

# Dan Haight

Roxbury, NJ | dan@danalytics.com | linkedin.com/in/djhaight

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Analytics and Data Science leader with 10+ years driving operational excellence in healthcare, pharmaceuticals, and medical devices. Proven track record leading teams of 12+, delivering \$50M+ in documented savings through advanced analytics, ML/AI solutions, and process optimization. Combines technical depth in Python, SQL, and R with Six Sigma methodology to translate complex data into strategic business outcomes.

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## EXPERIENCE

### Director, Data Science

Merck & Co., Rahway, NJ | Nov 2024 - Present

- Designed and delivered multiple complex data models, dashboards, and a full-stack application converting raw clinical operations data into actionable insights for Continuous Improvement projects
- Developed and implemented 8 data models tracking compliance of Monitoring Excellence activities (site initiation visits, site validation visits, source document review, clinical supplies monitoring, on-site monitoring frequency) and Clinical Supplies Chain-of-Custody requirements
- Advanced team standard work by deploying documentation templates, Power BI dashboard templates, and co-creating cross-team workflows between CILs and CIAs with the CI Quality Lead
- Facilitated cross-functional collaboration to establish shared templates and workflows; acted as integrator for the Continuous Improvement Team to remove blockers and coordinate dependencies
- Partnered with direct reports to build Career Blueprints, define development goals, and set concrete action plans with regular coaching and feedback
- Applied Sigma Green Belt methods to ensure transparent metrics, structured problem solving, and accountable delivery
- Earned ACRP-CP and Merck Sigma Green Belt certifications

### Associate Director, Data Science

Merck & Co., Rahway, NJ | May 2023 - Nov 2024

- Led and coached a team of 12, completing 60+ projects delivering value across 6 therapy areas (HIV, COVID, ABX, CMV)
- Coached 2 internal direct reports, identifying career goals, strengths, and development opportunities

- Led the design and deployment of a new Jira board for Commercial Analytics and Solutions' Data Science Pharma, standardizing field selections and optimizing resource utilization
- Implemented new technical SOPs for code version control, code review and document storage, ensuring consistent project structure and optimal code deployment

#### **Associate Director, Supply Chain Analytics**

**Becton, Dickinson & Co.**, Franklin Lakes, NJ | Nov 2020 - May 2023

- Developed a Linear Programming Optimization automating product allocation for short-supply products, improving consistency in allocation decisions, reducing variation in customers' days-inventory-on-hand, and eliminating manual processing steps
- Implemented web browser-based 3D bin-packing model to improve utilization of parcel overpack shipping boxes, yielding ~\$300k annual savings in line-haul cost at pilot Distribution Center
- Developed multiple interactive dashboards and simulation tools enabling executive and operational team members to identify and reduce waste in expired, excess & obsolete inventory. Apps deployed via Azure VMs hosting Posit Connect & PostgreSQL, leveraging RStudio Shiny and JavaScript
- Identified 20+ significant product associations via Market Basket Analysis/apriori modeling, leading to co-locating SKUs to reduce motion waste

#### **Senior Manager, NA Supply Chain, Transportation CI**

**Becton, Dickinson & Co.**, Franklin Lakes, NJ | Nov 2019 - Nov 2020

- Coached Project Leaders in delivering >\$4.1M savings YTD in FY20, on track to exceed FY20 target of \$5M
- Improved LTL vendor OTIF performance by ~10% by identifying opportunistic shipping lanes and subsequent action plans
- Led Kaizen event at specialty Distribution Center, improving occurrence of “critical incidents” and customer experience
- Engaged NA Transportation Analytics team to develop strategic plan including expanding team capabilities

#### **Assoc. Director, Business Transformation & Process Optimization**

**UnitedHealth Group**, Minneapolis, MN | Jul 2018 - Nov 2019

- Led team of Six Sigma Black Belts, Project Managers, and Program Managers completing 14 projects (\$20.1M savings in 2018) and 18 projects (\$30.1M value in 2019), against annual goal of \$28.5M
- Developed and implemented team portfolio management process from project intake through prioritization and completion

- Implemented customer complaint operational dashboard with KPIs allowing operational leaders to present concise performance picture to internal and external customers

### **Six Sigma Black Belt/Consultant**

**UnitedHealth Group**, Minneapolis, MN | Sep 2016 - Jul 2018

- Led project implementing customer service and sales call center visual management and improved process instruction tools, resulting in \$2.1M annual hard savings
- Created and implemented project financial tracking tool (FPO) for Six Sigma practitioners and Project Managers
- Led full-cycle DMAIC project improving customer complaints related to account termination, resulting in \$232k annual benefit
- Led cross-business unit project creating governance process for fulfillment mailing materials, benefiting organization by \$1.7M over 12 months

### **Senior Continuous Improvement Manager**

**Quest Diagnostics**, Teterboro, NJ | Sep 2015 - Sep 2016

- Led DMAIC project improving defect rate of tests by redesigning specimen transfer process, improving on-time metric from 78% to 90%
- Developed regional strategy for implementation of Lean/Kaizen culture; organized and led Kaizen rapid improvement events
- Coached clinical laboratory supervisors and managers on data reporting techniques and business acumen

### **Business Manager**

**Saint Clare's Health System**, Dover, NJ | Sep 2013 - Sep 2015

- As Lean project leader, improved productivity and reduced overtime by consolidating resources, reducing worked FTEs by 26.5 (\$1.4M annual savings)
- Improved department revenue by 16% (\$2M annually) by implementing standard work practices and negotiating shared service agreements
- Contributed to 30% increase in organization net revenue as member of Revenue Cycle committee

### **Paramedic**

**Atlantic Health System**, Morristown, NJ | Sep 2007 - Mar 2017

- Provided Advanced Life Support clinical care including medication administration, IV cannulation, cardiac monitoring, and advanced airway interventions

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## EDUCATION

**Master of Science (M.S.), Analytics** | Jul 2018 - Aug 2020 Georgia Institute of Technology, Atlanta, GA

**Master of Engineering (M.Eng.), Healthcare Systems Engineering** | Jul 2015 - May 2018 Lehigh University, Bethlehem, PA

**Bachelor of Science (B.S.), Applied Science & Technical Studies** | Jan 2014 - Mar 2015 Thomas Edison State University, Trenton, NJ

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## SKILLS

**Expert:** Python, SQL, PostgreSQL, T-SQL, R, RStudio Shiny, Six Sigma, Lean, VBA, Probability & Statistics, Data Structures

**Intermediate:** Machine Learning, Power BI, JavaScript, Git, Azure

**Basic:** HTML/CSS, Django, AWS

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## CERTIFICATIONS

Certification	Issuer	Date
ACRP-CP (Certified Professional)	ACRP	Oct 2025 (exp. Nov 2027)
Sigma Green Belt	Merck	2024
CPIM (Planning & Inventory Management)	ASCM	Apr 2022
Six Sigma Black Belt	ASQ	exp. Jun 2028
Six Sigma Black Belt	UnitedHealth Group	Oct 2017
PCI Change Practitioner	ChangeFirst	Feb 2016