



**GAURAV SHARMA, MD, MPH, MBA**

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[LinkedIn Profile](#)

New York, NY

## EXECUTIVE SUMMARY

Seasoned Physician Executive and Business Strategist with a proven track record in envisioning, creating, and launching impactful analytics and AI solutions within the Healthcare, and Life Sciences sectors.

## PROFESSIONAL EXPERIENCE

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GuidePoint Qsight | New York, NY

08/2022 - Present

Senior Director, Healthcare and Life Sciences

- **Product Innovation and Revenue Growth:** Led the discovery, development, and launch of data intelligence products, signing leading MedTech and Pharma companies as clients, resulting in a 55% increase in sales YoY for the segment
- **Business Development:** Built strategic partnerships with existing clients, led to increased revenue per client, and established new lines of business. Developed claims product line from scratch, onboarding 7 new major clients and in advanced discussion with 5 more. Deployed multiple strategies to bring in over a dozen new clients for existing products
- **Product Management:** Orchestrated product development for multiple verticals in Life sciences:
  - **HEOR/RWE/Clinical:** Patient journeys, treatment patterns, outcomes analysis, payment patterns
  - **Strategy/Marketing/Sales:** Referral networks, market insights, physician affiliations, physician targeting, facility penetration, prescription trends, adherence variations
  - **Commercial:** Sales and Market analyses, market segmentation and shares, market trends, unit price variation, facility level trends, sales force optimization and ROI analyses
- **Subject Matter Expertise:** Contributed with knowledge in Clinical, Data, and AI -ML domains
- **Cross Functional Collaboration:** Helped in market research, data set reviews, data architecture, product presentations, digital marketing, and sales

HealthReveal/Accolade | New York, NY

06/2017 – 07/2022

Senior Medical Director, Clinical Intelligence (2019 – 2022)

Medical Director (2017 – 2019)

- **Product Leadership:** Led the development of AI based Clinical Decision Support products for managing chronic conditions, utilizing claims, EHR, genomic, and wearables data
- **Product Research:** Generated clinical logic, decision trees, and ancillary documentation informed by thorough investigation of guideline recommendations and pertinent publications
- **Operations Management:** Oversaw operations including product development, client deliveries, marketing campaign design, sales demo support, and team supervision
- **Project & Resource Management:** Effectively defined project timelines, managed resource allocation, and established process protocols for product development
- **Business Development & Communication:** Delivered comprehensive product presentations to client leadership; communicated clinical evidence, guideline extracts, and literature summaries, leading to new sales as well as increased engagement of existing clients

- **Cross-Functional Collaboration:** Worked with engineering, data analytics, and health economics teams to overcome data challenges, provide clinical support to ML projects and develop economic models

**eClinicalWorks | New York, NY**  
**Medical Affairs – Population Health**

**06/2015 – 06/2017**

- Business development including preparing and delivering on site sales presentations to scores of executive teams on population health programs, chronic care management, and clinical analytics tools
- Worked with physician and senior executive - relationship management teams to improve adoption and user experience, gather important feedback
- Clinical product management including market research, product conception, design and development, client engagement, and marketing strategy for health analytics and population health products
- Conceived and designed chronic disease dashboards for monitoring outcomes and triaging patients
- Worked with account managers to develop strategies to upsell and improve product adoption

**SS Third Eye – BioPharmaceutical Consulting | New York, NY**  
**Medical Advisor**

**03/2015 – 06/2015**

- Medical Affairs **consulting** for leading insurance, bio-pharmaceutical, and medical device firms
- Worked on **clinical audits** and clinical validation projects for major health insurance firms
- Health Economics and Outcomes Research (**HEOR**) and Patient Reported Outcomes (**PRO**) analysis models and presentations for pharmaceutical companies

## **CLINICAL EXPERIENCE**

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**Lama Hospital | India**  
**Family Medicine Physician & Director, Corporate Development**

**01/2010 – 06/2012**

**Government College and Hospital | India**  
**Emergency Medicine Resident**

**02/2007 – 12/2009**

**University of Maryland | Baltimore, MD**  
**Clinical Observer, Neurology**

**10/2006 – 11/2006**

## **EDUCATION | LICENSES**

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**Master of Public Health (MPH) – Informatics & Economics**

Johns Hopkins Bloomberg School of Public Health

**Master of Business Administration (MBA) – Corporate Strategy & Finance**

Johns Hopkins University – Carey Business School

**Bachelor of Medicine, Bachelor of Surgery – MBBS (MD) Internal Medicine**

Bangalore Medical College and Research Institute

**Educational Commission for Foreign Medical Graduates (ECFMG) Certified**