

Nalini Adele Pinto

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SUMMARY

Energetic leader with over 4 years of global healthcare industry experience spanning a start-up lab and a matrixed pharma. Passionate about using data and empathy to solve business problems in healthcare and technology that are consumer insight driven.

PROFESSIONAL EXPERIENCE

G&G CAPITAL

Beijing, CN

Healthcare financial advisory start-up firm launched by MBA peers; closed biotech investment deals worth \$1.5 billion in 2020

Associate Director, Global Business Development

2021-2022

- Revamped business plan for novel biotech start-up to present on global virtual platform of 250+ angel investors; led to inventor securing \$5 Mn and G&G to secure deal on selling inventor's CRO valued at \$4 Mn
- Led 5 Chinese C-suite executives through medical knowledge-improving session on oncology biotech start-up valued at \$9.6 million; evaluated potential investors on CrunchBase network for deal feasibility

JOHNS HOPKINS MEDICINE – JOHNS HOPKINS HEALTH SYSTEM

Baltimore, MD

Hospital ranked #1 in Maryland and #3 in the US; marketing division focused on personalized care during COVID-19 pandemic

Strategic Marketing and Outreach Coordinator, M&C

2020-2021

- Analyzed in-patient consumer demand data across 5 Hopkins entity organizations using Tableau to forecast post-COVID-19 priority service work streams; cut costs by saving \$300 K of marketing budget
- Directed 10 cross-functional leaders through Excel tracking experience to align divisional goals for FY21; drove strategic outcomes with 16 cross-functional leaders to boost execution of 4 marketing sub-projects

PFIZER – BIOPHARMACEUTICAL GROUP

Mumbai, IN

Co-founded the Center of Excellence (COE) in Medico-Marketing Communications; expanded to 9 Asia-Pacific countries in 2 years

Communications Consultant, Medical Affairs

2016-2019

- Supported manager to define mission and vision of COE after company-wide reorganization; mentored and led 6 new hires on therapy area education SOPs to boost stakeholder satisfaction by 10%
- Pioneered expansion of multiple publication priorities across Asia-Pacific Medical Affairs leaders; achieved 100% journal acceptance rate and boosted team's publication process efficiency by 10%
- Redesigned Indian national antimicrobial resistance (AMR) VOC survey into content for AMR awareness website; shortened content creation and review of marketing materials with external vendor to pre-pone launch by 2 weeks

EDUCATION

THE JOHNS HOPKINS UNIVERSITY – CAREY BUSINESS SCHOOL

Baltimore, MD

Master of Science (STEM) – Marketing Analytics

Expected Dec 2022

Master of Business Administration – Entrepreneurship and Healthcare Management GPA 3.5

May 2021

- Dean's Scholar; Celestrum Alumni Ring Award recipient – winner from Business School Division
- Elected President of Graduate Healthcare Business Association by faculty and 250+ student members
- Utilized design thinking principles to lead 6 members and execute fully remote international case competition with 50+ teams

THE UNIVERSITY OF WARWICK – SCHOOL OF LIFE SCIENCES AND WARWICK BUSINESS SCHOOL

Coventry, UK

Master of Science – Biotechnology, Bioprocessing and Business Management

Jan 2016

- Graduated in the top 5% of class – Distinction; Warwick-India GREAT Scholarship recipient
- Warwick Skills Portfolio University-wide Award recipient for learning, presentation skills, and time management

NOTABLE PROJECTS

Johns Hopkins University – Office of Institutional Data and Analytics, Baltimore MD

Jun 2022 - Present

- Built project tracker in Airtable to streamline data analysis and visualization of programs from top 30 B-schools of USNWR

Innovation for Humanity (JHU) – Oskar Jandl Hospital, Galapagos Islands, Ecuador

2019-2020

- Defined hospital problem hypothesis and assumptions, created iterative survey experiments, and gathered patient insights
- Generated MoH proposal to increase resource allocation of \$7 million using Excel modeling; presented findings to HoD

SKILLS

Computer: MS Office Suite – PowerPoint, PowerBI, gSuite, ArcGIS, Balsamiq, Trello, Miro, Airtable DMBS, ZoHo CRM, R, Tableau, Veeva

Other: Leadership, integrity, flexibility, efficiency, Agile work, thrives in ambiguity, creative problem-solver, therapy area knowledge