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## **Dartmouth Fellow Position at San Francisco-based Close Concerns, Inc.**

**Close Concerns is a healthcare information company focused on diabetes and obesity, dedicated to improving patient outcomes by educating researchers, business leaders, doctors, and patients about cutting-edge diabetes and obesity news and research.** We publish a subscription news service, *Closer Look*, which provides up-to-the-minute analysis on events in the diabetes and obesity fields. Our subscribers include a wide range of large and small companies and nonprofit organizations in the diabetes and obesity arenas. We also advise leaders in these fields on a variety of strategic issues, ranging from new product introductions to primary market research with patients and healthcare providers. Close Concerns is well respected in the diabetes community and has an active advisory board of world-class endocrinologists, cardiologists, and primary care physicians. Our firm is led by Kelly Close (Amherst '90, Harvard Business School '95) and is staffed by four principals, four full-time associates, and a range of part-time contributors now in medical school, business school, PhD programs, and select post-doctoral positions.

**The Dartmouth Fellow position is ideal for someone with a significant science or economics background, or experience working in these areas. Additional interest in public health and/or business is also appropriate.** The position is ~10-12 weeks in duration and will be offered every academic quarter to one Dartmouth student. Dartmouth Fellows assume significant responsibility and autonomy with Close Concerns while working closely with one or two people in the company. Dartmouth Fellows will complete an independent project in an area of particular interest to them and the company. Successful Dartmouth Fellows have received bonuses for their strong performance, and there is the possibility of being extended a full-time offer following graduation.

### **The Dartmouth Fellow position entails a wide range of projects, tasks, and opportunities:**

- Analyzing, synthesizing, and summarizing data used in internal analysis projects for improving business operations
- Opportunities for substantial responsibility stemming from the small size of the company
- Researching, analyzing, writing, and editing reports for *Closer Look* based on attending and reporting on major research meetings when extra help at these meetings is needed
- Participating in calls and interviews with world-renowned experts in diabetes and obesity
- Significant opportunities to learn the cutting-edge medical science of diabetes and obesity
- Broad and deep exposure to multiple facets of the healthcare industry, including drug development, drug regulation, public health, clinical care, and business
- Opportunities to meet with international leaders in diabetes medicine and top business leaders in the fields of diabetes and obesity
- Opportunities to participate in healthcare-focused management consulting projects

### **Requirements**

- Demonstrated academic excellence (minimum GPA of 3.5; occasional waivers granted depending on diabetes knowledge and interest)
- Strong critical thinking, analytical, and quantitative skills
- Strong attention to detail

- Strong interest in science
- Outstanding writing and editing skills
- High energy and ability to keep multiple projects moving forward simultaneously
- Ability to work independently and collaboratively as part of a team
- Outstanding interpersonal skills
- Reliability; commitment to schedules and deadlines; ability to be flexible

**Not required, but desirable:**

- Experience with MS Excel
- Technical/IT experience
- Business background or experience with social media and online marketing

**Benefits**

- Office stocked with healthy food
- Bonus for strong performances
- Gym membership and mindfulness/meditation subsidy
- Close Concerns can provide housing upon request

For more information on Close Concerns, see [www.closeconcerns.com](http://www.closeconcerns.com).

**How to Apply**

Applications are reviewed on a rolling basis, so early applicants receive priority review.

**The final deadline for the summer Dartmouth Fellowship is Friday, July 14.**

- Apply via our online portal at <https://closeconcerns.workable.com>
- In addition to the question fields in our online application, please attach the following as a **single merged PDF document in the "Resume" field**:
  - Resume as PDF – please include undergraduate GPA as well as name of your high school and GPA or rank
  - Transcript in PDF format (unofficial accepted, but GPA must be included)
  - A cover letter answering these 2 questions:
    - Why are you drawn to work for a company focused on diabetes, obesity, digital health, and public health?
    - How are your skills a fit for this position?
- **PDFs may be merged using <https://smallpdf.com/merge-pdf>**. Please email Ann Carracher (Dartmouth '17) at [ann.carracher@closeconcerns.com](mailto:ann.carracher@closeconcerns.com) if you have any problems with the application form.

**Praise from Past Dartmouth Fellows**

*My time at Close Concerns has been one of the most valuable experiences I have had in my undergraduate career. I had so many exciting opportunities to not only learn about, but also interact with many different players within medicine and public health. As a Dartmouth Fellow, you are given the chance to really make a difference in a company that has huge influence within the field – an opportunity difficult to come by as an undergraduate student. – Melissa An (Dartmouth College '14; Close Concerns Full Time Associate 2014-2016)*

*Working at Close Concerns provided an inside look at aspects of the healthcare field that undergraduate classes at Dartmouth do not touch on. I acquired a holistic understanding of the economics, technological advancements, and newest drug developments in the fields of diabetes and obesity. I enjoyed interacting with key opinion leaders and traveling both nationally and internationally to attend conferences. Most of all, I appreciated the family atmosphere in the office and the newly installed walking treadmill desk. – Marissa Lynn (Dartmouth College '13, Fulbright Scholar in South Korea)*

