

ANDREW THOMPSON

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Education

Johns Hopkins University Business School, MBA (concentration in marketing) Aug 2011-June 2013

SUNY Stony Brook, Bachelor of Arts, History and Political Science Sept 2003-May 2006

Professional Experience

Maryland Biotechnology Center, Maryland Department of Business and Economic Development, Paid MBA Intern Sept 2012-June 2013

- Evaluated the market potential of new biotechnology advances.
- Conducted state-wide surveys regarding the biotechnology industry in the State of Maryland to determine employment numbers.
- Developed new marketing strategies for start-up biotech companies based on competitive intelligence.
- Managed the introduction of the brownie mix in the Wegmans supermarket chain.
- Introduced a medical device to alleviate chronic sinusitis that now is used at the Johns Hopkins University Hospital.
- Found distribution channels and new revenue sources for discarded crab shells.
- Created current and projected operating budgets for \$600 million of state biotechnology funding.
- Used Excel modeling to determine Maryland's competitive advantage in biotechnology commercialization.
- Wrote monthly newsletters for the Maryland Biotechnology Center.
- Set up events for the Maryland Biotechnology Center.
- Handled all social media needs of the Center, including Twitter, Facebook and LinkedIn.
- Created a 134 page booklet describing the mission of each member company of the Maryland Biotechnology Center for distribution at the 2013 Bio International Convention in Chicago.

World Courier, Supply Chain Management, Lead Logistics Consultant for Dangerous Goods Oct 2009-Aug 2012

- Customized strategies for the most efficient shipment of valuable, fragile, and dangerous cargo.
- Served as liaison between corporations and customs officials here and overseas.
- Coordinated shipments of temperature sensitive pharmaceuticals under time constraints.
- Had responsibility for client budgets while maintaining federal and education grant stipulations.

World Courier, Supply Chain Management, Logistics Consultant July 2006-Oct 2009

- Served as authority on airline regulations, including temperature controls, and shipping dimensions.
- Guided shipments through customs utilizing proper paperwork.
- Designed and implemented supply chain solutions for a wide variety of clients.
- Trained new hires on proprietary software, flight browsers, and administrative procedures.

Specialized Training/Experience

Discovery to Market Project Sept 2011-May 2013

- Initiative providing insight into translating a scientific discovery into a product and analysis for commercialization.

Innovation for Humanity Project, Kigali, Rwanda Sept 2011-Feb 2012

- Led student team of eight in marketing and distributing solar panels nationally.
- Identified, negotiated and established partnerships with local bus companies to distribute solar panel products.
- Wrote analysis of Rwanda infrastructure and distribution networks.
- Outlined marketing and communications strategy for solar cell panels.
- Created ads that appeared in Kigali newspapers and on the sides of buses.
- Constructed a model to determine marketing profit and market saturation.

International Background

- Fluent in English and German.
- Conducted business in Tajikistan, Rwanda, Poland, Romania, France, Malaysia, Germany, Austria, Sweden, and Canada.
- Received commendation from Polish ambassador for delivery of a child's heart valve needed for immediate surgery.