

Samuel Sarmiento, MD, MPH, MBA

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PROFILE

- Physician, entrepreneur, and advisor in the life sciences and HealthTech.
- Consulting and executive experience in the life sciences.
- Extensive health economics and clinical outcomes research experience.
- Proven writing experience both academically and in medical journalism.
- Skilled in public speaking and science communication.
- Ability to speak seven languages.
- MPH & MBA with experience in public health, design-thinking, market research, bioethics, and health economics.



EDUCATION & TRAINING

- 2017–2018 **Postdoctoral Fellowship**
Johns Hopkins University School of Medicine • Baltimore, MD
Postdoctoral fellowship in peripheral nerve surgery and clinical outcomes research, Department of Plastic Surgery. *Preceptors:* Gedge Rosson, MD; Lee Dellon, MD, PhD.
- 2015–2017 **Masters of Public Health (MPH) and Business Administration (MBA)**
Johns Hopkins University • Baltimore, MD
#1 public health school in the world. Focus: health economics and bioethics. GPA: 3.4.
- 2013–2014 **Internship in General Surgery**
Mayo Clinic • Rochester, MN
Provided direct patient care at the level of a PGY-1 resident and assisted in surgery and anatomy labs for students.
- 2003–2010 **Medical Doctor (MD)**
Universidad del Azuay • Cuenca, Ecuador
GPA: 3.8; Cumulative Grade Average: 46/50; class top ten percent.
- 2002–2003 **High School Diploma**
Steelton-Highspire High School • Harrisburg, PA
Cumulative GPA: 4.0; Cumulative Grade Average: 98.48.



WORK EXPERIENCE

2018–Present **Founder & CEO**

Juniper Life Sciences • San Diego, CA

Strategy consulting in the life sciences directed at biotech and HealthTech. [juniper.life](https://www.juniper.life)

- I created a consulting company with a mission to provide key strategy insights to clients in biotech, HealthTech, and other areas of the life sciences.
- I manage a team of consultants and analysts to provide targeted solutions to our clients. I lead the team on a variety of projects ranging from health economics and outcomes research (HEOR) to strategy consulting.
- My skills include business development, team management, and organizational leadership.
- I spearheaded the growth of our firm transitioning to strategy consulting for biotech and HealthTech clients in 2022.

2024–Present **Medical Advisor**

Instant Hydration • Austin, TX [Remote]

Instant Hydration is poised to become one of the world leaders in electrolyte hydration. As an advisor, I leverage my clinical background to ensure medical accuracy and integrity in the company's medical strategy. [instanthydration.com](https://www.instanthydration.com)

2024–Present **Expert Contributor**

Drugwatch.com • Orlando, FL [Remote]

Drugwatch is a consumer advocacy organization. I work closely with medical and legal experts to provide the public with information about high-risk medical products and health issues. [drugwatch.com/contributors](https://www.drugwatch.com/contributors)

2024–Present **Editorial Staff**

BetterHelp • Mountain View, CA [Remote]

Part of the editorial team for BetterHelp, the global leader in online therapy services. I collaborate with a multidisciplinary group of experts to ensure the accuracy and completeness of medical information presented as part of the Mental Health Library initiative. [betterhelp.com/advice/editorial_team](https://www.betterhelp.com/advice/editorial_team)

2024–Present **Physician Contributor**

Opt Health • San Francisco, CA [Remote]

Opt Health is a telehealth platform with the mission to reconnect people with health, wellness, strength, and sexual vitality through the science of preventive medicine. I contribute to Opt Health's medical content strategy. [getopt.com/meet-the-team](https://www.getopt.com/meet-the-team)

