

# JACK DIGIOVANNA

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## SKILLS

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- **Leadership:** Developed and led distributed, multidisciplinary teams. Influenced company-wide initially without direct authority, currently provide executive leadership across multiple engagements.
- **Communication:** Distilled complex technical or scientific content into clear, engaging talks and pitches. Empathetic, team-focused personality helps me foster collaboration and development.
- **Business Development:** Developed partnerships and business models to position organization for success in engagements ranging from services, to analysis ecosystems, to monetizing data assets.
- **Problem Solving:** Quick learner with an engineering mindset, Product Management influenced focus on understanding core needs, getting feedback often, and continuously improving.
- **Machine Learning:** Invented a neuroprosthetic controller using reinforcement learning which co-adapted with the users. Nine years experience in applied ML, continuously followed the field since then.

## RECENT EXPERIENCE

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### Seven Bridges Genomics

Oct 2018 - present

*General Manager - Public Sector; SVP*

- Expanded role to have full P&L responsibilities for over 1/3rd of Seven Bridges revenue. Our business unit includes 15 people in my department with 105 people total matrixed in.
- Drove revenue growth, e.g. a 300% increase in revenue from 2018-2021; expect to grow 2022 revenue by 20-50% over target. Built robust pipeline, exceeding 2021 bookings targets by over 40%
- Drove an agile transformation and reorg across Seven Bridges (approx 330 employees). Key outcomes: i) establishing our business unit as an incubator and innovation center; ii) reducing context switching; iii) increasing synergies; iv) continued evolution from a waterfall towards more agile.
- Grew team to leverage strengths & build capacity to meet future needs and opportunities. Collaborated with business and technical leads company-wide to help the entire business unit evolve for success
- Engaged continuously with key stakeholders, e.g. serving as a co-chair for the NIH System Interoperability working group, which facilitates interoperability between analysis ecosystems across the NIH.
- Led key engagements directly. Serve as Principal Investigator for two high value (over 1.5M ACV) contracts to set strategic direction, represent the project to various stakeholders, and drive progress.

*Program Director; SVP*

Oct 2018 - Nov 2021

- Built and led a multi-disciplinary, distributed team of program managers, principal investigators, engineers, and community engagement managers. Empowered and supported team members.
- Set strategic direction to develop differentiating capabilities for data analysis and distribution ecosystems.
- Aligned product development such that new capabilities achieved maximum impact both locally and across the Seven Bridges ecosystem.
- Developed opportunity pipeline through (i) triage and response to RFPs; (ii) development of strategic partnerships and relationships to shape new opportunities; (iii) active scientific community engagement.

*Lead - Diagnostics; SVP*

Oct 2017 - Oct 2018

- Responsible for product and development strategy, customer relations and success, and driving innovation and value within the Diagnostic and Clinical space
- Co-developed and implemented processes to improve product development; including quantifying business impact, resource allocation, and return on investment
- Maintained and developed sales pipeline through multiple methods spanning cold-calls to onsite demonstrations with client leadership to shape and develop multi-million dollar proposals.

- Refined Seven Bridges pricing model based on existing client usage and historical growth. Created a model that aligned our financial interests with the clients while also providing clear revenue growth.

*Director of Program Management*

Nov 2016 - Oct 2017

- Closely collaborated with key stakeholders to curate the Seven Bridges Product Roadmap which guides a  $\geq 200$  member cross-functional team
- Represented the company at multiple high-level meetings and talks including invited presentations and pitches to C-Suite
- Co-developed and implemented process to improve capability prioritization, product-market fit, and go-to-market plans. Aligned product launches to external pressures and opportunities

*Program Manager - Automation*

Nov 2015 - Oct 2016

- Interacted with diverse external stakeholders, from executive level to technical staff at organizations ranging from federal governments and pharmaceutical companies to academic, nonprofit and biotechs.
- Researched, understood, & prioritized the user needs. Curated this info into the Product Roadmap.

**Translational Neural Engineering Lab; EPFL**

2012-2015

*Senior Scientist*

*Lausanne, Switzerland*

- Innovated research directions through supervision of three PhD students. Led development of a brain- spinal interface in rats. First team to demonstrate robot control after spinal cord injury.
- Slashed clinical characterization time by modeling response to vestibular prosthetic onset, then searching over the model's parameter space. This search would have been infeasible in patients.

**Neuroprosthetics Control Group; ETH Zurich**

2009 - 2012

*Postdoctoral Researcher*

*Zurich Switzerland*

- Designed, executed, and analyzed experiments to test cortical activation preceding movement. Provided crucial support for rehabilitated rats regaining control after spinal cord injury. Established chronic extracellular recording capabilities and infrastructure for closed-loop neuroprosthetic control

## EDUCATION

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**The University of Florida**

*Dec 2008*

PhD in Biomedical Engineering

**The Pennsylvania State University**

*Dec 2002*

BS in Electrical Engineering

## PATENT

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**J. DiGiovanna et al.**, System and method for BMI control using reinforcement learning, US Patent No. US20100137734 A1. [\[link\]](#) Priority date: 2007. Issue date: June 2015.

## SELECTED PUBLICATIONS

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*I have >35 peer-reviewed journal or conference publications. Complete [list](#) with links to full-texts.*

- JW Lau, E Lehnert,... , **J DiGiovanna**, et al., The Cancer Genomics Cloud: Collaborative, Reproducible, and Democratized A New Paradigm in Large-Scale Computational Research *Cancer Res*; 77(21); e36
- R. van den Brand\*, J. Heutschi\*, Q. Barraud, **J. DiGiovanna**, et al., Restoring Voluntary Control of Locomotion after Paralyzing Spinal Cord Injury *Science*, vol 336, pp. 1182-1185, 2012

## SELECTED INVITED TALKS

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*Some early talks are linked below. Complete list on my [website](#).*

- Wolfram Data Summit: [Leveling the Playing Field for Cancer Genomics](#) Fairfax VA (Sept 22 2016)
- Festival of Genomics: [Precision Medicine in the Million Genome Era](#) Boston MA (June 29, 2016)