

# MADELINE H. SANDS

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## SKILL & COMPETENCIES

Tableau, Athena AWS Services, Python, Power BI, SQL, Salesforce, Monday.com, Pandas, Polars, Organization, Communication

## PROFESSIONAL EXPERIENCE

**Senior Category Data Manager**, Scientist.com, Solana Beach, CA 06/2018 - Present

- Assessed and evaluated businesses growth areas using Athena Web Services and Tableau to expand chemical and compound product offering in a streamlined and data-driven manner while communicating with internal stakeholders.
- Developed multiple Predictive Analytics models to target suppliers and users on the Scientist.com platform in a data driven way. This predictive analytics model Improved our Return on Marketing Expenditures by 25%.
- Collaborated with principal software engineer and principal data scientist to create and implement boost factor algorithm using 15 supplier features such as response rate and decline rate to enhance the search results of suppliers on the scientist.com platform and increase the elasticity of the search functionality.
- Managed the creation of the Chemistry and Compound category on the Scientist.com ecommerce marketplace. Oversaw the enhancement of the data quality, communicated product overlaps between internal stakeholders and external clients.
- Worked with the Senior Software Engineer to improve data quality and user experience and functionalities on the Scientist.com eCommerce Product Hub.
- Oversaw over 100 supplier relationships, executed distribution agreements with 50+ suppliers; negotiated terms of agreement, and created standards for performance and workflows to evaluate suppliers internally.

**Marketplace Data Manager**, Scientist.com, Solana Beach, CA 04/2020 - 06/2020

- Standardized and streamlined 4,000+ CRO service areas on the Scientist.com platform-built dashboards in tableau to assess performance of pharmaceutical services areas
- Collaborated with internal category stake holders to develop Tableau dashboards that summarized key KPI's to conduct performance analysis of CROs such as request counts, decline rates, order counts, and spend.
- Developed and managed content on public-facing Covid Collaboration Center (CCC) during Covid-19 pandemic, added research papers related to SARS-CoV-2019 pandemic, suppliers offering covid related products. Goal was to create a centralized information hub that users could visit. increase visibility on research papers

**Data Category Manager Assistant**, Scientist.com, Solana Beach, CA 09/2018 - 04/2020

- Drafted and implemented the adoption of dynamic forms used for placing requests on the Scientist.com platform, the implementation of these forms reduced the time to purchase order by 30%, and increased number of Statement of Works submitted via the platform by 7%.

**Emergency Medicine Research Associate Program**, UC Irvine Health, Irvine, CA 06/2017 - 03/2019

- Enrolled 200 patients in prospective clinical trial study to determine if point of care ultrasound is more effective than a CAT scan to determine Necrotizing Fasciitis in the Emergency Department
- Conducted retrospective clinical research examining relationship between mental health professional variations and length of time in Emergency Room stays for 2000 psychiatric patients over a 3 year period

**Research Content Intern**, Scientist.com, Solana Beach, CA 06/2018 - 09/2018

- Managed visibility of compliance badged suppliers for 15 pharmaceutical marketplaces

## EDUCATION

**Master of Science in Business Analytics**, Rady School of Management 12/2024  
University of California, San Diego, CA

**Bachelor of Science, Chemistry** 03/2020  
University of California, Irvine, CA

## PROFESSIONAL AFFILIATIONS AND LEADERSHIP

**Member**, Diversity, Equity, and Inclusion Training 08/2023 - Present

**Member**, Women in Bio 05/2022 - Present

**Varsity Coxswain**, UCI Men's Rowing Team 02/2016 - 03/2020

***Grant Recipient,*** Summer Undergraduate Research Opportunity Grant

06/2018

***Grant Recipient,*** Undergraduate Research Opportunity Grant

12/2018