- 2023–Present **Adjunct Faculty – Health Economics**
American Vision University • Anaheim Hills, CA [Remote]
Contributor in health economics at AVU, a Southern California-based university that aims to provide a high-quality and accessible online learning environment.
avu.education/about-avu/faculty
- 2022–Present **Advisor – Medical Strategy**
Simedya • Beverly Hills, CA [Remote]
As an advisor, I leverage my clinical background and knowledge in health technology to guide the development and application of this AI-enabled solution. simedy.com
- 2022–Present **Chief Advisor**
Primaverra Clinic • New York, NY [Remote]
Online telemedicine clinic that provides holistic treatment programs for patients with obesity that includes nutritional guidance, exercise coaching, lifestyle modification, and medications where appropriate. joinprimaverra.com/about
- Jul–Sep 2022 **[Consulting] Research Program Coordinator**
Johns Hopkins School of Medicine – Centro SOL • Baltimore, MD
Assistance with the implementation of a family-centered, culturally tailored public health intervention to improve body mass index (BMI) and other measures of cardiovascular risk among Latino children in Baltimore, Maryland. jhcentrosol.org
- Sep–Dec 2020 **[Consulting] Research Analyst**
Resilience Health • New York, NY [Remote]
Company that supported businesses during the COVID-19 pandemic. Along with expert advisors, I assisted with the analysis of clinical and epidemiological data to generate evidence-based recommendations for our clients. resiliencehealth.com
- 2019–2023 **Angel Investor and Advisor**
HeyDoc • Cuenca, Ecuador
HeyDoc was a health technology application that aimed to improve access to health care by connecting patients to doctors in their area. Home health services. heydoc.io
- Apr 2019–
Jan 2020 **[Consulting] Director of Market Development**
AstonMedica • Beverly Hills, CA [Remote]
AstonMedica was a marketing, PR, technology sourcing, EMR software integration, training and staffing company for aesthetic practices and med spas. astonmedica.com

- Mar–May 2017 **Teaching Assistant**
Johns Hopkins Bloomberg School of Public Health • Baltimore, MD
TA for the “Politics of Health Policy” course with Dr. Vicenç Navarro; spring session.
- Jun–Oct 2016 **Production Assistant**
NBC News • 30 Rockefeller Plaza, New York, NY
Fellowship in medical journalism. Publications at samuelsarmiento.contently.com.
- 2015–2017 **Research Fellow**
Johns Hopkins University School of Medicine • Baltimore, MD
Various projects with the breast reconstruction team in the Department of Plastic Surgery, authoring 20 papers in peer-reviewed journals. *Mentor:* Gedge Rosson, MD.
- 2014–2015 **Primary Care Physician**
Private practice • Cuenca, Ecuador
Provided primary care in an urban setting.
- July 2009 **Research Assistant**
University of Pittsburgh Medical Center • Pittsburgh, PA
Helped with dissections for the development of a new surgical technique for the endoscopic, endonasal approach to the petrous ICA. *Mentor:* Daniel Prevedello, MD.
- Winter 2009 **Research Fellow**
Universidad del Azuay • Cuenca, Ecuador
Graduation thesis on “How to Set Up a Microsurgery Training Laboratory in a Developing Country.” *Mentor:* Pablo Peña-Tapia, MD.



HONORS & AWARDS

- 2022 **British Medical Journal – Annual List of Reviewers**
Public acknowledgement for serving as a reviewer on the journal since 2021:
bmjopen.bmj.com/pages/thank-you-to-our-reviewers.
- 2018 **Shenaq Award**
Given to the best oral presentation at the Plastic Surgery Research Council 63rd Annual Meeting, in Birmingham, Alabama, in May 2018.
- 2017 **Dr. Leroy E. Burney Award**
Monetary award for the best essay on a public health issue critical to the world.

- 2017 **Spirit of Student Assembly Award**
Award at Johns Hopkins University for exemplary service to peers and the school as a member of the student assembly.
- 2016 **Medical and Educational Perspectives (MEP), Campaign for Progress**
Competition to raise public awareness of public health issues in Baltimore. We won and were awarded \$10,000 to implement a pediatric head injury prevention program.
- 2012 **SENESCYT Scholarship**
Competitive scholarship for postgraduate studies from the Government of Ecuador.
- 2003 **President's Award for Educational Achievement, Steelton-Highspire HS**
Presented to the top ten percent students in the graduating class.



