

Ari Dworsky

Chicago, IL | (612) 559-5880 | aridworsky@yahoo.com

SUMMARY

Life sciences professional with a foundation in biomedical science and business analytics, managing specialty product sales across the Atlanta and Carolinas territories. Supported a \$116M branded product launch from pre-launch to commercialization, contributing as a marketing intern before transitioning into a sales role. Built analytical tools that tracked sales performance and supply status across the territory. Trained 20+ representatives on vancomycin pharmacokinetics and pharmacodynamics, equipping the team to navigate complex clinical conversations with confidence.

EXPERIENCE

Hikma Pharmaceuticals | Chicago, IL

Sales Associate - Specialty Injectables | October 2025 – Present

Territory Account Management and Analytics Team Lead for specialty injectable portfolio, including \$116M product launch

- Generated \$1.4M in specialty injectable sales across the Atlanta and Carolinas territories through Q1-Q2, using internal sales data to prioritize accounts by volume and opportunity, converting new accounts while transitioning existing ones
- Developed an Excel-based tracking tool monitoring how 150+ hospital pharmacies prepared vancomycin, identifying 40+ high-opportunity accounts based on preparation workflow to support a \$61M antibiotics market entry strategy
- Supported marketing team with executive summaries on gram-positive infection treatment and key prescribing indications, strengthening clinical messaging and commercial materials
- Built an inventory forecasting model using historical sales data to predict product depletion risk and optimize launch timing for TYZAVAN™, enabling the specialty team to launch in Q4 2025 and avoid \$8M+ in potential inventory waste

Hikma Pharmaceuticals | Chicago, IL

Marketing Intern - Specialty Injectables | June 2025 - October 2025

Launch preparation and marketing coordination for TYZAVAN™ product introduction

- Supported new product launch by leading weekly team meetings across sales, supply chain, and marketing teams, generating progress reports and administrative documents for launch timeline
- Prepared business presentations and go-to-market strategy resources for TYZAVAN™ launch, researching competitive positioning, market size, and sales strategy for specialty representatives
- Maintained competitive landscape by monitoring competitor products, regulatory updates, and clinical developments in disease management; delivered market research findings to inform product positioning and messaging strategy

Parcel Ping | Chicago, IL

Market Research Internship | September 2024 – April 2025

Market analysis and product strategy for SaaS reverse logistics tracking platform

- Conducted market research and data analysis supporting MVP development for fraud-prevention platform, analyzing return patterns across 100+ e-commerce retailers to identify high-impact product features; insights directly informed roadmap priorities that contributed to 200% customer growth (15 to 45 clients in Q2 2025)
- Delivered business intelligence reports on fraud rates, damage patterns, and returns activity across target verticals (apparel, electronics, CPG), compiling data insights to guide sales strategy

Loyola University Chicago | Chicago, IL

Research Assistant | August 2023 – August 2024

Neuroscience research designing protein assays focused on drug discovery for psychiatric and neurological disorders

- Performed 60+ neurotransmitter protein assays analyzing dopamine and serotonin transport mechanisms, delivering weekly analytical progress reports to Pharmacology and Neuroscience departments and contributing data to peer-reviewed research on CNS drug targets
- Designed experimental protocols to evaluate drug candidates utilizing False-Fluorescent Neurotransmitters (FFN) data, applying quantitative analysis and scientific rigor to inform pre-clinical development and future research directions

EDUCATION

Loyola University Chicago | Chicago, IL

Master of Science in Molecular Pharmacology & Master of Business Administration (MS/MBA) | December 2025

Dual degree combining pharmaceutical sciences with business administration

- GE Healthcare - Multinational Capital Budgeting Report: Performed budgeting analysis for global investments, applying Net Present Value (NPV), Internal Rate of Return (IRR), and risk assessment to evaluate project viability across international markets
- Taller De Jose – Client Service Data Analysis: Presented statistical analysis on 7,900+ client interactions using regression modeling and data visualization, assessing program effectiveness and delivering recommendations to nonprofit leadership