Manny Tamargo

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Personal Statement

PhD-trained tissue engineer and biotech founder with experience across therapeutic and industrial biotech commercialization. Proven track record in scientific due diligence, market analysis, and early-stage strategy. Passionate about translating complex science into actionable insights that inform investment decisions and shape innovation strategy.

Education

Columbia University, BS in Biomedical Engineering   Sept 2012 – May 2016
- GPA: 3.8/4.0

Columbia University, PhD in Tissue Engineering   Sept 2016 – October 2021
- Thesis Advisor: Gordana Vunjak-Novakovic

Experience

CTO & Founder, Edge Bio – New York, NY   Jan 2022 – April 2024
- Secured $580K in pre-seed funding through 100+ investor pitches by translating technical R&D into compelling commercial narratives, backed by TAM models, pricing strategy, and risk-adjusted financial forecasts
- Led 90+ stakeholder interviews with process engineers, manufacturing leads, and R&D directors to evaluate unmet needs and purchasing behavior, informing a pivot from a licensing model to a recurring consumable-based go-to-market strategy
- Built financial models and market analyses that shaped product prioritization and narrowed focus to high-margin, scalable stem cell-derived inputs for consumer biotech

Analyst, Helikon Consulting – New York, NY   Aug 2021 – Nov 2022
- Performed scientific due diligence on emerging biotech startups, writing technical memos to complement investment materials and distilling complex data into theses that supported $30M+ in funding and acquisition decisions
- Produced investor-focused content on healthcare and industrial biotech innovations that directly influenced investment decisions by clarifying scientific risk, competitive positioning, and commercial viability
- Led platform strategy workshops that distilled complex technologies into risk and opportunity frameworks, directly shaping investor decisions on a $50M+ biotech investment

PhD Candidate, Columbia University – New York, NY   Aug 2017 – Oct 2021
- Communicated high-stakes biomedical research to 75+ clinicians, investors, and technical stakeholders to build buy-in and guide strategic partnerships
- Developed a patented drug testing platform for preclinical therapeutic development and commercialization efforts, leading to partnership discussions with Merck
- Translated clinical data into actionable insights, aligning biomedical and hospital-based teams to utilize organ-on-a-chip research for autoimmune disease diagnosis
- Bridged technical R&D with commercialization potential, resulting in 11 peer-reviewed publications and 4 patents in diagnostics and tissue engineering

Projects & Awards

Entrepreneurship First Cohort   Winter 2024
- Evaluated commercialization potential and early-stage strategy development of 3 deep biotech technologies through 65+ customer discovery interviews with technical and operational stakeholders

Columbia Venture Competition First Place   Spring 2023

- Won first place in presenting Edge Bio to 50+ New York-based VC investors; pitched a novel stem cell-based ingredient and secured early $15K for the start-up concept

Myocarditis Detection Tool   Spring 2021

- Led a team of 4 to build an artificial intelligence algorithm to diagnose autoimmune patients with myocarditis and won $125k to explore clinical and commercial feasibility

Courses and Certificates

- **Securities Industry Essentials (SIE)** – In Progress

- **Machine Learning in Finance** – Columbia Business School (PhD coursework)

- **Power and Influence in Organizations** – Columbia Business School (PhD coursework)

Skills

Strategy & Analysis

- Scientific due diligence, market sizing, go-to-market strategy, customer discovery, business model design, platform evaluation

Finance & Modeling

- TAM analysis, valuation modeling, pricing strategy, financial forecasting, risk-adjusted models, pitch deck development

Data & Technical

- Machine learning fundamentals, clinical data interpretation, Python (basic), R (advanced), MATLAB (advanced), Excel modeling, R&D translation

Stakeholder Communication

- Investor engagement, technical writing, cross-functional collaboration, executive presentations, workshop facilitation

Hobbies and Interests

Beekeeper	3D Printing	Organic Gardening
Pottery	Biohacking	
Languages:	French (Beginner)	Spanish (Fluent)