LEADERSHIP & SERVICE

- 2017 **T. Rowe Price/Johns Hopkins Biotechnology Equity Research Externship**
Twelve-week selective externship. Built a financial model with a discounted cash flow valuation for a pre-profit biotechnology company.
- 2016–2017 **Newcomer Student Support Team**
Volunteer at the Commodore John Rodgers School in Baltimore working to help Spanish-speaking children adapt to the system and experience academic growth.
- 2016–2017 **Student Assembly Member-at-Large**
Served for one academic year at Johns Hopkins Bloomberg School of Public Health.
- 2016 **Johns Hopkins Consulting Club (JHGCC) Biotech Case Competition**
Participated in this biotech case competition to make recommendations for a product developed at Hopkins, "respEQ."
- 2015–2016 **Student Assembly Vice-President for Honors & Awards**
Served for one academic year at Johns Hopkins Bloomberg School of Public Health. Organized the largest annual fundraiser to help students attend conferences.
- 2006–2009 **"Integral Medical Relief" Project**
Participated in health campaigns with fellow medical students and attending physicians to provide healthcare to an underserved tropical community in Ecuador.



PUBLICATIONS

[PubMed: [ncbi.nlm.nih.gov/pubmed/?term=samuel+sarmiento](https://pubmed.ncbi.nlm.nih.gov/?term=samuel+sarmiento)

Google Scholar Profile: scholar.google.com/citations?user=HgAAMWMAAAAJ&hl

ResearchGate: researchgate.net/profile/Samuel-Sarmiento ; ORCID: [0000-0002-6362-9434](https://orcid.org/0000-0002-6362-9434)]

- **Sarmiento S**, Wen C, Cheah MA, Lee SB, Rosson GD. Malpractice Litigation in Plastic Surgery: Can We Identify Patterns? *Aesthet Surg J*. 2020 May 16;40(6):NP394-NP401. doi: 10.1093/asj/sjz258.
- **Sarmiento S**, McColl M, Musavi L, Habibi M, et al. Male Breast Cancer: A Closer Look at Patient & Tumor Characteristics and Factors that Affect Survival Using the National Cancer Database. *Breast Cancer Res Treat*. 2020 Apr;180(2):471-479. doi: 10.1007/s10549-020-05556-y. Epub 2020 Feb 10.
- **Sarmiento S**, Bienert C, Siotos C, Foster D, Manahan MA, Rosson GD. Time to Final Breast Reconstruction: Effect on Quality of Life and Associated Factors. Submitted to *Breast Cancer Res Treat*, February 2022.
- **Sarmiento S**, Pierre J, Dellon AL, Frick K. Tibial Nerve Decompression for the Prevention of the Diabetic Foot: A Cost-Utility Analysis Using Markov Model Simulations. *BMJ Open* 2019;0:e024816. doi:10.1136/bmjopen-2018-024816.
- **Sarmiento S**, Cooney CM, Manahan, MA. Letter to the Editor: Revisiting the Abdominal Donor Site: Introducing a Novel Nomenclature for Autologous Breast Reconstruction. *Plast Reconstr Surg*. 2018 Dec. doi: 10.1097/PRS.0000000000005021.
- **Sarmiento S**, Pierre J, Dellon AL, Frick K. Tibial Nerve Decompression for the Prevention of the Diabetic Foot: A Cost-Utility Analysis Using Markov Model Simulations. *Plast Reconstr Surg Glob Open*. 2018 Apr; 6(4 Suppl): 13-14. [Abstract]
- **Sarmiento S**, Cheah MA, et al. Malpractice Litigation in Plastic Surgery: Can We Identify Patterns? *Plast Reconstr Surg Glob Open*. 2018 Apr; 6(4 Suppl): 89. [Abstract]
- Cheah MA, **Sarmiento S**, Lesko RP, et al. Association of preoperative opioid use and postoperative complications following breast reconstruction. *JPRAS* 83 (2023) 258–265. doi: 10.1016/j.bjps.2023.05.007.
- Cheah MA, **Sarmiento S**, Bernatowicz E, Rosson GD, Cooney CM. Online Patient Resources for Breast Implant-Associated Anaplastic Large Cell Lymphoma: A Readability Analysis. *Ann Plast Surg*. 2020 Apr;84(4):346-350.
- Siotos C, **Sarmiento S**, Cooney CM, Manahan MA, Rosson GD. Cost-Effectiveness Analysis of Silicone vs Saline Implant-Based Breast Reconstruction Using the BREAST-Q. *Plast Reconstr Surg*. 2018 Nov 21. doi: 10.1097/PRS.0000000000005194.
- Bello RJ, **Sarmiento S**, Meyer ML, Rosson GD, Cooney DS, Lifchez SD, Cooney CM. Understanding Surgical Resident and Fellow Perspectives on their Needs for Operative Performance Feedback: A Qualitative Study. *J Surg Educ*. 2018 Apr 20. pii: S1931-7204(17)30840-1. doi: 10.1016/j.jsurg.2018.04.002.

