

# PHAN NGUYEN

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## EXPERIENCE

Sunovion Pharmaceuticals

Marlborough, MA

### Intern, Commercial Analytics & Data Innovation

Jun 2021 - Present

- Extract and transform media and website data of firm's top three drugs from Google Analytics and internal data.
- Build consolidated Tableau dashboards that combine media data with website data to provide actionable insights.
- Initiated documentation of dashboards metadata, data sources, dimension/metrics, and how data join together.

DEKKO Group JSC

Hanoi, Vietnam

### Oracle NetSuite Analyst

Jan 2021 - May 2021

- Extracted financial data from Oracle NetSuite (SuiteAnalytics); cleaned and transformed data.
- Designed sales and operations summary dashboards with Tableau; analyzed KPIs, presented insights to executives.
- Assessed system issues, assisted end-users regarding operational problems, coaching 30 staffs to ensure smooth transition from legacy platform.
- Customized front-end elements (forms, lists, workflows), updated records, and documented all data sets.

Sunovion Pharmaceuticals

Marlborough, MA

### Intern, Strategic Pricing and Contracting

Jun 2020 - Oct 2020

- Built financial models to quantify monetary impacts of changes in state and federal healthcare policies; communicated findings with management; saved firm \$300 million in potential liability.
- Reduced 80% time spent on reporting processes with Excel VBA macros: Part D rebate from 10 hours to 30 minutes, drug tier comparison from two hours to 10 minutes, Medicaid invoices reconciliation from five hours to an hour.
- Led team of six interns to brainstorm, develop and pitch best-in-class intern training program recommendation to HR.

IPA Asset Management

Hanoi, Vietnam

### Intern, Investment Analyst

Jun 2019 - Aug 2019

- Collected historical stock and financial statements data of ten public companies in petroleum and plastics industries.
- Analyzed data and constructed valuation models using DCF, Multiples, and NAV methods with Excel.
- Pitched stocks in plastics industries to aid portfolio managers in calibrating asset allocation for firm's \$3M portfolio.

## EDUCATION

University of North America

Fairfax, VA

Master of Science; Management and Data Analytics

Aug 2022

Bentley University

Waltham, MA

Master of Science; Finance

Aug 2020

Bachelor of Science; Corporate Finance, *Cum Laude*

May 2019

## ACADEMIC & PERSONAL PROJECTS

- **YouthRX Project** (2021): Scraped ingredients data of 7,000 products and 312 brands from Sephora website using Python (selenium) to build a database listing chemical reactions from cosmetics applications.
- **Vietnamese College Entrance Exam Analysis** (2021): scraped 74,000 exam takers data from Vietnam College Entrance Exam website using Python (subprocess); cleaned, transformed data, and visualized using Tableau. Published article describing process and analysis.
- **France Boissons Database Design** (2020): designed relational database infrastructure for France Boissons leveraging Oracle SQL Developer with a group of six members for data science course.

## SKILLS & CERTIFICATIONS

- **Certifications:** Google Analytics Beginner and Advanced Certification; Passed CFA Level I, recipient of CFA Scholarship
- **Technical:** data cleaning, data analysis, data visualization, web scraping, web design, VBA scripting, financial modeling
- **Programming:** Excel, VBA, SQL, Python (pandas, numpy, matplotlib, selenium), R (ggplot2), Tableau