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R222114 - Data Science & Analytics Associate Director

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17. SAEED ARASTEH	C779933	0
18. Yucheng Zhao	C124733	0
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Vimala Muthuramalingam

vimalagokulam@yahoo.com 576 championship drive, Harleysville PA 610-733-3338

Summary of Qualifications

- Innovative, motivated, and hardworking professional with extensive experience in healthcare industry, delivering business process improvement and complex analytical business problems, resulting in high business value
- Over 17 years of experience in advanced analytics, statistical analysis, predictive modeling, data mining and data visualization in Health care industry.
- Proficient in statistical analysis, visualization and big data analytical tools such as SAS, SQL, Spotfire, Tableau ,R, Python and Hadoop Impala and Rapid Miner
- Extremely familiar with IQVIA data assets, such as patient longitudinal data, Xponent data and Claims data
- Influence business decisions through communicating and collaborating with Centre of Excellence on matters of strategic importance.
- Recognized for thinking outside the box and finding solutions to any business questions
 with compelling analytical, conceptual and problem-solving capabilities and managing
 projects in fast-paced environments with changing priorities and significant time
 pressures.
- Hands-on experience in predictive modeling, decision tree analysis Random Forest.
 logistic regression, neural network, multivariate regression and nonparametric analysis
- Worked as a key person to solve key client business questions in segmentation, targeting and Program ROI
- Excellent communication, collaboration and cross-functional management skills

TECHNICAL SKILLS

Languages: SAS (Macros), Advanced SQL, Oracle and Hadoop, Python

Tools: Hue (Cloudera Hadoop (Impala, Hive editors), Advanced Excel, Tableau,

SAS Enterprise Guide, MS Access, SPSS, Spotfire, RapidMiner

Data: IQVIA Xponent, APLD - Anonymous Patient Longitudinal Data (IQVIA),

Drug Distribution Data (DDD), Formulary Impact Analyzer (FIA) Claims, Specialty Pharmacy data, National Sales Perspectives (NSP), HCOS

PROFESSIONAL EXPERIENCE

Associate Director Data science

01/13-to present

IQVIA (Formerly QuintilesIMS), PA, USA

- Provided advanced analytical support to a dominant pharmacy chain and collaborated with internal consultants to embed IQVIA data and services into their operations
- Built patient retention driver model for the dominant pharmacy chain's Consumer Insights team by applying decision tree and multivariate regression modeling
- Built predictive models using decision tree, neural network and logistic regression for the dominant pharmacy chain's Customer Insights team to identify patients who were most likely to split business between itself and its competitors based on product mix
- Conducted ROI assessment on seven specialty therapeutic areas drugs prescribers call list to demonstrate targeting benefits by using IQVIA data

- Provided guidance to the off-shore analysts to accurately generate reports
- Programmed and analyzed the patient /prescription data from extraction to Visualization of the data. Worked, Converted the information and generate insights
- Executed quantitative studies to help inform customer teams. Created dynamic and actionable reports that bring the data to life
- Worked on various program evaluation analysis and generate actionable reports for the client.
- Worked extensively on payer/plan /PBM networks and their swapping impact analysis
- Documented use cases, training material, requirements, project plan and SOPs
- Trained colleagues on data, processes and best practices to be used
- Developed and delivered analytic solutions, addressing critical business decisions in areas such as persistency and compliance, line of therapy, patient journey, and relationship management programs.
- Worked and collaborated with client services in making client presentations and providing key strategic approach

Sr. Marketing Analyst

11/07- 6/12

Harte-Hanks, PA, USA

- Analyzed marketing campaigns of various pharmaceutical brands.
- Interacted with clients, agencies/vendors and other units within Harte-Hanks.
- Interrogated data from an array of sources and providers.
- Analyzed the developed and produced transactional reports to understand "what the data is telling us".
- Supported ad hoc data queries to support a variety of marketing programs.
- Prepared specific program deliverables (presentations, reports, graphs, etc.), utilizing database software tools.
- Developed an understanding of brand marketing programs.
- Contributed to the database design and documentation phases of new database clients including:

Data discovery.

Documentation.

Interaction with technical team to build a marketing ready database.

- Drove data requirements to support future marketing, reporting and analysis needs.
- Supported development and segmentation of targeting efforts.
- Drove and supported measurement objectives developed and implemented requirements, templates and deliverables.
 - Both internal and secondary data sources based on customer requirements originating from Marketing, Sales and other areas for ad hoc deliverables.

SAS Analyst /Programmer

02/07-11/07

Glaxo Smith Kline (GSK), PHILADELPHIA, PA, USA

- Managed the access, manipulation, analysis, interpretation and presentation of information from both internal and secondary data sources based on customer requirements originating from Marketing, Sales and other areas for ad hoc deliverables.
- Provided consultation and made recommendations on the most appropriate use of data in support of Marketing, Sales, and other initiatives.
- Performed ad hoc quantitative analysis utilizing methods such as ratios, shares, time series analysis, frequencies, and cross-tabs.
- Designed a series of report formats for ease of interpreting quantitative Marketing, Sales and other information.
- Interacted with other teams to help ensure that the Sales and Marketing ad hoc data environment of GSK was both dynamic and efficient.
- Developed physician and account level targeting.
- Worked extensively in analyzing the impact of promotional programs.

- Worked closely with the various brand teams, the therapeutic teams, and the sales
 organization to understand the business issues and ensure that analysis and
 recommendations were linked to brand strategy.
- Collaborated with Professional Analytics and Consumer Analytics to share best practices.

Sr. SAS Analyst / Market Analytics & Business Strategy

08/06-02/07

Hoffmann-La-Roche, NJ, USA

- Analyzed the sales and marketing data for different brands of Roche and prepared various statistical reports.
- Performed various studies such as: DTC advertising analysis, effectiveness of DTC advertising, ROI analysis and produced statistical reports of the studies using SAS/Base, SAS/STATS, and various SAS procedures.
- Target Analysis reports: these reports identified the segments of prescribers based on their behavior and values to implement field efforts by determining the optimal call frequency per target.
- Maintained organized, complete and up-to-date study documentation, testing and validation/quality control documents and programs in compliance with company standards.
- Worked extensively in SQL in SQL Server to create the input data for the various project needs.
- Generated reports for presentations using Microsoft Excel and Power Point by downloading the SAS data.

SAS Programmer/ Business Development Coordinator

06/03 - 05/06

Cognizant Technology Solutions, PA, USA

EDUCATION

•	Bachelors of Electronics and Communication Engineering	2001
	Madurai Kamaraj University, Tamil Nadu, India	
•	Web Designing Certificate in JAVA from SSI	2003
•	Python Machine Learning Expert certificate from MCAL Global Inc	2019



Kanika Misra

Associate Director – Marketing Data Solutions

Team Player with 8+ years of experience building dashboards, deriving inferential brand and marketing analytics, Machine Learning application, data enablement and process optimization in various industries and domains such as Manufacturing, Consumer Goods, Supply Chain and Pharmaceuticals.

