

JAISHIV NATARAJAN

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Academic Qualifications

- ⇒ Master of Science (M.Sc) in Bioinformatics (First class), The University of Edinburgh, United Kingdom (2013-14).
- ⇒ B. Tech – Bioinformatics with First class – Distinction, from SASTRA University, Tamil nadu, India (2007-2011).
- ⇒ Done schooling from BHEL Matriculation, Tamilnadu Board.
- ⇒ IELTS score of 7.5/9.

Certifications

- ⇒ Empretec Training Workshop, United Nations [2018]
- ⇒ Empretec Primer Workshop, United Nations [2018]
- ⇒ Asset allocation in investment [2018]
- ⇒ Investment risk [2018]
- ⇒ Liquidity management [2018]
- ⇒ Managing my investments [2018]
- ⇒ Company law in context [2018]
- ⇒ The public policy – action relationship [2018]
- ⇒ Rural entrepreneurship in Scotland [2018]
- ⇒ PAHM - Professional Academy for Healthcare Management [United States of America, 2013].
- ⇒ Health Insurance Portability & Accountability Act Fulfillment Program [2013].
- ⇒ Fundamentals of Lean Six Sigma [2012].
- ⇒ Professional Development Enablement Education Certificate [2012].
- ⇒ J2EE [2008].

Work Experience

- ⇒ Incorporated, **co-founder** and **director** at start-I-versity (Bangalore, India) – a venture to curriculate diversity and entrepreneurship. Docere Diversity, the first ever curriculum on diversity, is a 4-days' competency based pedagogy from 'about diversity' to 'diversity mainstreamed' for companies, universities, firms, administrators and regulators. Start Me Up is a 2 days' learn-by-doing program that grooms entrepreneurial mindsets and capabilities in students, innovators and leaders (February 2019 - Present).
- ⇒ Incorporated, **founder and director** (currently, non-executive) at, **Herbologica** Limited (Edinburgh, United Kingdom) - a drug discovery (**pharmaceutical**) and bio-process innovation company, researching on new drugs for dengue fever, hepatitis-C and chikungunya fever, using low carbon bio-innovation technologies. Started as my brainchild, Herbologica is now supported by the Scottish Enterprise through its Growth Pipeline Scheme. It further works with the University of Edinburgh, alongside collaborations with and/or funding from the IBIOIC, BBSRC, Innovate UK, University of Strathclyde, and Business Gateway. Although founded on a sole basis, the company is now running with a full-fledged executive team. Therefore, the current role, being

of non-executive directorship, offers ample scope for full-time commitments towards newer innovations and challenges. (June 2014 – Present).

- ⇒ **Adviser/Independent Consultant** for Global Linkages and Business Development at **Bosch (Healthcare) GmbH**, Bangalore. Driving strong partnerships with stakeholders in the European and UK healthcare markets. Advising on current and evolving technologies and digital trends in order to develop short and long-term business plans for the continued evolution of business, customer and healthcare solutions.
- ⇒ **Entrepreneur-in-Residence (Healthcare)** - Canada-India Bridge Programme, T-Hub (Hyderabad).
- ⇒ Honorary Mentor – #startupindia, (Department of Industrial Policy & Promotion, Government of India).
- ⇒ Honorary Mentor - T-Hub (Hyderabad)- India's largest incubator for start-ups.
- ⇒ Mentor - Electropreneur Park (Ministry of Electronics and Information Technology, India).
- ⇒ Honorary Mentor - In5 Innovation Centre (UAE).
- ⇒ Honorary Mentor – iB Hubs (Bangalore).
- ⇒ Honorary Mentor – Dev Accelerator (Ahmedabad).
- ⇒ Honorary Adviser - Medicen Devise (Edinburgh, United Kingdom).
- ⇒ Honorary Adviser at few other India based start-ups- Medimojo, BrainifAI Cognitive Services, ThoughtFolks Media, VR Story Tellers, and Chikbook.
- ⇒ **Application Developer (Healthcare)** at **IBM India** Private Limited (June 2011-August 2013, with one-year placement at Albany (United States of America)).
- ⇒ Worked on strategic projects linked to augmented reality in consumer preferences and travel; biological data visualization, biological sequence prediction; demand analytics; digital marketing system; health informatics prediction engine; health informatics data platform; health insurance prediction engine; image recognition; linguistic analysis; landslide prediction; and social media analytics.

Key Accomplishments

- ⇒ Incorporated Herbologica as sole founder. Some of the most tedious parts of it were sorting out the business plan, pitching the business to investors, applying for grants, and negotiating with stakeholders. Aside to liaising with the University of Edinburgh for research infrastructure, I had to pursue much research at my own level to understand the practical nuances within which a drug discovery company operates, for which I did consultations with other start-ups, experts in the field, lawyers, and government agencies, and few other universities for technology integration. Once my company was at a functional shape, the next responsibility upon me was to hire the right team. In relation to this, I have attended training programs to learn the process and identify what to look out for. This was followed by efforts to bring the company onto the public forum through

participation at conferences and lectures at academic/research institutions, which is also one of my personal goals. Gradually, my company evolved from its infancy, and today, it is supported by the Scottish Enterprise through its Growth Pipeline Scheme, and a more recent accomplishment has been the research funding of £97,000 under the UK National Productivity Investment Fund (NPIF). Overall, I have successfully procured grants worth £4 million from United Kingdom and Europe over past four years.

http://www.ibioic.com/news_and_events/news/i366/building_on_success_national_productivity_investment_fund_npif_phd_studentships_awarded_to_ibioic.aspx

<https://issuu.com/edinburghresearchandinnovation/docs/infinite-magazine-2016/8>

- ⇒ Won £10,000 from Santander based on a highly competitive business pitching [2014].
- ⇒ Advised Medice Devis, a company based out of Edinburgh, on successfully procuring grants worth £400,000.
- ⇒ Developed software that helped improve the healthcare insurance claim auto adjudication rate from 85% to 90%.
- ⇒ Implemented and administered business metrics tracking at IBM, and accomplished 100% compliance within a span of three months.
- ⇒ Brainstormed and implemented the solution- Digital Marketing System that saves 120 man-hours of digital marketing every week, while increasing sales.
- ⇒ Actively involved in developing the solution Demand Analytics contributing to an increase of 12% sales annually.

Conferences & seminars

- ⇒ Mentored budding healthcare companies at Brand Capital Healthcare Scaleup (BCCL- Times Group, May 2018). <http://bit.ly/healthcarescaleup1>
- ⇒ Presented on 'rural entrepreneurship' and reviewed presentations by start-ups at the mid-year review of the State Bank of India – Youth for India Social Entrepreneurship Fellows (May 2018).
- ⇒ Presented on 'exports to the United Kingdom' at the Cross-border Entrepreneurship Summit organized by IndiaGlobal (April 2018).
- ⇒ Presented on 'funding options for healthcare/life sciences in India and the United Kingdom' at the Indian School of Business, Hyderabad (July 2017).
- ⇒ Lectured on 'commercialization of university research' at the University of Edinburgh East Bio (November 2016).
- ⇒ Lectured on 'bio-innovation and entrepreneurship' at the Edinburgh Napier University Red Triangle (March 2016).
- ⇒ Lectured on 'entrepreneurship after education' at the Indian Institute of Management, Trichy (2016).
- ⇒ Presented on 'bio-innovation and commercialized research' at Scottish Academy for Marine Science, Oban- United Kingdom (November 2015).
- ⇒ Presented on healthcare/life sciences, big data, virtual reality and augmented reality, and media linked investments at various events of the Confederation of Indian Industries.