

Business School Admission Essay

It is projected that the population 65 years and older in the U.S. will double by 2050. The increase in the population of older adults along with an increase in lifespan will lead to a rapid increase in the prevalence of chronic diseases. When I learned this during "Aging Populations" as part of my MPH at Johns Hopkins, my heart began to race. As a former medical researcher, I understand the pressure that chronic diseases are placing on our strained healthcare system. Understanding that these projections are not sustainable, I immediately began to think of solutions to this problem. This is where the story my application to Georgetown begins.

I made two promises to myself at young age: to pursue lifelong learning and to pursue a meaningful career. These objectives have led me on a diverse and exciting journey that has included serving in the U.S. military, working in Europe for three years, earning three degrees, opening my own business, and working as a consultant. During this journey, I have learned many lessons that would be an asset to other students in Georgetown's MBA program.

I hope to attend Georgetown in order to enhance my skillset and knowledge as a consultant in order to develop unique, cutting-edge solutions for my clients. I work in the supply chain sector and am currently spearheading the medical component of the Federal Category Management Initiative. My job is to assist the U.S. government in taking a more strategic approach to purchasing and leveraging assets. Georgetown's coursework in strategy, global operations, business and government, and business and public policy would be invaluable to my consulting career.

Another reason why I am applying to Georgetown is to bridge the gap between medicine and technology in order to create innovate global companies that advance healthcare. My public health studies at Johns Hopkins and my work as a researcher at East Carolina's School of Medicine both filled me with the desire to find creative solutions to care for an growing elderly population that suffers from debilitating and chronic disease which are causing a great strain on the healthcare system. The number of individuals suffering from chronic and age-related diseases such as COPD, dementia, depression, heart failure, chronic kidney disease and diabetes has skyrocketed over the past decade and these numbers are forecasted to increase exponentially.

I am confident that the solution to this epidemic is to invest in technologies that not only treat but also prevent these debilitating illnesses. I want to build platforms that encourage innovation between medicine and technology. My travels to SLUSH, an international venture technology startup conference in Helsinki, inspired me to build, market, and scale these ideas on a global level. At this conference, I had the privilege to learn from successful venture capitalist Chris Sacca how he chooses which businesses to invest in and the lessons he learned while building his empire. I also learned about innovations in healthcare from Dr. Daniel Kraft from Singularity University and was fascinated by contacts that can monitor blood glucose and send results directly to your doctor in real time. I listened in awe as a panel of IT experts and doctors explained how we could use our smart phones as medical instruments. For example, patients with diabetes can utilize a small attachment on their smartphone to measure and share blood glucose results directly with their doctors. The possibilities are endless and these innovative technologies are critical to ensure the communication of patient data in real time to any doctor in the world.

I believe that Georgetown University is the ideal university to teach me the critical skills needed to develop, market, and globalize healthcare technology. Georgetown's classes in consumer behavior, negotiations and entrepreneurial finance and venture capital would be critical to my success. Several years ago, I started a retail triathlon store that grew from one to five stores over the course of five years. During that time, the most valuable lesson that I learned was that I lacked the proper background and skills in marketing, accounting, strategy and consumer behavior. Over the years, my interest has shifted from retail to emerging healthcare technologies, and this time around I intend to think globally and study with the best minds in international business. I have a unique background in public health, entrepreneurship, medical research, and military experience that would add substantial value to your program. For example, while serving in the U.S. military as a materials manager at the Naval Hospital in Naples, Italy for three years, I learned about international logistics and European labor laws while managing a team of twenty local national Italians. The lessons learned from my successes and failures during this time are ones I am eager to share. It would be an honor to be a part of your Executive MBA program and I would dedicate my life to promoting the success of its current and future students.