- Musavi L, **Sarmiento S**, Sacks JM, Aliu O. Impact of Insurance, Hospital Type & Sociodemographic Factors on Breast Reconstruction Rates: A Look at National Trends. *J Am Coll Surg*. 2018 Oct; 227(4):S34-S35. doi: 10.1016/j.jamcollsurg.2018.07.055.
- Stone JP, **Sarmiento S**, Bu J, Bhat D, Temple-Oberle C. Immediate Breast Reconstruction in Alberta: A Canadian Perspective. *Plast Reconstr Surg Glob Open*. 2018 Apr; 6(4 Suppl): 73-74. [Abstract]
- Stone JP, **Sarmiento S**, Bu J, Shack L, Huang L, Temple-Oberle C. Factors influencing wait times in a Large Canadian Population. Part I: Delayed Breast Reconstruction. *Plast Reconstr Surg Glob Open*. [Accepted for publication: May 2018.]
- Stone JP, **Sarmiento S**, Rosson GD, et al. Relative Drop in Hematocrit after Flap Autologous Breast Reconstruction Predicts Patient Complications. *JPRAS*. [Accepted for publication: March 2018.]
- Lesko RP, Cheah MA, **Sarmiento S**, Cooney CM, Cooney DS. Post-Operative Complications of Panniculectomy and Abdominoplasty: A Retrospective Review. *Ann Plast Surg*. 2020 Jan 15. doi: 10.1097/SAP.0000000000002220.
- Stone JP, Siotos C, **Sarmiento S**, Rosson GD, et al. Implementing Our Microsurgical Breast Reconstruction Enhanced Recovery After Surgery (ERAS) Pathway: Obstacles in Consensus and Recommendations. *Plast Reconstr Surg Glob Open*. 2018;6:e1855. doi: 10.1097/GOX.0000000000001855.
- Seu M, Cho B, Pigott R, **Sarmiento S**, Pedreira R, Bhat D, Sacks J. Trends and Perceptions of Electronic Health Record (EHR) Usage Among Plastic Surgeons. *Plast Reconstr Surg Glob Open*. 2020;8:e2709; doi: 10.1097/GOX.0000000000002709.
- Cheah MA, Bello RJ, Siotos C, **Sarmiento S**, Rosson GD, et al. Health-Related Quality of Life Throughout the Breast Reconstruction Process: A Prospective Study of 300 Patients. [Submitted to PRS, March 2018.]
- Cheah MA, **Sarmiento S**, Rosson GD, et al. Preoperative Use of Opioids and Risk of Postoperative Complications After Breast Reconstruction. [Abstract presented at the Plastic Surgery Research Council Annual Meeting, May 2018, Birmingham, AL.]
- Bhat D, Kachniarz B, Seu M, Li X, Martin R, **Sarmiento S**, Cho B, Reddy S, Sacks J, Mao HQ. In-vitro Characterization of a Nanofiber-Hydrogel Composite for Improved Fat Graft Survival. [Abstract presented at the Plastic Surgery Research Council Annual Meeting, May 2018, Birmingham, AL.]
- Sood G, Aifesehi P, Cooney CM, **Sarmiento S**, Caffrey J. Reducing Hospital-Acquired Infections by Reducing Microbial Bioburden in the Burn Intensive Care Unit: A Quality-Improvement Study. [Grant application submitted to the Johns Hopkins Armstrong Institute Seed Grants Program, July 2017.]
- Bello RJ, **Sarmiento S**, Rosson GD, Lifchez S, Cooney CM. Understanding the Role for Operative Performance Rating Tools in Meeting Surgical Trainee Feedback Needs: A Qualitative Study. *Plast Reconstr Surg Glob Open*. 2016 Jun; 4(6): e780.