NGE Recognition Program Award recipient for "The driving force behind NGE Data Enablement"

(201) 736-7415







PROFESSIONAL EXPERIENCE

Associate Director, Novartis East Hanover, NJ

 Enable data for omnichannel marketing execution by designing and building processes in partnership with IT to ensure data delivery is curated to orchestration process runs

- Assess and harmonize multiple processes across the omnichannel ecosystem to provide optimum solutions and recommendations
- Lead end-to-end orchestration development and operations for Omnichannel Next Best Action ML models thereby introducing seamless weekly generation of next best action across various channels
- Partner with Brand Teams to gather brand specific rules and translate them to actionable and scalable orchestration configurations
- Collaborate & manage stakeholders (Brand Teams, Analytics, Consultants, Internal Cross functional teams) to define scopes and exchanges
- Integrate Finance, Procurement, Content (FUSE) and Vendor Spend data to Response data as a part of Ad & Promo project

Manager, Genpact Ridgefield, CT

Aug 2020 - Jul 2021

Jul 2021 - Present

- Lead Brand Analytics for TA to monitor HCP engagements across various channels and provide recommendations
- Generate Targeting and Segmentation universe based on customer profiling, customer responsiveness to promotions, brand strategy and budget allocation
- Build and fit models to historical data to estimate the impact of various marketing channels used to promote the brand and conduct ROI analysis to allocate budget (Market Mix Modelling)
- Coordinate & consolidate all requirements for/from key stakeholders for digital promotional channels to ensure smooth and streamlined campaign execution

Associate, KMK Consulting Bridgewater, NJ

Jun 2018 – Aug 2020

- Work regularly on IQVIA Prescriber level, IQVIA SMART, APLD Patient level, FIA Claims, Veeva Activity data & Knipper data to build actionable dashboards for C-Suite and Field sales, using SAS, SQL, and Tableau
- Work on Outlet Level data to roll up to account sales in conjunction with Formulary to analyse sales performance
- Developed a segmentation algorithm model to create a strategic cross functional list of targets for sales reps
- Assess speaker engagements, rep-triggered email efficiency & HCP sample ordering from marketing data for all brands

Past Experiences -

- Data Analyst, Stevens Institute of Technology, Hoboken, NJ 04/2017 to 05/2018
- Data Analyst/Assistant Manager, Dr. Reddy's Laboratories, Hyderabad, India 01/2016 to 01/2017
- Process Engineering Consultant, Larsen & Toubro Limited, Vadodara, India 08/2012 to 08/2015

EDUCATION

Harrisburg Institute of Technology, Harrisburg, PA
MS in Information Systems (Health Care Informatics Conc.)
Stevens Institute of Technology, Hoboken, NJ
MS in Business Intelligence and Analytics GPA: 3.92/4
MS University of Baroda, Vadodara, India

Bachelor of Engineering in Chemical Engineering GPA: 3.55/4

KEY SKILLS

Languages: Python, SQL, R, SAS

Data Visualization/Analysis Tools: Tableau, MS Power BI, Minitab, JMP Applications: MS Excel, SAP ECC, MS SharePoint, MS Office, AutoCAD, MS Visio Datasets: IQVIA Prescriber Level, Veeva Activity Data, APLD, FIA Claims data



May 2018

May 2012

Chang Su

Phone: (646)891-9701 | E-mail: csu0513@gmail.com | LinkedIn | New York, NY

PROFESSIONAL EXPERIENCE — 4 years of experience in data science

Data Scientist 06/2022 - 01/2023

Confluent — a leading **SaaS** company creating data streaming platform based on Apache Kafka

- Partnered with **Growth Team**, including product managers, engineers, and designers, to optimize the **product** and **customer journey** in <u>confluent.cloud</u> and drive **key growth metrics**, throughout the entire **user funnel** including acquisition, activation, engagement & retention, and revenue
- Conducted **deep-dive analyses** including **UI funnel** analysis and **user engagement** analysis to uncover user behavior patterns and identify opportunities for in-product improvements by mining **UI data** and identifying **key actions**, resulting in a 5% reduction in churn rate
- Developed and implemented a **customer health score model** using tree-based machine learning models in **Python** to predict **churn rate**, assisted customer service team in proactively addressing potential churn users, contributing to a 5% increase in retention rate
- Designed and conducted **A/B tests** for new feature launches and evaluated experiment results by conducting **user segmentation**. Initiated and recommended **personalized onboarding paths**, leading to a 10% increase in onboarding activation rates for unfamiliar users
- Built and maintained end-to-end data pipelines and Tableau dashboards to monitor key performance metrics, and provided timely insights into metric movements

Data Scientist 06/2020 - 06/2022

SkyCliff IT — providing a claim management system <u>YourDoctors</u> for healthcare providers

Englewood, NJ

- Led and developed H2O **Random Forest** model using **Python** by **formalizing** and **training** 500,000 history claim records data to prevent denial and predict the claim payment from insurance companies
- Identified **key metrics** and **measure KPIs**, **designed experiments** to **evaluate** model performance and draw **business insights**, increased average reimbursement by 5%, and decreased claim denial rate by 3%
- Collaborated with engineers, data scientists, and product managers to **deploy machine learning models** into production on AWS, **built and maintained dashboards** to monitor data products regularly

Data Analyst 04/2019 - 05/2020

We Education Group — an online education platform

New York, NY

- **Designed experiments** and implemented **A/B testing** for email campaigns, increased click-through rate by 5%
- Analyzed user **conversion funnel** and **customer behavior**, **defined metrics** and **user segmentation** to optimize promotion strategy and **increase engagement**, and enhanced **conversion rate** by 3%
- Executed marketing and Ad data analytics to support decision-making, and delivered **data visualization** panels and analytics reports to present insights to technical and **non-technical stakeholders**

EDUCATION

Fordham University, Gabelli School of Business (GPA: 3.9/4.0) M.S. in Applied Statistics and Decision–Making

New York, NY

2017 - 2019

• Relevant Coursework: Statistical Computation and R Programming, Experimental Design, Applied Regression Analysis, Data Mining for Business, Database Management, Financial Modeling, Programming with Python

University of Science and Technology of China

Hefei, China

B.S. in Business Administration

2013 - 2017

- Relevant Coursework: Linear Algebra, Probability and Statistics, Statistical Methods, Time Series Analysis
- Honors: Outstanding Student Scholarship (10%), Outstanding Graduate (15%)

