

F. KENNEDY MCDANIEL, PH.D.

415.390.6116 | k@kennedymcdaniel.com | [twitter](#) | [linkedin](#) | kennedymcdaniel.com

Bio-optimist entrepreneur and operator. Deeply motivated by human need and technologically obsessed with the cutting edge of biology, algorithms, and hardware. Highly empathic leader that recruits and motivates teams with focus, speed, and agility.

AREAS OF EXPERTISE

Cross-functional Leadership
Team Building
Entrepreneurship
Product Management

Fundraising
Partnership Development
Project Management
Growth Marketing

Research & Development
Strategy
Stakeholder Management
Patents

PROFESSIONAL EXPERIENCE

[BANTING PBC](#) | SAN FRANCISCO, CA

2019-Present

Founder & CEO

Our public benefit corporation is the first company focused on the insulin vertical with products addressing accessibility and affordability, bringing US patients access to up to 70% time and cost savings.

- Built and deployed 3 products including: (i) a patient-pharmacy marketplace for savings on brand-name insulins, (ii) an insulin-focused telemedicine enablement product for physicians, and (iii) a proof-of-concept biomanufacturing of insulins
- Led outreach and fundraising, closing over \$200k including investment from Mucker Capital and recruitment of an advisory team including the former CTO of GoodRx and a physician and Director at One Medical.
- Product Management & Development, Marketing, A/B testing, User Research, Partnership Development, Internal Operations, Growth Marketing

[KONIKU INC](#) | BERKELEY, CA

2017-2019

Chief of Staff, (May 2019 – Sept 2019)

Operations Lead (Nov 2017 – May 2019)

Koniku's novel approach to biotech uses biology as a fundamental technology, operating with a blue ocean strategy. The Konikore is a portable smelling device that merges living biology with traditional hardware and software technologies.

- Lead development of the Konikore – an IoT smelling device with living biosensors.
- Negotiated \$12M in contracts with Fortune 500 companies.
- Improved employee alignment by 57% by redefining project initiation and reporting.
- Oversaw company growth from 7 to 24 employees while improving the average time to productivity to 29 days.
- Built a continuous reporting pipeline from internal to client-facing decks, decreasing employee time cost by 30% and increasing client satisfaction.

F. KENNEDY MCDANIEL, PH.D.

415.390.6116 | k@kennedymcdaniel.com | [twitter](#) | [linkedin](#) | kennedymcdaniel.com

[ADIVO ASSOCIATES](#) | SAN FRANCISCO, CA

Feb 2017 – Oct 2017

Associate Consultant

Adivo Associates is a boutique, international consulting firm specializing in rare diseases and deep biotech.

- Managed teams across 3 continents delivering on-time or ahead of schedule for client strategy.
- Consulted for healthcare and biotech companies at all stages of commercial deployment in the US, EU, and Asia.
- Opportunity exploration, market research, modeling, and forecasting to deliver strategic insights and guidance.

INDEPENDENT CONSULTANT | LITTLE ROCK, AR

Jan 2016 – Mar 2017

Independent Consultant

- Designed a clinical research trial for cost-saving treatment of surgical complications to decrease hospitalization time.
- Provided market entry strategies based on ongoing medical device trial.
- Pre-submission review for over 20 publications to top science journals.

UNIVERSITY OF ARKANSAS FOR MEDICAL SCIENCES

Aug 2014 – Oct 2016

Curriculum Quality Improvement

- Designed and established a curriculum review system that guaranteed both input and accountability to all stakeholders which improved alignment of feedback and actionability.

UNIVERSITY OF ARKANSAS FOR MEDICAL SCIENCES

Jan 2015 – Nov 2016

Medical Education Research

- Proposed system-level changes to reduce physician burnout based on my research into key drivers of burnout in physicians, residents, and medical students.
- Innovative research into systemic and employer drivers of physician burnout in hospital systems.

Postdoctoral Fellow, Department of Neurobiology

Oct 2013 – May 2014

- Developed an neuro-organoid screening assay to evaluate candidate compounds for inhibition of tumor formation.

SELECTED TALKS

- “[Biology is Technology](#)”, Emerging to Converging Technologies: The Future World by Gordon Institute of Business Science and Georgia Tech, 2019
- “[Neurotechnology](#)”, TechWits Podcast, 2019
- Panelist, XR On the Bay, “The Immersive Mind and Body”, Advanced Imaging Society, 2018
- Panelist, A.I. Global Tech Summit, “On the Edge”, Tech Bay Area Advocates, 2018

PATENTS AND PUBLICATIONS

- **F. Kennedy McDaniel**, Marius Guerard, Oshiorenoya E Agabi. Methods of predicting emotional response to sensory stimuli based on individual traits. WO2019183612A1, United States Patent and Trademark Office, Published 26 September, 2019.

F. KENNEDY MCDANIEL, PH.D.

415.390.6116 | k@kennedymcdaniel.com | [twitter](#) | [linkedin](#) | [kennedymcdaniel.com](#)

- Renaud Renault, **F. Kennedy McDaniel**, Oshiorenoya Agabi. System and Method for Detecting Signals from a Cell. US Application 62/858162, United States Patent and Trademark Office, 06 June, 2019.
- **Kennedy McDaniel**, Marius Guerard, and Oshiorenoya Agabi. Universal Odor Code Systems and Odor Encoding Devices. US Application US 62/655,682, United States Patent and Trademark Office, 10 April, 2018.
- **Kennedy McDaniel**, Marius Guerard, and Oshiorenoya Agabi. Methods For evaluating Physiological Response to Stimulus. US Application 62/647,395, United States Patent and Trademark Office, 23 March 2018.
- Melanie C. MacNicol, Chad E. Cragle, **F. Kennedy McDaniel**, Linda L. Hardy, Yan Wang, Karthik Arumugam, Yasir Rahmatallah, Galina V. Glazko, Ania Wilczynska, Gwen V. Childs, Daohong Zhou & Angus M. MacNicol. (2017). "Evasion of regulatory phosphorylation by an alternatively spliced isoform of Musashi2" Nature Scientific Reports.
- Smeds MR, Thrush CR, **McDaniel F**, et al. (2017) "Relationships Between Burnout and Study Habits on General Surgery Resident Performance on the ABSITE." 12th Annual Academic Surgical Congress.
- **Cragle, F.K.** and Baldini, G. (2014). "Mild lipid stress induces profound loss of MC4R protein abundance and function." Molecular Endocrinology.
- **McDaniel, F.K.** and Molden, B.M., et al. (2012). "Constitutive, cholesterol-dependent Endocytosis of MC4R is essential to maintain receptor responsiveness to α -MSH." The Journal of Biological Chemistry.

EDUCATION

College of Medicine, University of Arkansas for Medical Sciences, 2014 – 2016

- Successfully completed through passage of USMLE Step 1 Examination.

Post-doctoral Fellow – Department of Neuroscience, 2013-2014

Ph.D. Interdisciplinary Biomedical Sciences, 2009-2013, University of Arkansas for Medical Sciences

- Developed innovative multidisciplinary project (neuroscience, genetics, molecular and cell biology, nutrition).
- Discovered a novel mechanism by which diet alters hunger, lead to competitive R01 grant funding with budget >\$1.7M USD from the National Institutes of Health (NIH).
- Published 2 peer-reviewed, first-author papers and received the Bhuvan Excellence in Research Award, the highest student honor at UAMS.

Bachelor of Science in Biology, 2006-2009, University of Miami