates of PRIME Masters Program
- Facilitated the creation of numerous ventures, including winner of RI B-Plan Competition; many went to raise substantive outside capital
- Leveraged personal networks to build PRIME Advisor Board: brain trust of serial entrepreneurs, industry veterans, and thought leaders
- Continually provide counsel to numerous technology ventures on fundraising, business development, and negotiating exits

HealthSource RI: Project Manager, New Products and Services Development June – December 2014

Engaged to develop new lines of business and sources of revenue at ACA-established State-based Health Insurance Exchange

- Initiated and took ownership of 3 concurrent projects: monetization of HealthSource website, enhancing participation in Small Business Health Options Program (SHOP), and evolving HealthSource into full-service benefits marketplace
- Analyzed requirements and ran focus groups with internal stakeholders (HealthSource team and senior management) and external stakeholders (brokers and employer groups); translated goals into clear-cut milestones and deliverables
- Defined scope, developed internal and external resources, built effective and realistic project plans, established financial budgets and created presentations and guidance documentation based on findings
- Identified opportunities for new revenue generation based on core competencies and capabilities of HealthSource and parameters set by Affordable Care Act, developed strategy for running Exchange as sustainable entrepreneurial venture
- Reported to Chief Operating Officer, consistently communicated with all stakeholders regarding status and schedule

Accelereach, Inc.:

CEO (September 2010 – December 2013)

VP Business Development and Finance (June 2009 – September 2010)

Founded health and wellness software startup that increases engagement and program success in corporate wellness programs

- Quarterbacked all stages of due diligence including end-to-end product, industry, operational and legal diligence, market research, and detailed SWOT analyses of existing players in the health and wellness industry
- Conducted extensive primary research by interviewing hundreds of health coaches, wellness managers and thought leaders in industry to determine optimal product position and entry strategy
- Translated and synthesized product, market, and industry data into go/no-go decisions and set strategy and team objectives accordingly

- Identified key clients (including Blue Cross Blue Shield), made contact, executed sales, negotiated terms, led setup and deployment, and took responsibility for continuing relationships leading to ~\$160k+ in annual revenue
- Developed extensive network of contacts in the healthcare industry through deal negotiations, due diligence activities and attendance of industry conferences and meetings
- Recruited internationally-renowned health and wellness figures to join Accelereach's Board in advisory roles
- Reached break-even revenue without taking on any considerable outside capital
- Built highly effective team comprising of developers, designers and support personnel
- Rapidly evolved product design and capabilities based on user experience, A/B split testing and quantitative pilot data
- Constructed and constantly iterated complex financial models to forecast growth and set resource estimates

EDUCATION

Brown University – Providence R.I., United States

May 2009

ScM Program in Innovation Management and Entrepreneurship

Core coursework: Technology Commercialization and New Product Development, Project Management, Market Research and Analysis, Management Strategy, Financial Accounting, Capacity and Resource Planning, Corporate Innovation and Intrapreneurship, Operations and Supply-chain Management, Intellectual Property and Business Law

King's College, University of London – London, United Kingdom

January 2008

MA Digital Culture and Technology

Core coursework: Evolution of Digital Culture, Digital Humanities, Intellectual Property Rights and Responsibilities in the Digital World, Game Theory and Conflict Simulation. Final thesis on the role of cell phones in international development (achieved borderline distinction)

University of Nottingham – Nottingham, United Kingdom

July 2006

BEng Electronics and Communications Engineering

Core coursework: Mathematical Modelling of Signals, Mobile, Cellular and Personal Communications, Deployment of Wireless Data Networks, Computer Architecture and Software Development, Microwave Communications, Real-time Systems, Internet Protocol

ADVOCACY

Advisory	Advised US Senator Sheldon Whitehouse (member, Senate Judiciary Committee) on legislative policy governing immigration reform, economic development, and funding for small businesses
Providence Chamber	Member of Greater Providence Chamber of Commerce committee benchmarking RI's competitiveness and economic progress, made policy recommendations to State legislature

MISC.

Tech10	Honored by Rhode Island Tech Collective as one of the Top 10 IT Entrepreneurs in the State
MENSA	Member of MENSA International
Personal	Enjoy travelling, sailing and playing golf and polo on a regular basis