TECHNICAL SKILLS

- Programming & Software: **Python** (NumPy, Pandas, Matplotlib, Seaborn, Scikit-learn, Keras), R, Tableau, SQL, Git, BigQuery, Jupyter Notebook, Oracle, Microsoft Office
- Machine Learning Models: Supervised Learning (Linear Regression, Logistic Regression, SVM, Random Forest), Unsupervised Learning (PCA, KNN, Clustering)
- Skills: Experimental Design (A/B Testing, Hypothesis Significance Testing, Statistical Analysis), Data ETL Pipeline (Cleaning, Manipulation, Visualization, Feature Engineering, Interpretation)

Ruth Chang

8 Powderhorn Drive, Rockaway, NJ 07866 Rchang910@gmail.com (508) 574-6472

Data driven, motivated, inquisitive and entrepreneurial spirit Data Scientist with 6 years of experience bringing data science driven solutions/analytics to deliver measurable impact on the Commercial pharmaceutical landscape. Experience in HCP segmentation/targeting, Commercial market access engagements and market research. Responsible for extracting, developing features and translating data science models into practical business insights by leveraging R, SQL, and Excel on big data. Experience in mining diverse and large healthcare and pharmaceutical secondary data sources such as transactional claims, formulary, patient, medical claims, EMR and survey data to drive optimization of life science Commercial business strategies. Execute the entire data science project's life cycle from data standardization and feature generation/selection, data science algorithms (supervised learning, unsupervised learning, Natural Language Processing (NLP), regression, classification & cluster analysis) and translate data into meaningful and actionable business insights and recommendations for clients using Powerpoint and data visualization. Experience in the following therapy areas: Women's Health, Dermatology, Cardiology, Chronic Disease, and Oncology. Experience in developing data standardization/engineering and pipeline on large data sets from disparate sources to generate business insights for a company data product. Experience in partnering with external client teams to develop a cohesive data model that incorporates the brand strategy and market knowledge. Seeking to utilize technical skills, communication skills and ability to apply data to produce actionable business insights as Data Science & Analytics Associate Director at Merck

PROGRAMMING SKILLS/LANGUAGES

R (Advanced); SQL (Advanced); SAS (Proficient); Python (Proficient: Numpy, Pandas, Scikit-learn); Tableau; AWS; Cloudberry for Amazon S3; Github/Git; R Shiny, R Markdown; MS Office Suite

WORK EXPERIENCE

PRECISION ADVISORS (FORMERLY INSIGHT STRATEGY ADVISORS) Data Scientist, Commercial Analytics Solutions (CAS) & Analytic Consulting

January 2019-Present

- Lead and execute data science modeling efforts (including, Logistic Regression, Linear Regression, Naive Bayes, K-Means clustering, random forest) for physician targeting/segmentation projects to increase asset's market share and inform brand marketing efforts and customer engagement; tasks include: leveraging R and SQL on large and diverse (I.e. structured and unstructured) data sources such as claims and survey data sources to frame, extract data, translate complex data modeling/analytics into meaningful and analytically informed decision making recommendations, strategic direction and communicate results to external business leadership partners in a powerpoint and excel deliverable.
 Results include data science modeling results having over AUC of 75% and high client satisfaction and retention
- Collaborate with the client to build a data science modeling/analytics that incorporate and translate their needs into statistical techniques/deliverables while considering their nuanced market dynamics, market knowledge and an understanding of their brand strategy
- Extract analytical business insights aligned with business processes to optimize multi-channel analytics
 and market access contracting strategy for client engagements, leveraging business analytics and
 insights to support Commercial franchise brands' product life cycle from formulary and pharmacy claims
 data sources with SOL and Excel into persuasive, cogent and visually powerful powerpoint deliverables
- Design and execute data science modeling analytics for unsupervised machine learning algorithms for payer segmentation projects utilizing R and SQL to quantify opportunity aligned with business processes, derive analytics, create storyboarding, translate, and utilize communication skills to explain complex technical results to a non-technical audience in a consumable fashion
- Manage multiple projects and meet deadlines involving complex data science engagements, advanced analytics market access engagements in a fast-paced environment. Tasks include ensuring the quality of the SQL/R coding, excel and powerpoint deliverables meet high quality standards
- Optimize and develop features using SQL and Github/Git on 3 different structured and unstructured data sources from AWS databases in order to generate business insights for an neural network product collaborating with the Solution Architecture Team; tasks also included assessing feasibility and sourcing of the relevant data sources
- Co-lead and communicate research findings and recommendations on complex medical claims data sources in oncology to senior leaders in collaboration with both Commercial and Medical teams

- Develop features in SQL leveraging large and disparate data sources for multiple data science/analytics engagements
- Developed and assisted in automation of analytics engagement using SQL to create more efficiencies for the analytic consulting team and reporting needs collaborating with the solution architecture team
- Mentor and assist with on-boarding efforts for new 5 junior team members on R coding, SQL coding, data science engagements such as payer analytics and HCP segmentation engagements
- Mining using Natural Language Processing (NLP) techniques on unstructured survey data to understand the different topics and sentiments of HCPs regarding the early adoption of an asset

INSIGHT STRATEGY ADVISORS

April 2017-January 2019

Senior Analyst, Data & Analytics Group

- Created and interpreted data science modeling and analytical outputs using machine learning/artificial
 intelligence algorithms (regression, hierarchical clustering, k-means clustering, neural network and text
 analytics) leveraging SQL and R for multiple client-based and internal projects leveraging claims data
 sources
- Convey payer segmentation results to clients leveraging high-quality data visualization and PPT
- Improved existing data modeling within the company ecosystem/business processes by implementing dynamic R code and embrace new and innovative data science techniques such as PCA and fuzzy matching

CONTEXT MATTERS, INC

June 2014-April 2017

Senior Analyst, Reimbursement Data

Analyst, Reimbursement Data

- Analyze data within the drug reimbursement space into software web-based application; developed comprehensive understanding of HTA process
- Domain Owner of disease conditions for rare disease and solid state oncology

METROPOLITAN HOSPITAL

March 2014-May 2014

Freelance Consultant

- Advised and ran descriptive and statistical analyses for 5+ residents' academic projects using hospital data/EMR data sources leveraging SAS; Led a hospital-wide SAS training for medical residents
- Cleaned and interpreted EMR data sources during post-Hurricane Sandy for a NYC regional hospital

GEORGETOWN UNIVERSITY MEDICAL CENTER

May 2013-May 2018

Research Associate

 Designed multinomial logistic regression models on Chinese female sex workers' IPV/CIV and condom use leveraging SAS; co-authored 2 manuscripts and 1 first author in peer-reviewed journals, resulting in over 25 citations

