

ANDREW BARNELL

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EXPERIENCE

GENEOSCOPY, INC

Chief Executive Officer, Co-founder

St. Louis, MO

2015-Present

Life sciences start-up developing diagnostics to prevent, detect, and treat gastrointestinal disease using RNA biomarkers in stool

- Oversee all aspects of the company, including fundraising, financial planning, human capital, commercial, quality assurance, regulatory affairs, software, IT, product development, manufacturing, clinical testing, and business development
- Raised \$160 million in capital from equity investors, debt investors, and non-dilutive sources
- Scaled the company from 3 student founders to 54 full time employees
- Led intellectual property protection strategy, resulting in 11 patents granted across 10 jurisdictions
- Guided the product development of ColoSense, a preventive screening test for colorectal cancer and advanced adenomas
 - Granted breakthrough device designation status from the FDA for the test's potential to prevent disease
 - Completed an 8,920-patient prospective, decentralized clinical study, which was subsequently published in [JAMA](#)
 - Received FDA Premarket Approval (PMA) as a first line screening option for colorectal cancer
 - Established commercial distribution agreement with Labcorp, the nation's largest laboratory services provider
- Developed robust R&D diagnostic test pipeline for irritable bowel diseases (e.g., Crohn's disease and ulcerative colitis) through collaborations with 5 pharmaceutical companies to bring precision medicine to their clinical development programs
- Managed construction of 26,000 sq. ft. facility, which includes a CAP/CLIA certified lab, GMP manufacturing, and offices

LINDSAY GOLDBERG

Associate

New York, NY

2013-2015

Private equity firm with \$10 billion AUM focused on partnering with family business owners and entrepreneurs

- Evaluated new investment opportunities: built financial models to evaluate leveraged buyout transactions, conducted due diligence, participated in management presentations, managed advisors, and prepared investment committee materials
- Managed portfolio investments: monitored financial and operational performance, analyzed add-on acquisitions, evaluated capital structure alternatives and collaborated with management on implementing profit improvement initiatives

Selected Portfolio Company Experience

- **MBI Energy Services:** provider of services to oilfield operators in challenging, unconventional environments
 - Performed comprehensive due diligence on the Williston Basin and MBI Energy Services, including strategic, accounting, operational, financial, IT, tax, and environmental
 - Evaluated add-on opportunities, analyzed business performance, and structured tax-efficient, parallel investment vehicle
- **The Brock Group:** provider of specialty industrial maintenance services, including painting, scaffolding and insulation
 - Spent six months working on-site directly with senior executives on profit improvement opportunities, including bid pricing, procurement, sales & operations planning, cash flow management and financial planning & analysis
 - Developed reorganization strategy which restructured asset management division and consolidated legacy businesses

J.P. MORGAN SECURITIES

Analyst, Health Care Investment Banking

New York, NY

2011-2013

- Performed valuation analysis on public and private companies using various methodologies, including: LBO valuation, DCF valuation, sum-of-parts valuation, precedent transaction analysis, and comparable trading analysis
- Selected top-tier analyst and ranked 1st among all healthcare investment banking analysts in 2012 and 2013
- Completed 13 total transactions: 3 buy side M&A, 3 sell side M&A, 1 IPO, 5 equity follow-ons, 1 convertible debt offering, and 1 leveraged recapitalization

Selected Transaction Experience

- **Thermo Fisher Scientific:** Lead financial advisor on \$15.8 billion acquisition of Life Technologies
- **Quintiles Transnational Holdings:** Active bookrunner on \$947 million initial public offering
- **Wright Medical Group:** Exclusive financial advisor on \$380 million acquisition of BioMimetic Therapeutics

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration in Health Care Management and Entrepreneurial Management

Philadelphia, PA

2015-2017

- *Graduated with Honors:* Awarded to the top 20% of the Wharton Class of 2017 as measured by GPA

CORNELL UNIVERSITY

Bachelor of Sciences in Applied Economics and Management, Specialization in Finance

Ithaca, NY

2007-2011

- Summa Cum Laude | Dean's List all semesters
- *Leadership:* Psi Upsilon Fraternity (President), Fundamentals of Corporate Finance (Teaching Assistant), Alpha Kappa Psi Business Fraternity, Cornell Freshman Heavyweight Crew, AEM Ambassador, Order of Omega (Greek Honor Society)