

## DAVID K. WYMAN

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### SUMMARY

David has industry expertise in healthcare and healthcare technology and functional expertise in product, operations, business development, and P&L management. Most recently he served as Head of M&A and Business Development for the life sciences division of Datavant, a PE-backed, \$1B+ revenue health tech company. He led thesis development and diligence for what was one of Datavant's largest acquisitions. Prior to Datavant, he served as Head, Commercialization & Marketing at Amwell, a healthcare technology company that successfully IPO'ed during his tenure and achieved a peak valuation of \$8B, where he was made responsible for the P&L of the majority of the \$120M health plan business. Prior to Amwell, he served as Product Director at Onduo, a healthcare technology startup acquired by Google, where he led the launch of the second product. He also has healthcare investment banking, venture capital, and Fortune 50 (Merck) experience. He received his BA and MBA from Harvard.

### EXPERIENCE

2024-2025 **DATAVANT** *Head of M&A and Business Development, LSEPS*

- Led thesis development, identifying areas of product and sales expansion for the \$100M life sciences business. Led sourcing and prioritization of targets. Led diligence which resulted in one of the largest acquisitions in Datavant's history (of Aetion), and a significant expansion for the life sciences business.

2020-2023 **AMWELL** *Head, Commercialization & Marketing (promoted from Senior Director)*

- Responsible for multiple P&Ls (urgent care, behavioral health, virtual primary care, dermatology, and musculoskeletal), comprising the majority of our \$120M health plan business. Responsible for marketing and product approach.
- Identified a low acuity behavioral health product need, evaluated the competitive landscape, and diligenced and acquired SilverCloud Health for \$320M (figure includes one other acquisition).
- Led Clinical Programs department. Created Amwell's clinical program strategy, drove the team's collective program building (buy, build, or partner) and market launch, and optimized performance of the existing portfolio. Responsible for P&L.
- Identified MSK and dermatology product needs, evaluated the competitive landscape, conducted BD, negotiated agreements, and launched joint solutions with Sword Health (MSK) and DermatologistOnCall (dermatology).

2017-2020 **ONDUO** *Director, Product*

Google and Sanofi launched startup with \$500M to build a virtual diabetes clinic. Acquired by Google.

- Responsible for the launch of Onduo's second product, Hypertension, including product design, GTM approach, and operational readiness. Led cross-functional team.
- Responsible for continuous glucose monitor (CGM) product, a core differentiator. Responsible for roadmap. Led cross-functional team. Success metrics: members offered CGM within 10 days increased from 10% to 70%; members confirming willingness to wear CGM within 10 days increased from 1% to 30%; members wearing CGM within 30 days increased from 1% to 8%.
- Developed expertise in the Google product management playbook.

2014-2014 **BESSEMER VENTURE PARTNERS** *Investor*

- Responsible for telemedicine sector diligence and company evaluation for investment. Left role to attend HBS.

2013-2014 **MERCK (MEDICAL INFORMATION & INNOVATION DIVISION)** *Divisional Head of Operations, Senior Specialist*

- Division created Merck's digital health strategy and formed 12 partnerships in its first year to improve Merck's clinical data access. Received Merck's Divisional Award for my contributions in creating our operational scaffolding.

2010-2013 **RAYMOND JAMES (HEALTHCARE INVESTMENT BANKING)** *Senior Analyst (promoted from Intern then Analyst)*

Team completed \$1B+ of M&A and capital markets advisory.

- NeuroLogica: Sale to Samsung. Wrote information memorandum and produced financial projections.
- Pyramid Healthcare: Partnered closely with CEO and CFO on sale to Clearview Capital.
- Mayo Clinic: Partnered closely with Mayo leadership to raise capital for proton beam facility.

### EDUCATION

2014-2016 **HARVARD BUSINESS SCHOOL** MBA

2006-2010 **HARVARD COLLEGE** BA

### PERSONAL

On Saturday you may find me with my wife, Becky, and sons, Alex, Ben, and Charlie (we didn't aim for "ABC" I promise!), exploring our neighborhood, at our local park, or making pancakes. I love playing sports, especially soccer, tennis, paddle tennis, and chess.