EDUCATION

MAILMAN SCHOOL OF PUBLIC HEALTH, COLUMBIA UNIVERSITY

MPH, Epidemiology, Certificate: Applied Biostatistics

May 2014

UNIVERSITY OF CALIFORNIA, BERKELEY

BA, History, Graduated with Departmental Honors

December 2008

DATACAMP (CONTINUAL LEARNING COURSES)

2019-Present

Courses Completed: Machine Learning with caret in R; Hierarchical and Mixed Effects Models in R; Introduction to Natural Language Processing in Python; Unsupervised Learning in R; Supervised Learning in R: Classification; Linear Algebra for Data Science in R; Choice Modeling for Marketing in R; Introduction to Python; Intermediate Python; Python Data Science Toolbox

Assessments: Analytic Fundamentals (96% Percentile); Understanding and Interpreting Data (96% Percentile); Statistics Fundamental with R (96% Percentile); Machine Learning Fundamentals in R (92% Percentile); Statistical Experimentation Theory (94% Percentile)

WORK EXPERIENCES

The Janssen Pharmaceutical Companies of Johnson & Johnson

June

2022 - Present

Senior Data Scientist (Real-World Evidence)

- Development of a patient stratification model for Inflammatory Bowel Disease (IBD)
 - o Streamlined cohort creation and phenotyping
 - o Feature extraction and unbiased predictive classification model
- ☐ Precision Psychiatry for drug-response model
 - o Evaluation of Statistical and machine learning models to develop individualized treatment recommendations for major depression disorder and Schizophrenia drugs

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Northwell Health

July 2020 - June 2022

Assistant Professor of the School of Medicine / Department of Radiology

- Development of a predictive triage algorithm model for cancer survivors
 - o Detection of super-utilizer patients (binary classification)
 - o Clustering algorithm for labeling low/high-risk patients
 - o Personalized cancer survivorship path for breast cancer survivors
- Predictive modeling of discrepancy of AI vs. human-read radiology images
 - o Evaluation of the performance of CNN algorithm for COVID-19 CT Imaging vs human-read
- Development of a lung cancer screening database and risk model for patient adherence to screening
 - o Development of a database (i.e., sociodemographic, nodule findings, and EMR) for patients enrolled in lung cancer screening between 2015-2020
 - o Development of predictive models (Logistic regression, random forest, and XGBoost) for patient adherence to screening \(\Big \) enrollment expansion

Stanford School of Medicine

December 2017 - July 2020 Postdoctoral Research Fellow

- Development of statistical models (natural history model (NHM)) and Machine Learning for cancer development and tumor progression
- Development of lung cancer outcome simulator (LCOS) simulation model for decision analysis of policy-making

University of Miami

August

2013 - September 2017 Research Assistant

- Development of Bayesian predictive model for health injuries among solid waste workers (FL)
- Prototype agent-based simulation model for demand side management in smart grids (air force funded)

University of Miami, Coral Gables, FL

☐ **Ph.D.** in Industrial and Systems Engineering (2017) – GPA: 4.00/4.00

University of Tehran, Tehran, IRAN

☐ **M.S.** in Industrial and Systems Engineering (2013) - GPA: 3.97/4.00

Sharif University of Technology, Tehran, IRAN

☐ **B.S.** in Industrial and Systems Engineering / Minor Computer Science (2011) – GPA: 3.64/4.00

SKILLS

Programming/Software: Python, R, Linux, PySpark, MATLAB, SQL, TreeAge

Data science: Familiar with various machine learning algorithms (GMM, k-means, KNN, ANN, SVM, RF etc.), experienced with various databases (SQL and NoSQL), experienced with machine learning packages in R and Python (H2O, scikit-learn and TensorFlow), experienced with cluster computing (Spark and Hadoop), experienced in could computing using AWS and Sherlock 2.0 (Stanford University), Preliminary NLP for patient annotation

PUBLICATIONS

+40 publications. For the list of publications please follow: https://scholar.google.com/citations?user=syOWOGcAAAA|&hl=en&oi=ao







Passionate about data, technology and problem solving, with proven track record of inspiring excellence, create team culture based on performance and innovation. Expertise in shaping advanced analytics & data science solutions for big organizations. Ability to hire, motivate, coach, and develop technology teams.

CONTACT

PHONE: 732-672-8612 LINKEDIN: <u>Balaji's LinkedIn</u> EMAIL:balajik@gmail.com

HOBBIES & INTEREST

Play Sports, Home Automation, IOT, Personal Finance.

DIVERSITY AND INCLUSION

Active Participant and Champion on multiple DEI Programs.

♦ VOLUNTEER

Volunteered for several community service events such as Habitat for Humanity, Sourland Conservancy etc.

BALAJI KRISHNASWAMY

Data Solutions & Strategy - Data Science - People influencer

EDUCATION

MS Data Science @ Saint Peters University GPA 3.96

Bachelor of Engineering @ University of MadrasGPA 3.7 Specialization on Electronics and Communication.

WORK EXPERIENCE

Janssen Pharmaceuticals [Product Owner - Data and Analytics] Oct 2019– Today

Data and Advanced Analytics delivery-New Product Integration-Process Automation-Data anomaly detection and mitigation. Support **Janssen Select** Program and End to End Patient Analytics.

Verizon [Senior Member Technical Services] Aug 2001–June 2019

Multiple roles UI Developer to BI Lead built system to discover, process, manage data and deliver Analytics/KPIs

Silverline Technologies [Systems Analyst] Dec 1995-August 2001

Implemented customer Management system @Worldbank Implemented UI for a Major Order Processing app @Verizon

ROLES

- ✓ Lead opportunities from idea to concept, prototype and to MVP, shaping solutions along the way.
- ✓ Conduct ROI and other financial analysis to support project funding/prioritization.
- ✓ Influence people through relationship, effective cross-team communication, and partner with teams to deliver solutions.
- ✓ Strong believer, promoter, and implementer in process automation & self-service capabilities.

Core Competencies

Advanced analytics, Data Science, Machine learning solutions, Cloud technologies, Big Data tools and techniques.

Languages

Python, R, SQL.

