

NIA S. SAYYED

Raleigh, NC | Washington, DC
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Dynamic, results-driven professional with strong communication, problem-solving, and relationship-building abilities. Brings a unique blend of scientific expertise and business acumen to excel in consultative, solution-based sales. Adept at translating complex scientific concepts into clear, compelling value propositions. Committed to advancing impactful healthcare solutions through strategic innovation and an interdisciplinary approach.

EDUCATION

MASTER OF MICROBIAL BIOTECHNOLOGY

North Carolina State University | Raleigh, NC | Expected: May 2026

- Concentration in Upstream Biomanufacturing & Clinical Development
- Gilead, Novonesis, and Vitality.AI business development graduate consultant

BACHELOR OF SCIENCE IN PUBLIC HEALTH, MINOR IN BIOCHEMISTRY – PREMED TRACK

American University | Washington, DC | May 2023

- Public Health Scholar: Competitive, interdisciplinary 3-year honors program focused on global health
- Johns Hopkins Contact Tracing Certificate & CITI Institute Review Board Certified

PROFESSIONAL EXPERIENCE

JUNIOR ACCOUNT MANAGER

TriMkt – Smart Circle International | Raleigh, NC | 2024 – Present

- Directed sales and consulting operations for a team of 15+, driving \$7M+ in client revenue through strategic planning and performance optimization.
- Trained and coached professionals in consultative sales, data-driven decision-making, and client relationship management.
- Delivered strategic recommendations to clients, improving customer acquisition and retention outcomes.

GRADUATE TEACHING ASSISTANT

North Carolina State University | Raleigh, NC | 2025 – Present

- Facilitated microbiology lab sessions emphasizing experimental design, data interpretation, and scientific communication.
- Developed teaching materials simplifying complex biological concepts for diverse learners, improving comprehension and engagement.
- Collaborated with faculty to align curriculum objectives with applied learning outcomes.

MEDICAL LABORATORY TECHNICIAN

Duke University Hospital: Clinical Microbiology | Durham, NC | 2023 – 2024

- Performed diagnostic microbiology testing and quality assurance procedures to support accurate disease identification, process reliability, and regulatory compliance.
- Collaborated with interdisciplinary healthcare teams to interpret analytical results, streamline workflows, and maintain operational excellence in a high-volume testing environment.
- Trained and mentored new technicians in standardized methods, data integrity, and Good Laboratory Practice (GLP) principles to improve efficiency and ensure consistency across laboratory operations.

RELEVANT EXPERIENCE

PUBLIC HEALTH CONSULTANT

Medstar Health: Heart and Vascular Institute | Washington, DC | 2023 – 2024

- Designed a workforce development program through a comprehensive needs assessment, SWOT, and cost-benefit analysis to address a critical clinical talent shortage.
- Collaborated with healthcare executives to build curriculum models integrating clinical, technical, and regulatory components.
- Delivered final recommendations and executive summary presentation with clear implementation roadmap and projected ROI.

PUBLIC HEALTH INTERVENTIONIST

Space Healthcare Clinic | Nairobi, Kenya | 2022 – 2025

- Designed and implemented community-based health interventions focused on infectious-disease prevention and health education, improving outreach and program participation.
- Collaborated with local health workers, physicians, and NGOs to assess community needs, coordinate vaccination drives, and strengthen patient-tracking systems.
- Delivered data-driven reports and presentations on intervention outcomes, translating field findings into actionable recommendations for clinic management and public-health partners.

GRADUATE CONSULTING EXPERIENCE

GILEAD SCIENCES

AUGUST 2025 – PRESENT

- Partnered with Gilead's global R&D and portfolio strategy teams to evaluate emerging biotechnologies across virology, oncology, and inflammation therapeutic areas.
- Conducted landscape analyses and applied Technology Readiness Level (TRL) assessments to prioritize high-impact innovations for investment and strategic partnerships.
- Delivered concise commercialization briefs and executive presentations translating complex scientific findings into actionable business and innovation strategies.

NOVONESIS CO-OP

JAN 2025 – MAY 2025

- Partnered with cross-functional R&D and business teams to identify commercialization opportunities for enzyme-based biomanufacturing solutions.
- Conducted competitive and market landscape analyses to inform product positioning and client engagement strategies.
- Translated complex technical data into business-relevant insights and investor-ready narratives for decision-making and client communication.
- Supported process optimization projects that enhanced production efficiency and strengthened Novonesis' market positioning in sustainable biosolutions.

VITALITY. AI

Project Lead

AUG 2024 – DEC 2024

- Led market research and go-to-market strategy development for an AI-driven health technology platform focused on occupational wellness.
- Defined customer segments, validated use cases, and developed messaging that bridged technical innovation with market demand.

- Collaborated with a multidisciplinary team to prepare investor materials and commercialization deliverables, improving project readiness.
- Synthesized user insights into actionable data to refine value proposition and product design.

CORE COMPETENCIES

- Technology Commercialization & Market Analysis
- Technology Readiness Level (TRL) Assessment
- Project Management & Cross-Functional Collaboration
- SBIR/STTR & Non-Dilutive Funding Strategy
- Strategic Communication & Stakeholder Engagement
- Biomanufacturing & Regulatory Literacy
