

Annu Khajuria, Ph.D.

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Summary

I'm a Clinical Chemistry & Operations Leader with 15+ years of experience leading CLIA high complexity laboratories as technical expert in healthcare. In my past roles, I have executed medical and technical needs, identifying emerging testing trends & defining business growth of \$24M+

Experience

Quest Diagnostics (\$13.54B Net Worth)

Chantilly, VA

Director, Laboratory

2017 - 2023

- Led departmental operations, overseeing 50+ staff selection & training and managing equipment procurement, appraised annual productivity and efficiency by 80%
- Oversaw budget and finances worth \$22M - preparing operating & capital budget, approving department equipment
- Resolved validation backlog of 300+ assays, decreased instrument repair expenses by 80% & reagent utilization by 50%
- Practiced quality management & assurance activities to maintain >95% accuracy & efficiency in laboratory operation to ensure compliance with patient care standards
- Created & revised 110+ SOPs and quality control management systems, applying Six Sigma principles and calibration accuracy strategies to enhance laboratory performance by ~90%
- Fostered collaborative relationships with 100+ internal & external stakeholders as Discipline Directors, Medical Directors, Sales & Marketing teams, Professional Organizations, Physicians, Medical Device & Assay Vendors and Quality Control Department
- Maintained adherence to regulatory standards (CAP, CAP-ISO-15189, FDA, and New York requirements)

Covance Central Laboratory Services (\$2.5B ARR)

Cranford, NJ

Director, Labs & Operations

2014 - 2016

- Architected a core CRO laboratory's structure and organization worth \$2M, ensuring seamless operations
- Recruited & developed 60+ high-performing laboratory personnel, boosting performance by 25% YoY
- Facilitated internal customer support, & collaborated with 60+ stakeholders at trial facilities worldwide
- Liaised during government & client audits & improved citing's by >85%, increasing revenue from clinical trials
- Maintained relationships with 20+ executives of CRO international labs in maintaining standardization and harmonization of study assays

Marshfield Center and Regional Centers, Marshfield Clinic

Marshfield, WI

Section Head, Clinical Chemistry | Regional Medical Director

2011 - 2014

- Drove operations worth \$6M & provided service-enhancing guidance & support to Clinical Chemistry, Regional Centers, contracted pathology labs, and a veterinary lab
- Coordinated patient care with 15+ medical, pharmacy & nursing teams, ensuring regulatory compliance
- Established a comprehensive quality framework including proficiency testing, quality improvement processes, policies & procedures, competency, trainings maintenance, SOP writing & slashed error/re-test rates by 90%+
- Led equipment selection, assay validation, clinical innovation, endorsed tests & maintained standardization of test menu
- Decreased specimen labeling errors >50% & achieved long-term efficiency of 80% by implementing a Labotix-Cerner open automation system

Additional Experience

DynaLIFE Dx & University of Alberta

Clinical Biochemist/Assistant Professor

Edmonton, AB, Canada

2007 - 2011

University of Texas Medical Branch

Associate Director/Assistant Professor

Galveston, TX

2005 - 2006

Certifications

New York State Laboratory Director Certificate of Qualification (CQ) - Clin Chem. Endocrinology, TDM/Quant. Toxicology, Fetal Defect Markers, Andrology (limited seminal fructose), Diagnostic Immunology, Genetics (limited biochemistry for hemoglobinopathy)

Fellow (FADLM) - Association for Diagnostics & Lab Med - Academy of Clinical Biochemistry

Fellow & Certification Clinical Biochemistry - Canadian Academy of Clinical Biochemistry

Education

Doctor of Philosophy (Ph.D.) in Biochemistry - Regional Research Laboratory, University of Jammu

Master of Science (MS) in Biochemistry - University of Nagpur

Bachelor of Science (BS) in Zoology, Botany, & Chemistry - University of Nagpur

Skills

Key Skills: Strategic and Scientific Leadership, Product Knowledge, Technical Writing & Leadership, Key Account Management, Laboratory Management and Operations, Assay Implementation & Validation, Technical Acumen, Problem Solving, Project/Program Management, Presentation of Scientific Findings, Regulatory Compliance, Quality Management, Document Control, Standard Operating Procedures, Compliance, Innovation, Strategic Thinking Change Management, Verbal/Written Communication, Team Leadership and Development, Cross-Functional Collaboration, Strategic Thinking, Emotional maturity & resilience.

Clinical and Technological Expertise: Plasma Cell Dyscrasias, Hemoglobinopathy & Thalassemia, Multiple Sclerosis, Diagnostic Immunology, Infectious Disease Serology, Protein Chemistry, Lipids, Endocrinology, Cancer, Cardiac & Chronic Disease Markers, TDM Automated Chemistry, Routine Coagulation & Hematology, Allergy Testing, Medical Devices- Automated Chemistry & Immunochemistry analyzers, Turbidimetric and Nephelometry analyzers, Electrochemiluminescence, UV/Vis Spectroscopy, Capillary & gel-based protein electrophoresis systems, Immunofixation electrophoresis systems, Isoelectrofocusing electrophoresis systems, HPLC, LC/MS/MS, Flame Photometry, Point of Care.