

HURSH DESAI

New York, NY

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EDUCATION

CORNELL UNIVERSITY

Ithaca, NY

Master of Business Administration, Two-Year Full-Time Program

2026

- Horrocks Family Award (75% Merit-Based Scholarship) | President, Johnson Healthcare Club

UNIVERSITY OF MICHIGAN – ANN ARBOR

Ann Arbor, MI

Bachelor of Science, Neuroscience

2019

- GPA: 3.6 | Dean's Honor List | Researcher at the MBNI | Co-Founder of Delta Epsilon Mu (Pre-Health Fraternity)

PROFESSIONAL EXPERIENCE

FRONTIER AI LABS

Remote

Project Manager, AI Research & Development

2026 – Present

Selected engagements: Mercor | micro1 | Halluninate | Handshake AI | Uber AI Solutions | Outlier | Alignerr

- Architect multi-step scoring rubrics for 15+ AI evaluations and refine prompts, improving model accuracy by 50%+
- Direct failure mode remediation processes for 500+ weekly tasks to reduce hallucination rates and LLM errors

DIOUN HEALTH

Boston, MA

Private Equity Analyst, Healthcare Acquisitions Group

2025 – 2026

- Led origination and financial underwriting for 100+ middle-market home health assets (\$5M to \$50M+ Adj. EBITDA)
- Managed end-to-end execution of a \$15M bolt-on acquisition for an existing home health portfolio company, standardizing specialized home health EMR software and capturing \$800K in annualized operational cost synergies

GUGGENHEIM SECURITIES

New York, NY

Investment Banking Associate, Private Equity Advisory Group

2025

- Quarterbacked buy-side due diligence and financial underwriting for middle-market tech-enabled and IT platforms
- Led sell-side execution for a sponsor-backed B2B SaaS provider valued at \$60M with 115% net revenue retention; managed the virtual data room and coordinated management presentations with 15+ prospective buyers

UNITEDHEALTH GROUP

Washington, DC

Senior Consultant, Optum Advisory Services

2022 – 2024

- Led clinical technology integrations for 20+ regional hospital systems, focusing on primary care service lines; formulated Medicare Advantage penetration growth strategies to capture \$10M+ in incremental annual revenue
- Modeled CMS-HCC V24-to-V28 reimbursement shifts for 25+ clients using historical data, yielding 5x ROI in Year 2
- Managed 10+ offshore engineering teams deploying backend Epic EHR product updates; translated clinical requirements into technical workflows supporting care delivery, reducing 30-day hospital readmissions by 25%

EDWARD VIA COLLEGE OF OSTEOPATHIC MEDICINE (VCOM)

Spartanburg, SC

Medical Student

2019 – 2022

Completed 75% toward a Doctor of Osteopathic Medicine (DO) degree; Full-Ride Scholarship Recipient

- Supported primary and surgical care at Palmetto Proactive Healthcare and Spartanburg Regional Healthcare System, achieving 20%+ volume growth and reducing fixed overhead by 10%+ across both healthcare organizations
- Performed diagnostic workups and presented 100+ patient cases in general surgery, family medicine and pediatrics

ADDITIONAL INFORMATION

- Avid traveler, backpacking enthusiast and frequent hiker; recently hiked the Inca Trail to Machu Picchu (26 mi)
- Passionate football fan; went to the 2024 CFP national championship game in Houston; won 5 NFL fantasy leagues
- Die-hard fan of *The Sopranos* and classic Italian mob movies; attended the filming of *Jersey Shore* and met the cast
- Conducted brain surgery on rodents and met Dr. Sanjay Gupta; shadowed 100+ cardiac, orthopedic and GI surgeries