Angelo J. Cruz Jr.

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PROFESSIONAL EXPERIENCE

Deloitte Consulting, LLP | Strategy and Analytics Practice　　　　　　Washington, D.C.
Consultant, Software Engineer, Data Analyst　　　　　　　　　　　　　Aug. 2016—Present

Customer Profitability and Pricing Analysis for a US Food Distributor　　May. 2019—Present

- Presented segmentation analysis to board of directors that identified ~$25MM in savings for the ~$4B portfolio
- Analyzed 20+ million client transactions using SQL, Python, R, and Excel to calculate KPIs and created Tableau dashboards detailing profitability in customer segments while also identifying leakages in sales and operations
- Created ETL jobs in SSIS to clean and format raw client data, saving 40+ hours of data prep work per pull

Business Transformation Strategy at a Large Healthcare Payor　　　Apr. 2019—May 2019

- Co-created a strategy outlining critical actions needed to migrate the entire organization's operations to a fee-for-value (FFV) based payment model while achieving ~$100 MM in new revenue
- Interfaced with multiple cross-functional teams as well as firm leadership to assess current state and craft feasible strategy for future day-to-day operations in workforce planning, business strategy, and technical applications

Go-To-Market Strategy for a Norwegian Medical Device Start-up　　Feb. 2019—Apr. 2019

- Coordinated research and presentation efforts across a 5-person remote team of junior staff
- Led a 2-person team in analyzing the $3B US Hospital Bed Market, including regulatory roadblocks
- Strategically priced the client product and forecasted ~$20 MM in revenue opportunity based on market-size

Technical Lead/Data Scientist – Cloud Migration Analysis for a Large Federal Agency　　Jul. 2018—Apr. 2019

- Developed optimization algorithms in R and converted results into a 15-year cloud migration roadmap for executives that would result in $2B+ estimated operating savings; strategic model and analysis turned into firm IP
- Created custom Gantt charts utilizing D3.js, JavaScript, and HTML/CSS to visualize migration timelines
- Clustered systems together based on quantifiable business metrics and underlying data similarities while also creating custom vector normalization and polynomial regression algorithms that allowed systems to be compared

Front-End Software Engineer for an Internal Data Analytics Product　　Aug. 2016—Jul. 2018

- Worked in a cross-functional team to design, implement, and test 50+ new features and 5 visualizations as part of an 8-person development team for the SEMOSS tool to increase user experience and functionality for 1000+ users
- Performed customer interviews to both better understand user pain-points and product functionality gaps
- Rapidly prototyped new features and doubled application performance via AngularJS, HTML/CSS, D3.js, WebGL, Bootstrap, and Webpack while integrating with RESTful JAX-RS backend services and versioning with Git
- Implemented user-tracking capabilities with Google Analytics and led unit-testing efforts using Jasmine

Booz Allen Hamilton | Federal Healthcare Practice　　　　　　　Washington, D.C.
Technology Consulting Analyst　　　　　　　　　　　　　　　　　Jul. 2015—Aug. 2016

- Utilized Excel data management tools and SQL to analyze 9,000+ financial health insurance transactions in order to map individual events to specific insurers, providers, and states
- Analyzed findings using Python to calculate payment error rates while also identifying potential sources of insurance fraud

EDUCATION

The Johns Hopkins University, Whiting School of Engineering　　　　Baltimore, MD
B.S. in Biomedical Engineering (Computational Biology Focus), Minor in Computer Science　　May 2015

SKILLS

- Financial Analysis, Pricing Analysis, Customer Segmentation, UI/UX, MedTech, Stakeholder Analysis
- JavaScript, HTML5, CSS3, AngularJS, ReactJS, SQL, Python, Java, AWS, RESTful Web Services, Hadoop, Linux