- Batdorf N, Lemaine V, Lovely J, Ballman K, Goede W, Martinez-Jorge J, Booth-Kowalczyk A, Grubbs P, Bungum L, Saint-Cyr M. Enhanced recovery after surgery in microvascular breast reconstruction. *JPRAS*. 2015;68(3):395–402. [Mentioned in acknowledgements.]
- Martinez-Jorge J, Batdorf N, Lovely J, Ballman K, **Sarmiento S**, Lemaine V. Enhanced Recovery Protocol After Microsurgical Breast Reconstruction: A Cohort Study. [Abstract presented at the Midwestern Association of Plastic Surgery Meeting, May 2014, Chicago, IL.]
- **Sarmiento S**, Pena-Tapia P. How to set up a microsurgery training laboratory in a developing country. *Universidad del Azuay Institutional Repository*. 2010.
- **Sarmiento S**, Munoz JM, et al. Relationship of pulmonary function to chronic domestic wood smoke inhalation in a town in the rural Andes. *Universidad del Azuay Institutional Repository*. 2004. [Spanish]



PEER REVIEW

[Web of Science Profile: webofscience.com/wos/author/record/AAE-8364-2022]

- Alshannaq H, Pollock RF, Joubert M, et al. Cost-utility of real-time continuous glucose monitoring versus self-monitoring of blood glucose in people with insulin-treated type 2 diabetes in France. [Rejected]
- Hannula A, Miettinen L, Lampainen K, et al. Cost of surgical treatment for ulnar nerve entrapment in Finland, 2011-2015: a registry-based cost description study. *BMJ Open*. 2023;13(6):e068964. doi:10.1136/bmjopen-2022-068964.
- Zhao S, Cheng Y, Tong X, et al. Cost-effectiveness of recombinant tissue-type plasminogen activator for acute ischaemic stroke with unknown time of onset: a Markov modelling analysis from the Chinese and US perspectives. *BMJ Open* 2022;12:e065133. doi: 10.1136/bmjopen-2022-065133.
- García-Pérez L, Ramallo-Fariña Y, Vallejo-Torres L; INDICA team. Cost-effectiveness of multicomponent interventions in type 2 diabetes mellitus in a cluster randomised controlled trial: the INDICA study. *BMJ Open*. 2022 Apr 8;12(4):e058049. doi: 10.1136/bmjopen-2021-058049.
- Rasenberg N, van Middelkoop M, Bierma-Zeinstra SMA, et al. Cost-effectiveness of custom-made insoles versus usual care in patients with plantar heel pain in primary care: cost-effectiveness analysis of a randomised controlled trial. *BMJ Open* 2021;11:e051866. doi:10.1136/bmjopen-2021-051866.



BOOKS

- **Sarmiento S**, McColl M, Habibi M. The Management of Male Breast Cancer. In: Cameron JL, Cameron AM, eds. *Current Surgical Therapy*. 13th ed. Philadelphia, PA: Elsevier Health Sciences; 2019.
- **Sarmiento S**, Rivadeneira A. Soluciones para el Dolor. 1st Spanish ed; 2020. Translation of: Dellon AL. *Pain Solutions*. 3rd ed. La Vergne, TN: Lightning Source; 2013.



PUBLICATIONS IN MEDICAL JOURNALISM

Jun–Oct 2016 **NBC News Health & Medical Unit**

A total of 16 publications as a medical fellow for NBC News. Full list available at samuelsarmiento.contently.com.



ORAL PRESENTATIONS

September 15, **Latino & Proud: Overcoming Challenges and Adversities**

2022 Moderator at this Hispanic Heritage Day event at Johns Hopkins Medicine – Centro SOL, Baltimore, MD.

June 1, 2018 **Cost-Effectiveness Analysis of Silicone vs Saline Implant-Based Breast Reconstruction**

10th Annual Johns Hopkins Plastic Surgery Research Symposium, Baltimore, MD.

May 19, 2018 **Malpractice Litigation in Plastic Surgery: Can We Identify Patterns?**

Plastic Surgery Research Council 63rd Annual Meeting, Birmingham, AL.