BI/Visualization Tools

Qlik, MicroStrategy, Tableau, Power BI, OBIEE, Informatica & Microsoft Analysis Services (SSAS)

Machine Learning

Models including Classification & Regression, Logistic Regression, K-NN, Decision tree, Support Vector Machine (SVM), Naïve Bayes, Random Forest, K-Means Clustering

Cloud/Big Data

AWS, EC2/S3/ Redshift, Athena Hadoop, Apache, Spark, Impala, Hive, HDFS &Hue

Other Technologies

RESTful Web Services, ESRI Maps/Geocoder, JSON, XML, Google Analytics, ERWIN, CRM /SFDC

Devops/CICD Tools

Jenkins, Jira, Bit Bucket, Git hub

Experience & Accomplishments

- ✓ Lead **Janssen Carepath**, that helps patients get access and affordability of our drugs, is an integrated platform capturing hub activities across all Janssen therapeutic areas (Immunology, Oncology, Neuroscience, Cardiovascular, Infectious Disease) with operational efficiencies and faster delivery of data, analytics and KPI to 4000+ field users, Home Office, Commercial excellence & executive teams.
- ✓ Hands on experience with Patient/PHI Data, Claims data and master data such as Payers, Prescribers, Customer etc. Anonymous patient level data (APLD) such as NBRx, NRx, TRx etc.
- ✓ Strategic & Key analytics to drive **Janssen Select**, a unique program to directly sell flagship drug Xarelto, to patients. Track Operational efficiency, identify opportunities thru patient journey.
- ✓ Lead **End to End Patient insights** & journey through combining Janssen, Concert AI and other 3rd Party Datasets.
- ✓ Help Manage Pharma Analytics (6+ Million annual budget) demand fulfillment process by creating Agile Capacity POD teams to effectively manage flow of work amidst increasing business demand to deliver value at scale, and elimination of low value administrative processes, with increased quality outcomes.
- ✓ Strategized data quality solution with predictive model using data science algorithms for anomaly mitigation solution.
- ✓ Architected Geo-spatial analysis of VZ circuits to provide key competitive intelligence/Cost on customer RFPs that helped Verizon respond quickly and priced right on RFPs, helps win number of RFPs, worth 50+ million dollars (Over 3 Years)
- ✓ Architected end to end Data Warehousing/BI Solutions with Informatica/SSIS to source/transform data, and MicroStrategy as BI front-end. Delivered Key reporting and analytics to help Sales and Marketing strategize programs to grow revenue and retain customers.
- Implemented data science solution to identify customers likely to churn to proactively, address concerns and improve retention.

Suchait Mattoo

suchait.mattoo1@gmail.com

(508) 873-9850

linkedin.com/in/suchait-mattoo-22695893

Experience



Data Scientist

eClinicalWorks

Mar 2016 - Present (6 years 10 months +)

- · No Show Prediction: Worked with cross functional teams. Excelled at gathering requirements, leading development, gathering feedbacks from internal & external stakeholders, adding enhancements. Managed to achieve a goal of 80%+ accuracy. Introduced & implemented model explainability.
- Unplanned Hospital Admission Prediction: Developed a model to predict unplanned hospitalization of a patient for different time windows utilizing claims data.
- P1 Case Prediction: Leading development of ML model to predict which ticket cases could be Priority 1 cases utilizing internal tickets data and using NLP for text features.
- Patient Statements: Conducted case studies with the customers to analyze their payment collection data. Shared insights how enabling digital payments can increase their collections and reduce spendings on paper statements. Already 3 customers shared their success story through videos.
- Referral: Analyzed the data, engaged product managers and increased the percentages of e-referral feature adoption by 12% in 6 months.
- Episodic Grouper: Managing it for 35+ clients. 60+ acute conditions, high cost procedures and chronic conditions included. Has been live for 5+ years generating \$100K+ every year.
- Leadership: Hired, Mentored & Built a team of 5 Data Scientists. Worked with Solution Architects & Account Managers from Microsoft Azure ML & Databricks to leverage their services and platform to build our technical solutions and architecture. Taken end to end ownership of leveraging Cloud & Big Data Solutions to build our internal architecture and solutions in Data + Al.

Marketing Analytics Intern

Diligent

Aug 2015 - Dec 2015 (5 months)

· Addressed data de-duplication tasks, calculated sales cycles, worked on data collection and validation projects.

Education



New Jersey Institute of Technology

Master's degree, Information Systems 2014 - 2015



University of Mumbai

Bachelor of Engineering (B.E.), Computer Science

Huiquan Jiang

Email: jhqcom1013@gmail.com; Tel: (919) 889-5782; Address: 3794 Gatwick Dr., Troy, MI, 48083

Summary:

- 10 years of working experience in data processing, ML modeling, statistical modeling and analysis.
- Proficiency with respect to Python, PySpark, R, SQL, Hadoop Ecosystem including HDFS, Hive, Impala and Spark, Git, Linux, and SAS programming.
- Hands-on experience software in JupyterNotebook, R-markdown, Toad Oracle, Tableau and ArcGIS.

Department of COE – Data Scientist Project lead

BCBSM

04/2021 – current

- Be project lead on customer segmentation which clusters enrollees into distinct subgroups. The solution assists the market team with a better understanding of members' needs, leading to stronger customer loyalty.
 - Organize business questions and demands and propose project working plan and agenda.
 - Leverage millions of records from multiple sources and conduct data engineering using python and pyspark to prepare data for segmentation algorithm fitting. Elbow curve and silhouette score are applied to select the optimum number of clusters.
 - To maintain model cycle integrity, create all-in-one python class including data preparation, model fitting, prediction, and HTML report output functionalities.
 - Closely work with DE team to harden the development of segmentation model. Create automatic monitoring scheme to detect and alarm abnormalities in monthly production.
- Be project lead on the development of Musculoskeletal surgery models for the senior group, which
 effectively targets the riskiest members and reduces labor costs for care intervention by 80%.
 - Conduct data cleaning/preparation/engineering by PySpark and python. Write user defined functions to ensure a high-speed performance.
 - Train multi-class multi-label classification Keras models in Python based on XGBoost and multiple-layers ANN models to predict the risk of MSK surgeries for BCBSM members.
 - Reduce feature dimension based on Autoencoder models and study the bottleneck influence.
 - Tune hyper-parameters with grid search which is computed in parallel on multiple CPUs.
 - Investigate the influence of initial weights and layer structures on ANN optimization convergence.
 - Analyze important medical signals and report ad-hoc analysis for care management intervention.
 - Create robust pipelines from data processing to model scoring for production use. Run python files from command lines or a bash file.
 - Experiment on time-sequential RNN model with LSTM architecture to classify the occurrence of MSK diseases. Evaluate the validation error by increasing number of epochs, training data size, noise variables, and signal noise ratio.

Department of COE – Senior Data Scientist Analysis BCBSM

06/2018 - 04/2021

- Performed exploratory data analysis/visualization to discover clinical savings throughout the senior health business.
 - Developed complex SQL logics to pull information from medical and pharmacy claim tables.
 - Compared data source reliability by calculating entropy-based information gain.

