

# JACK DIGIOVANNA

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## SUMMARY

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Results-driven, solution-oriented leader with 15+ years of progressive experience in biotechnology, data science, and executive leadership. Proven track record of innovation and delivering measurable results in fast-paced, competitive markets. Strong executive presence and emotional intelligence. Core competencies:

- **Strategic Leadership:** Successfully led multidisciplinary teams of up to 120 people, driving revenue growth 300% and exceeding bookings targets by 40%.
- **Innovation:** Pioneered breakthroughs in connecting data by leveraging international standards, expanding research data available to pharma and academic users to 48PB.
- **Business Acumen:** Managed P&L responsibilities for \$12M+ in revenue, increased optimization by 15%, and doubled ARR while increasing margins by 12%.
- **Scientific Expertise:** Deep knowledge in multiomics data integration, data science, and neuroscience, with over 50 peer-reviewed publications

## RECENT EXPERIENCE

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### Velsera

Oct 2023 - present

#### *Chief Science Officer*

- Drove strategy on multi-omic and clinical data discovery for pharmaceutical companies and data generators. Developing GTM for technology supporting data generation, assembly, access, & analytics.
- Led portfolio (>\$10M, 100k services hours across 13 accounts) of government & non-profit business as Principal Investigator. Served in officer roles including *System Owner* (FedRAMP) and *PI* (dbGaP).
- Created first commercial integration with NCBI *Sequence Read Archive*, providing seamless access to >28PB of research data via international standards (GA4GH DRS & Passports).

#### *Head of Science Strategy; SVP*

Nov 2022 - Sept 2023

- Realigned largest pharmaceutical partnership (>\$20M TCV) by understanding their changing needs. Designed deal to align economic incentives across organizations, got internal buy-in across C-Suite.
- Refined value prop of newly merged company, created and gave first public presentations of Velsera after announcement at JPM. Set the bar for executive communication.
- Transformed Health Initiative business unit within a merger of three diverse companies. Incorporated new commercial team, evolved processes, & framed concepts to onboard leadership team.
- Led strategic, cross-functional initiatives, e.g. re-prioritizing Roadmap and personnel allocation to deliver features supporting all business units and capture an additional \$2M of services revenue.

### Seven Bridges

Nov 2021 - Oct 2022

#### *General Manager - Public Sector; SVP*

- Expanded role to full P&L responsibilities for over 1/3<sup>rd</sup> (~\$12M) of Seven Bridges revenue; increased optimization 15%. Business unit had 120 people (15 direct, 105 matrixed) and >125k services hours.
- Analyzed existing professional service rates across all labor categories, updated costs, overhead, etc to update rates. Successfully negotiated these rates (30+% increase) with our clients.
- Created multi-tenant model for analysis ecosystem, this platform addressed previously blocked TAM. Doubled ARR and increased margin by 12%.
- Drove an agile transformation/reorg company-wide (~ 330 employees). Key outcomes: i) establishing business unit as an incubator and innovation center; ii) increasing synergies between government and biopharma use cases; iii) reducing context switching; iv) relentless customer focus.
- Led integration with the *NIH STRIDES Initiative* so that thousands of NIH-supported researchers on our Platforms could leverage STRIDES's negotiated discounts with multiple Cloud Service Providers.
- Engaged continuously with key stakeholders, e.g. serving as co-chair for *NIH System Interoperability working group* from 2020 - 2024; Serving on External Advisory Board for *Imaging Data Commons*.

*Program Director; SVP*

Oct 2018 - Nov 2021

- Led collaborative data ecosystem analysis with analytics team responsible for multiple TAs and DAs at a top 5 pharma. Designed solution to maximize impact today with a 'future-proof' foundation.
- Created and [demonstrated](#) previously impossible interoperability across four NIH data ecosystems to put >20PB of research data at researcher's fingertips. Led teams and aligned external collaborators.
- Drove revenue growth, e.g. 300% increase in revenue from 2018-2021. Built robust pipeline, e.g. exceeding 2021 bookings targets by over 40%.
- Built and led a multi-disciplinary, distributed team (n=20) of program managers, principal investigators, engineers, and community engagement managers. Empowered & supported team members.
- Expanded available data 10x for ZERO Childhood Cancer researchers by connecting data on their supercompute resources (Australia) with Children's Brain Tumor Network data (AWS US East).
- Award winning presentation on how to teach data science using research platforms at key conference (CI4CC). Created user engagement funding; FTEs in this area increased from 0.25 (2015) to 6 (2023)

*Lead - Diagnostics; VP*

Oct 2017 - Oct 2018

- Guided team through down-round, severe economic headwinds, and significant change. Created and implemented org-wide processes and improvements to adapt these changes and continue growing.

*Director of Program Management*

Nov 2016 - Oct 2017

- Co-developed and implemented process to improve Product Roadmap prioritization & go-to-market plans across government, biotech, & pharma. Aligned product launches to external opportunities.

*Program Manager - Automation*

Nov 2015 - Oct 2016

- Researched, understood, & prioritized the user needs. Created a [set of recipes and tutorials](#) to show capabilities and self-onboard users to newly upgraded (with breaking changes) API.

**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, & analyzed experiments to test cortical activation preceding movement. Provided support for rehabilitated rats regaining control after spinal cord injury.

## EDUCATION

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**The University of Florida** PhD in Biomedical Engineering

*Dec 2008*

**The Pennsylvania State University** BS in Electrical Engineering

*Dec 2002*

## PATENT

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

## SELECTED PUBLICATIONS

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*Complete [list](#) of >50 peer-reviewed journal or conference publications (h-index = 21) with linked full-texts.*

- LD Hughes, G Tsueng, **J DiGiovanna**, et al., "Addressing barriers in FAIR data practices for biomedical data" *Scientific Data* 10(98) 2023

- JW Lau, E Lehnert, ... , **J DiGiovanna**, et al., "The Cancer Genomics Cloud: Collaborative, Reproducible, & Democratized" *Cancer Res*; 77(21) 2017
- 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

## RECENT TALKS

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*More complete [list](#) with video links where available.*

- Real World Wednesdays [A bridge to somewhere: genomics and RWD](#) episode 163 (Jan 2025)
- BioTechX EU, Improving accuracy and efficiency leveraging a pangenome reference. (Oct 2024)
- The NIH Aging and AD/ADRD Omics Data Resources: A Path to Interoperability, Computing beyond the shining sea. (July 2024)
- FAIR Data Symposium @ BioIT: Building on a FAIRly Strong Foundation to Connect Academic Research to Translational Impact (April 2024)
- BioTechX EU: Catalyzing immunotherapy via improved prioritization of neoantigens. (Oct 2023)
- NIH AD/ADRD Platforms FAIRness: [Session Chair - Current NIH Data Ecosystems](#) (June 2023)
- Discovery & Diagnostics Summit: [Connecting teams & data to deliver insights](#) Boston MA (May 2023)

## REVIEW PANELS

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*Jack has served on multiple NIH review panels in specialized areas of biomedical research.*

- NIH MCST-E (Member Conflict: Science and Technology - Emerging Technologies) Study Section [March 2025]
- ZRG1 IVBH-A (Special Emphasis Panel: Integrative Vascular Biology and Hematology - A) [Nov 2024]
- NIH Center for Scientific Review Special Emphasis Panel [August 2024]