April 9, 2018 **Tibial Nerve Decompression for the Prevention of the Diabetic Foot: A Cost-Utility Analysis Using Markov Model Simulations**

American Association of Plastic Surgeons 97th Annual Meeting, Seattle, WA.

June 9, 2017 **Breast Reconstruction Implant Type Impacts Patient Satisfaction Reported by BreastQ**

9th Annual Johns Hopkins Plastic Surgery Research Symposium, Baltimore, MD.

June 9, 2016 **Understanding the Role for Operative Performance Rating Tools in Meeting Surgical Trainee Feedback Needs: A Qualitative Study**

8th Annual Johns Hopkins Plastic Surgery Research Symposium, Baltimore, MD.



PROFESSIONAL AFFILIATIONS

- 2022–Present Heterodox Academy
2017–Present Johns Hopkins Alumni Association
2014–Present Mayo Clinic Alumni Association
2013–Present American Medical Association, ME #31911100021
2009–2011 International Physicians for the Prevention of Nuclear War (IPPNW)



CERTIFICATIONS & LICENSING

- 10/2017 **Test d'Évaluation de Français adapté au Canada (TEF Canada)**
Reading: 261, C1; Listening: 316, C1; Writing: 378, C1; Speaking: 339, B2.
- 09/2017 **International English Language Testing System (IELTS), General Training**
Total score: 8.5/9 (Reading: 8.0, Listening: 8.5, Speaking: 9.0, Writing: 8.0).
- 05/2017 **Certificate in Bioethics and Public Health Policy**
Johns Hopkins Berman Institute of Bioethics.
- 12/2014 **Graduate Record Examination (GRE)**
Verbal: 161; Quantitative: 146; Analytical Writing: 4.5.
- 11/2014 **Test of English as a Foreign Language (TOEFL), iBT**
Total score: 118/120 (Reading: 30, Listening: 29, Speaking: 29, Writing: 30).
- 10/2014 **WES Credential Evaluation and Authentication Report**
U.S. equivalency summary: Doctor of Medicine. Ref #2646827.
- 05/2014 **Advanced Trauma Life Support (ATLS)**
Certified until May 2018.
- 06/2013 **Basic Life Support (BLS) & Advanced CV Life Support (ACLS)**
Certified until June 2015.
- 06/2013 **Minnesota State Medical License**
License #25332; limited; expired in June 2014. NPI: 1740622901.
- 02/2013 **Australian Medical Council MCQ Exam**
Total score: 267.
- 01/2013 **Medical Council of Canada Evaluating Examination (MCCEE)**
Total score: 341; 99th percentile.
- 10/2012 **Examen de Admisión a Estudios de Postgrado (EXADEP)**
Total score: 699.
- 11/2011 **ECFMG Certificate**
Certificate #0-877-801-1; EICS Number: E107916-9.
- 07/2011 **USMLE Step 1**
Three-digit score: 230; two-digit score: 99.

12/2010	Diplôme d'études en langue française (DELF) A1 Total score: 98.5/100.
02/2009	Cardiovascular Congress, Miami, FL 16 AMA PRA Category 1 Credits.
11/2008	59th Congress of Surgery, Punta del Este, Uruguay 32 hours of educational activities which count locally as CME credits.
10/2003	Test of English as a Foreign Language (TOEFL), paper-based Total score: 643 (98 th percentile).



SKILLS & PERSONAL

- **Skills:** Leadership, entrepreneurship, consulting, health care, health economics, clinical outcomes research, data analysis, science communication, public speaking, public health, bioethics, biostatistics, design-thinking, market research, business strategy, foreign languages.
- **Software:** Stata, TreeAge, Mendeley, RefWorks, REDCap, Adobe Photoshop, Google Workspace, Microsoft Word, Excel, PowerPoint, OneNote, and Outlook.
- **Languages:** Fluent in English, Spanish, French, Portuguese and Italian. Intermediate level of German and Dutch.
- **Others:** Hobbies and interests include playing guitar, learning languages, nonfiction literature, politics, traveling, fitness coaching, mixed martial arts, weightlifting, swimming, running, and mountain climbing.