- Conducted PCA analysis to compress social factors and visualized high dimension data by t-SNE.
- Plotted decision trees to explain the cause of the sharp rise of cost. Visualized disease distribution against economic conditions geographically.
- Contributed to senior care management project by cooperating closely with the Mckinsey team.
 - Optimized SAS programming-based risk model to generate member health risk factors.
 - Built Kaplan–Meier survival model to evaluate mortality risk for MA members.
 - Designed R-Shiny apps to customize analysis visually and interpreted solutions to shareholders.
- Established working process standardization for model fairness, bias control and model development steps. Led department members to apply regulations. Reported solutions to executive leaders.
- Trained multiple machine learning models to predict members' hospitalization risk due to Covid-19.
- Conducted network analysis on high-cost members to understand how comorbid diseases aggravate patients' health outcome.
- Trained and mentored interns to successfully accomplish their assigned projects. Participated in interviews and provided professional suggestions for human source selection.

Department of Actuarial Pricing - Modeler

BCBSM

08/2015 - 06/2018

- Studied the effect of medication adherence on medical cost for diabetes patients. Designed complex SQL logics to pull drug dose, purchase date, ingredients information. Calculated the percentage of days covered (PDC) for each patient who took drugs at different scenario.
- Developed stop-loss severity model using R to predict high-risk customers using historical claim data. Improved model prediction performance by optimizing Random Forest, and Tweedie GLM.
- Designed group-level early warning model to project average claim cost. Generated statistical reports based on model predictions and proposed premium adjustment strategies for membership renewals.
- Performed ad-hoc analysis and provided statistical consulting support for the internal actuarial team.
- Conducted actuarial claims data screening, imputation for missing data, data dimensionality reduction, and variables selection based on customers' pharmacy history.

Department of Forest Resources – Research Assistant Virginia Tech 08/2011 - 07/2015 Dissertation Project: Predict climate-induced effects in forest ecosystems over the eastern U.S.

- Conducted model validation for GLM, Random Forest, and ANN models in predicting the risk of
 individual tree mortality in an imbalanced dataset: variable selection, parameter tuning, bootstrap-based
 AUC classification error estimation, paired t-test and Wilcoxon signed-rank test on model
 performances ranking, visual evaluation of model threshold measuring classification, and cost of the
 wrong classification.
- Built RF models and nonlinear least squares regression models to predict site index in the future; estimate bootstrap interval of predictions to detect the significant change of site index over time.
- Performed threshold analysis for predicting tree presence/absence as to the geographical distribution of species and detect habitat shift trend over time.

Project: Estimating aboveground tree biomass on forest land in the eastern U.S.

 Resampled dependent data by block bootstrap method and create tree taper model based on bagging tree algorithm. • Fitted semiparametric linear mixed-effects taper models on a longitudinal data set to predict tree diameter along stems.

Education:

- Ph. D, Forest Biometrics, Virginia Tech, Blacksburg, VA -07/2015
- M.S., Statistics, Virginia Tech, Blacksburg, VA 12/2013
- M.S., Forestry Management, Chinese Academy of Forestry, Beijing 07/2011
- B.S. Forestry, Beijing Forestry University, Beijing 07/2008

Selected Publication:

Jiang, Huiquan; Radtke, Philip; Weiskittel, Aaron; Coulston, John; Guertin, Patrick. 2014. "Climate and Soils-based Models of Site Productivity in Eastern U.S. Tree Species", Canadian Journal of Forest Research. 45:325-342

Kelly J. Wu

605 W 42nd St. 63L | New York, NY 10036 301.957.1830 | kellywu03@gmail.com

Population health analyst with 6+ years of hospital care management program building, digital programs & research, quality measures reporting using EMR, Medicare & commercial claims.

Technical Skills

Software: SQL Server, Tableau, SSIS/Visual Studio data pipeline, ArcGIS, Athena, AllScripts, Epic Hyperspace, Epic Caboodle, Clarity, Clinical Data Model Certified; SPSS Statistics, Cognos, Modeler & Text Analytics Programming: MS SQL, Python; Academic project experience: R, SAS, MATLAB, STATA

Education

Johns Hopkins University, Bloomberg School of Public Health Online/Baltimore, Master of Public Health, 4.0 GPA, Health Policy & Management Nov 2019- May 2022 Weill Cornell Graduate School of Medical Science, Healthcare Policy & Research New York, NY Non-degree student, Data Mining in Health - High honors course grade July 2017 Columbia University, School of Engineering and Applied Science New

York, NY

B.S. in Operations Research: Engineering Management Systems, minor in Economics, 3.7 GPA

2010-2014

Experience

NewYork-Presbyterian Hospital

New York.

NY

Population Health & Strategy, New York Quality Care ACO –Senior Statistical Analyst Present

May 2016 -

Operational:

- Collaborate, develop dashboards and self-servicing reports with physicians and practice managers to codify clinical, regulatory, and administrative knowledge into operational research applications
- Partner with Digital Health programs to monitor, collect and define data parameters, analyze effectiveness of digital technologies and devices such as Philips remote monitoring and telemedicine on health outcomes
- Lead in coordinating warm hand-off patient discharge meetings and data collection between hospital care management teams and skilled nursing facility team management (nursing, rehab, social work)
- Manage ACO provider supplier rosters by interfacing with hospital credentialing and billing teams to submit annual CMS recertification; Report entity-wide Quality MACRA & Interoperability Measures scores

Technical / Research:

- Predict patient retention based on primary care visits and spend; Identify high cost out-of-network service specialties and lack of sub-specialty care in collaboration with Weill Cornell Medicine Marketing
- Geocode patient addresses, aggregate census tract level social determinants of health data and spatial clustering to map high social needs neighborhoods utilizing python and ArcGIS
- Set hospital ACO goals and evaluate strategic initiatives by stratifying high risk populations across longitudinal data and chronic condition targets (Heart Failure, ESRD, Diabetes)
- Collaborate with NYP Digital Innovation, Cornell Research, Columbia Cardiology to assess impact pre/post- intervention of programs: Remote Patient Monitoring, Community Tele-Paramedicine,

CardioMEMS (paper to publish); Develop case-control matching algorithms based on risk scores and ED & hospitalization rates

• Aggregate EMR/ claims data in SQL to create dynamic patient-level and practice-wide dashboards of post-acute care usage (cost/length of stay) for Home Health, Skilled Nursing Facilities, missed PCP appointments

IBM New York,

NY

Market Development & Insights, Market Data Analytics Consultant May 2016 July 2014 -

- Use advanced analytical techniques to transform diverse social, market and client experience survey data into integrated, actionable customer intelligence and marketing strategy
- Develop statistical models and dashboards for client segmentation, profiling, predictive customer satisfaction/likelihood to convert, revenue linkage, driver analysis and NLP Watson text analytics
- \bullet Organized scheduling of 420+ attendees for division skills summit; Presented Intro Analytics & Data course

Sadiq Quasem

San Diego, CA (513)-206-2584 sadiq.quasem@gmail.com https://www.linkedin.com/in/sadiqquasem/ gitlab.com/users/sadiq.quasem/projects

