

JAI S. BHAKTA

Austin, TX · bhaktajai@gmail.com · linkedin.com/in/bhaktajai · jaibhakta.com

Profile

Healthcare and life sciences strategy professional with eight years across biopharma, medical devices, and diagnostics. Specializes in competitive intelligence and corporate strategy built on primary-research-driven frameworks, multi-source triangulation, and quantitative scoring methods turning ambiguous business questions into executive-ready decisions on portfolio, pipeline, and capital allocation. Designed and directed the build of an AI-enabled competitive intelligence platform.

Experience

Jupiter Capital Management | VP, Healthcare and Life Sciences Business Development and Strategy

Remote | Jul 2025 - Present

- Run strategic and commercial diligence on biotech and medical device targets, structuring each assessment around competitive positioning, IP defensibility, development-stage risk, and commercialization pathway to produce an investment-grade view of fit
- Translate competitive intelligence and clinical signals into executive-ready diligence memos, building the evidence chain supporting senior leadership decisions on capital deployment and partnership structure
- Build the US healthcare and life sciences practice end to end: target-account prioritization frameworks, proposal development, engagement scoping, hiring criteria, and AI-enabled research workflows raising diligence velocity and quality

Eradigm Consulting | Senior Associate Consultant, Competitive Intelligence and Corporate Strategy

Remote | Apr 2022 - Feb 2024

- Led a competitive intelligence engagement for a top-pharma client using a reverse-engineering method: decomposed an observed industry improvement in candidate-to-blockbuster conversion (roughly 1-in-20 to 1-in-10) across phase, therapeutic area, and modality, then isolated five causal drivers (portfolio prioritization, TA mix, modality shift, BD inflows, and R&D structure) to inform the client's R&D capital-allocation strategy
- Designed a six-pillar corporate strategy framework through a build progression of qualitative-to-quantitative synthesis: 29 primary interviews across four competitor firms, distilled into a five-axis scoring rubric and a four-archetype competitor typology informing senior leadership strategy
- Led a seven-member oncology insights team across ASCO, ESMO, and EHA, running a rapid-cycle intelligence operation of 40-plus KOL interviews per cycle and three flash readouts daily driving real-time pivots in client CAR-T positioning against bispecific and BCMA rivals
- Built bi-weekly CEO-level competitive battle cards on post-launch CAR-T performance, triangulating Citeline, Cortellis, AlphaSense, and Trial Trove secondary data against KOL primary research, applied directly in client earnings and investor road-show Q&A
- Co-authored proposals securing six new engagements (~\$2.5M) and mentored five-plus analysts on primary research and narrative construction, lifting insight turnaround 25 percent and earning repeat work from multiple top-pharma clients

Decisive, Inc. | Analyst, Competitive Intelligence and Market Insights

Remote | Sep 2020 - Apr 2022

- Designed and ran a 24-month longitudinal competitive intelligence program on an anti-OX40 atopic dermatitis asset, defining the competitive set (JAK and IL-13 monoclonal antibodies) and triangulating Citeline, Cortellis, and KOL networks to track the asset through its out-license and inform client lifecycle strategy
- Drove a PD-L1 IV-to-subcutaneous formulation transition study during a competitor Phase II/III surge, compiling safety, device, and adoption signals into a formulation-strategy and lifecycle-management recommendation
- Conducted 20-plus payer and HCP interviews and co-authored business development pitch decks winning six engagements (~\$1.7M), broadening the oncology, neurology, dermatology, and women's health portfolio and reducing report cycle time 30 percent

Independent Project

AI-Enabled Competitive Intelligence Platform for Life Sciences | Personal Project

2026

- Designed and directed the build of a working competitive intelligence platform retrieving evidence from live biomedical sources (openFDA, ClinicalTrials.gov, PubMed), structuring it across nine analytical lenses per drug asset, and generating client-grade decks and reports with citations grounded in retrieved evidence
- Architected a multi-agent generation pipeline (planning, composition, and independent review passes) with a fact-grounding gate halting generation when evidence is insufficient, plus multi-pass QC including automated identifier validation and rendered-output review before any deliverable ships
- Owned architecture, technical decisions, and the quality bar, directing implementation to specification under review

Skills and Methods

Methods: competitive decomposition and reverse-engineering analysis, longitudinal competitive monitoring, multi-source triangulation (primary and secondary), quantitative scoring rubrics and archetype synthesis, commercial and strategic diligence, financial modeling (DCF, comparables, scenario analysis). Platforms: Citeline, Cortellis, AlphaSense, Trial Trove, Reuters Eikon, GlobalData. Executive reporting in Excel and PowerPoint. Working Python. Languages: English and Gujarati (Native).

Earlier Experience

- City of Hope, Business Development Intern (Jan - Apr 2020): conducted competitive analysis, opportunity assessment, patient-flow analysis, and product positioning for select assets, with financial modeling on partnership deal evaluation
- NanoSens Innovations (acquired by Cardea Bio, 2021): built market intelligence and product profiles for a dCas9 graphene biosensor, identifying gene-editing QC and validation as an adjacent market beyond the platform's point-of-care diagnostics positioning
- Keck Graduate Institute and Medtronic Neurovascular: graduate capstone applying Lean Six Sigma to QC, calibration, and raw-material inspection processes, including a tracking dashboard, for cleanroom manufacturing of balloon catheters, stents, and neurovascular devices
- UT Austin Clinical Neuroendocrinology Laboratory: undergraduate research in neuroendocrine signaling

Education

Columbia Business School: Certificate in Business Excellence, Venture Capital Private Equity Program, Nov 2024 (non-degree)
Keck Graduate Institute: Master of Business and Science, Applied Life Sciences, Medical Devices and Diagnostics concentration, May 2020. GPA 3.73. Bonnie Busenberg and Robert A. Day Scholarships
The University of Texas at Austin: BSA, Biology, minor in Telugu, May 2018