*I really valued the autonomy that I was given as a Dartmouth Fellow, as well as the synergistic working environment. I felt that I had full control over my projects and was given the opportunity to focus on a specific aspect of the company that most interested me. Furthermore, the working environment was a supportive one in which everyone got feedback and help from each other, making it much easier to tackle large projects and work together with other Close Concerns team members. – Adam Kraus (Dartmouth College '14, Mount Sinai School of Medicine '19)*

*My time as a Dartmouth Fellow has given me incredible insight into the challenges associated with treating chronic disease, and I now have a much better understanding of how the different parts of our healthcare system fit together. Working alongside an amazing team of remarkably intelligent and driven individuals, I learned a great deal about medicine and public health as well as the current efforts being made to improve the health and wellbeing of millions of Americans. In addition, I was given the freedom and autonomy to shape various projects, and I really valued the opportunity to contribute to the overall mission of Close Concerns in a meaningful way. Working as a Dartmouth Fellow is a very unique opportunity to grow both personally and professionally, and I feel very lucky to have been welcomed into the Close Concerns family for an amazing ten weeks. – Leda Espinoza (Dartmouth College '16)*

#### **Praise from Close Concerns Associate Alumni!**

*Associates at Close Concerns have more independence and responsibility than almost any other graduates fresh out of college. The job is exciting, fast-paced, and the best testing ground I could imagine for learning how to become successful in any field. I have drawn upon the skills I learned at Close Concerns to succeed in medical school and will undoubtedly continue to do so for the rest of my career, both as a clinician and as someone who plans to pursue clinical research. – Jenny Jin (Harvard College '06, University of California at San Francisco School of Medicine '12, current resident at Harvard, orthopedic surgery)*

*Close Concerns has given me both a deep and broad understanding of the numerous forces and players that shape health, from researchers to physicians, payors, and pharmacy benefit managers. At Close Concerns, I have had the chance to travel to diabetes conferences around the US and the world, speak with key diabetes thought leaders, pursue topics of personal interest related to diabetes, and even write a 160-page book about type 1 diabetes for patients and families. As an associate at Close Concerns you are given both significant responsibility and latitude, and as a result grow immensely, personally and professionally. It is a job that will engage and challenge you*

*in ways that provide true, life-long rewards.* – Lisa Rotenstein (Harvard College '11, Harvard Medical School '16)

*It is difficult to put into words how much I learned while working at Close Concerns. Beyond exposure to a side of healthcare, medicine, and business that few of my peers have experienced, I learned a great deal about myself. I found the work both invigorating and challenging and I gained confidence in myself and my abilities that I know is going to make me a better physician and a better human being.* – Jessica Swienkowski (Vassar College '08, Dartmouth Medical School '14 and Chair of the AAMC Organization of Student Representatives)

*While I certainly value the skills I learned at Close Concerns, I am most appreciative of the perspective I gained. The work gave me an exhaustive understanding of the many forces driving medical care and health policy – where those forces succeed and where they fall short. My experiences at Close Concerns have fueled my own passion to be persistent, resourceful, and dedicated in my own career.* – Eric Chang (Pomona College '09, University of California at San Francisco School of Medicine '14, current resident at UCLA, radiation oncology)

*The experience of working at Close Concerns ended up teaching me more than I could have imagined. In brief, my experience has framed my medical career and helped shape my life goals. Throughout medical school I have still drawn upon the skills and knowledge I learned, and I know that these skills and the relationships I made through Close Concerns will last a lifetime.* – Mark Yarchoan (Amherst College '07, University of Pennsylvania School of Medicine '12, current resident at University of Pennsylvania, internal medicine)

*While at Close Concerns I mastered the art of finding creative solutions to tough problems. This confidence is a powerful asset to have when facing seemingly impossible challenges.* – Kaku Armah (Amherst College '07, currently pursuing a PhD in Public Health at the University of Pittsburgh)

*My one-year at Close Concerns gave me a confidence, maturity, perspective, and capability uncommon in my peers at medical school. The small company has a unique structure that allows associates to learn directly from principals, who are inspiring, talented, and passionate businesspeople, and to feel comfortable contributing in creative and powerful ways.* – Dan Belkin (Amherst College '06, Weill Cornell Medical College '12, current resident at University of Pennsylvania, internal medicine)

*Simply put, I loved working at Close Concerns because I was able to work with incredibly bright, driven and generally fun people. Coming from finance, it was a breath of fresh air to be able to actually make something happen when I had a good idea—I really felt like I was making an actual impact with my work.* – Jen Lesser (Amherst College '07, Harvard Business School Class of 2013)

*Graduating from Amherst College, I had many opportunities to work in consulting with*

*top firms. I chose Close Concerns because I saw tremendous opportunities in a growing organization with a meaningful social purpose and mentoring by principals I could learn from and respect. Every one of my hopes was surpassed. – Katelyn Gamson (Amherst College '04, University of California at San Francisco School of Medicine '10, current resident at CPMC, internal medicine)*

*In the past two years I have learned – deeply and continuously – about how companies and clinicians are addressing the urgent worldwide epidemic of diabetes; how to build a successful small business; and how to think creatively and cooperatively in times of uncertainty. I consider myself supremely lucky for the skills I have honed and friendships I have formed at Close Concerns. – Joseph Shivers (Harvard College '10, Columbia University College of Physicians & Scientists '17)*