EXPERIENCE

Manager — Data Science Solutions at J&J, San Diego, CA — Dec 2022 to Present

- Product Owner for Project Hever Consortium for Federated Learning Platform with major Pharmaceutical and Educational partners for AI based Structural Biology research
 - Own the technical roadmap and implementation of machine learning model development
 - Lead implementation of AlphaFold and OpenFold based algorithm trained on targeted R&D
 - Work with internal and external partners to establish platform infrastructure and use cases
 - Build strategic partnerships with external stakeholders to further collaborative development
- Assemble a High Performance Team (HPT) to implement Decentralized Clinical Trials (DCT) Design Suite
 - Lead implementation of NLP Digitization of Schedule of Activities (SoA), Study Protocol Mapping, and recommendation engine for replacement activities for study protocols
 - Manage stakeholders within therapeutic areas, portfolio management and global development organizations to build a cohesive product through removing silos and proper alignment

Manager — Data Science and Engineering at J&J, San Diego, CA — August 2021 to Dec 2022

- Spearheaded vision, roadmap, architecture and implementation of Sense ai Digital Health Platform
 - Grow and empower a team of 7 data + software engineers to build scalable infrastructure for sensors, wearables and digital health devices for decentralized clinical trials + life sciences
 - Oversee novel machine learning model/algorithm development for anomaly detection and epoch extraction of digital biomarkers like HRV, gait, EEG, PPG, accelerometer, actigraphy, etc.
 - Created a microservices based GxP compliant tech stack to process data for FDA submission
 - Saved over ~\$1.04 million in development and infrastructure costs in 2022 calendar year
 - Architected the first CI/CD framework using Jenkins for Digital Health Data Engineering
- Member of the J&J Credo team promoting integrity, authenticity, and empathetic leadership
- Enhanced hiring strategy by recommending efficient solutions and inspiring collaboration across teams
- Organized, proposed and secured funding of \$45,000 for Summer 2022 Internship Lecture Series
- Member of the Digital Health Enablement Board driving Janssen therapeutic areas to build use-cases of digital health technology interventional & non-interventional clinical studies

Data Scientist — Real World Evidence at J&J, San Diego, CA — May 2020 to August 2021

- Built end to end data engineering pipeline for COVID-19 epidemiology data to drive business decisions
 - ETL process standardizes data from multiple sources (governments, open source, news, and universities) into common data model for downstream analytics
 - Scales data schema used for incidence, mortality, and breakout reporting dashboard
 - o Outputs data for Machine Learning model surrounding site and cohort selection
- Led implementation of Alation data catalog for real world evidence, clinical trials, and datasets
 - Automated tagging with entity extraction using Natural Language Processing (NLP) and Scibite
 - Built interactive dashboards on Plotly + Dash for platform usage and user metrics
- Built reinforcement learning framework using TAMR to standardize and unify Oncology clinical trial data
- Created Tokenization engine using Python to anonymize clinical trial data across therapeutic areas
- Grew and mentored an intern to Implement a GWAS data processing pipeline using Spark and Glow
 - o Guided the building of analysis pipeline to explore + extract biomarkers from petabytes of data

Lead Data Scientist at Tealium, San Diego, CA — March 2019 to April 2020

- Implemented and shipped Predict ML from concept to production in under 12 months
 - o Built engine that allows customers to choose any target variable in the data layer
 - Used CatBoost to build robust models on high dimensional and imbalanced datasets
 - o Predict omnichannel metrics such as conversion, lifetime value, purchase amount, etc.
- Scaled ETL pipeline on AWS Glue using Apache Spark and Python to process petabytes of data

- Optimized queries that sample, balance, preprocess data for training and validation
- Automated feature engineering using deep feature synthesis with Featuretools
- Built, maintained, and deployed framework end to end as Python stack architect and owner
 - Includes various APIs and custom libraries serving millions of predictions per day
 - Built data integrity tool to generate health score using statistical inference to reduce AWS costs
 - Automated generation of advanced metrics for ML models using Python and various AWS tools
 - o Conceptualized automated model retraining using model decay delta
 - Partnered with DevOps team build CI/CD on AWS Codebuild + Code Climate
- Drive architecture, product, design and code reviews with cross functional teams

Data Scientist at GE Digital, San Francisco, CA — June 2017 to August 2018

- Productionized scalable machine learning applications for industrial use cases
 - Designed Neural Network using transfer learning for turbine diagnostics with ~85% accuracy
 - Optimized prediction server resource usage for IoT devices using Docker
- Created orchestrator for custom model deployment on edge devices using Predix
 - Used Docker Swarm to deploy and manage applications to containers at scale
 - Served on-premise predictions through Docker container-based applications
 - Built ML model conversion pipeline from Keras to TensorFlow Lite
- Liaised between Wise.io and Predix Edge teams' machine learning on edge devices project

ADDITIONAL EXPERIENCE

Data Analyst at Gojo Industries, Akron, OH — May 2016 to September 2016
Full Stack Engineer at Digital Air Strike, San Jose, CA — May 2015 to September 2015
Software Engineer at BMW, Greenville, OH — January 2015 to May 2015
Quality Assurance Engineer at Siemens, Cincinnati, OH — August 2013 to August 2014

EDUCATION

MS in Information Systems and Data Science — CSU Fullerton — Jan 2017 to Dec 2018

Capstone Project — Aug 2018 to Dec 2018
 Led a team to build a machine learning application using Naïve Bayes and Random Forest classifiers to predict San Francisco Crime incidences and types using historical data

BS in Computer Engineering, — University of Cincinnati — Sep 2011 to Dec 2016

 Senior Design Project — Aug 2015 to May 2016 — Published by IEEE Cluster 2016 streamingRPHash: Random Projection Clustering of High-Dimensional Data in a MapReduce Framework https://doi.org/10.1109/CLUSTER.2016.89

SKILLS

Python Digital Health/Medicine **AWS** Technical Leadership Federated Learning Apache Spark Scikit-learn Team Building Anomaly Detection & Epoch Extraction SQL CI/CD Vision & Roadmap Git Decentralized Clinical Trials Catboost Software Architecture

CERTIFICATES

Artificial Intelligence in Healthcare — MIT Sloan — November 2020 to December 2020 Big Data Analytics using Spark — UC San Diego — Dec 2019 to April 2020 Deep Learning Nanodegree — Udacity — July 2019 to Oct 2019

Greeshma Malgireddy

Greeshma.malgi@gmail.com Exton, PA

PROFESSIONAL SUMMARY

- Over 13 years of IT experience including 8+ years in Healthcare, Pharmaceuticals industries working in
 the capacity of Software Development Manager, Software Architect and Database developer. Experienced
 in all phases of software development life cycle including functional, design specification and production
 support.
- Strong knowledge of Database design, Data ware housing, Data integration, Data Extraction, Data Mapping,
 Data Conversion and Data Loading process using UNIX Shell scripting, Informatica, SQL, PL/SQL, MySQL,
 Oracle, Snowflake and Matillion. Highly adept in writing SQL Queries, Stored procedures, Triggers, Functions
 and Query optimization.
- Strong understanding of AWS product and service suite primarily EC2, RDS, S3, Redshift and other monitoring service of products and their applicable use cases.
- 4+ years of hands-on experience with Salesforce Marketing Cloud, Veeva CRM and Veeva Vault, Events as system administrator.
- Experience in migrating existing databases from on prem to AWS Redshift using various AWS Services.
- Ability to work independently, multi-task, shift focus and adapt to changing priorities.
- Excellent communication and strong organizational, project management and analytical skills and ability to adapt to new tools and technologies in a challenging environment.

WORK EXPERIENCE

Endo Pharmaceuticals Inc., Global Commercial IT Manager

Malvern, PA January 2019 - Present

Cell: 816-785-2104

- Responsible for the day-to-day technology execution in the support of sales and marketing operations areas, in scope systems include website administration, ETL maintenance, backend database maintenance of branded commercial websites and HCP speaker programs.
- Worked with third parties on migrating commercial DW from Netezza DB to AWS Redshift and RDS.
- Worked closely with third parties on implementing snowflake data warehouse.
- Worked on VEEVA CRM applications, VEEVA Vault and VEEVA Events as an admin.
- Collaborated closely with Business users across Sales, I&A and Patient access teams to provide operational support for the reports developed in Tableau and provided operational and development support for various projects in Snowflake and Matillion.
- Performed the roles of Marketing cloud developer and administrator within the organization. Responsible for supporting day to day SFMC operations and cross channel digital campaigns.
- · Worked cross-functionally with Marketing team to design email campaigns and automated them.
- Created data extensions and designed the journeys using Journey builder and automated the import, extract and query activity using Automation Studio in salesforce marketing cloud.

IQVIA Plymouth Meeting, PA Software Development Manager (Specialty Pharmacy Data Integration) January 2015 - January 2019

Participated in the design, development and delivery of complex specialty pharma projects.

- Analyzed client requirements and assisted in the development of work products/solutions. Also
 performed quantitative analysis to assist in identification of client issues and development of client
 specific solutions.
- Developed detailed documentation and specifications such as process flows, data flows, data exhibits, reporting and analytics business requirements.
- Designed and executed ETL processes for loading data from internal systems using Oracle /PL/SQL loader, shell scripting (Unix) and Mongo DB.
- Facilitated business functional requirements and translated them to technical documents and coordinated tasks to offshore team. Collaborated closely with business analysts, onsite and offshore development, and DBA teams on gathering functional requirements, development, QA, and releasing code to production.
- Developed JSON queries and documents to create extracts for various major pharmaceutical clients in Mongo database. Documented designs using ERWIN data modeler.
- Managed User Acceptance Testing of new applications and new versions of existing applications.
- Worked on multiple production applications independently and as part of a team using Agile and waterfall methodologies.

Merkle, Inc. Marlborough, MA
Senior Database Developer August, 2009 - December, 2014

- Worked on Design, development and deployment of data warehouse including a normalized data store
 for consolidating data from various sources and loading into multidimensional databases for analysis
 purposes.
- Developed different Data transformation (DTS) packages on SQL server 2000 as per the business requirements and ETL packages using SSIS for loading data into NDS and DDS.
- Designed complex SQL queries for data extraction and data analysis for various projects.
- Created various file events and job events in Tidal (Scheduling tool) to schedule the daily/weekly jobs for various clients.
- Implemented direct mail and digital marketing campaigns for various financial and pharmaceutical clients in Netezza database and DTS packages.
- Mentored junior developer and interns within the organization.

Achievements:

Recognized and honored with excellent performance awards (Above and Beyond) in IQVIA, Merkle and Endo.

EDUCATION

BS in Information Technology, JNTU, India May, 2007
MS in Computer Science, Kansas State University May, 2010

TECHNICAL SKILLS

Languages: C, C++, JavaScript, Perl, PL/SQL, UNIX Shell scripting, C#.NET, VB.NET, Python RDBMS: Oracle 12c,11g/10g/9i/8i, SQL Server, MySQL, MS-Access, DB2, Netezza,

T-SQL

No SQL: Mongo DB

ETL Tools: Informatica, SSIS, DMX, Matillion

Data Modeling Tool: ERWIN

Reporting Tools: Cognos, Tableau, Power BI

Methodologies: Agile, SCRUM
Source Control: Harvest, CVS, SVN.

OS: Windows, UNIX (Sun Solaris), Linux.

IDE Tools: Eclipse, Rational Rose, Rational Team, TOAD,

MS SQL Server Management studio, Aginity Workbench

Job Schedulers: Tidal, Cybermation

Miscellaneous: MS Excel, MS PowerPoint, MS Word, MS Outlook, Database Modeling, SQL Tuning,

Object Oriented Modeling using Rational Rose, TOAD, IBM Mainframe, Snowflake,

Salesforce Marketing Cloud, AWS Redshift, Amazon S3, SAS, VEEVA CRM, Vault, Events, RServer

(317) 982-8245 Indianapolis, Indiana alankrit.gupta7@gmail.com

Alankrit Gupta

Data Scientist

github.com/CodesterSupreme linkedin.com/in/alankrit-gupta-93763b53

With over 5 years of full time experience and over ten months spearheading some of the most challenging problems in the US technology and healthcare space have helped me hone my skills as a data scientist and have made me realize that: in the world dominated by black-box models the businesses with people at the core still need actionable insights more than black-box accuracy. I want to focus my efforts on building AI powered, robust, scalable solutions that can impact the lives of millions of people worldwide without losing a sense of the main stakeholder in this ecosystem i.e. the user.

SKILLS

Tools and Languages
Machine Learning Skills

Python, R, PySpark, Keras, Pytorch, Git, Javascript, MySQL, MongoDB

AutoML, Explainability and Auditability in ML, Natural Language Processing, Text Summarization, Fraud detection, sales lead prioritization, reinforcement learning, computer vision, regression, time series anal-

ysis, deep learning, clustering, and web scraping

Quantitative Research

Graph modeling, Network Analyis, AI, Social Media analysis, Tableau

TECHNICAL EXPERIENCE

Data Science Consultant Intern

ZS Associates

Aug 2022 — Dec 2022

Princeton, New Jersey

- Deployed large scale solution in Azure tech stack to detect insurance fraud in Copay and patient assisted programs (PAP) highlighting potential fraud claims amounting to **3M**+ annually.
- Built a graph traversal model supporting territory expansion in known and potentially unknown regions based on unsupervised clustering and region potential estimation.
- Led the product development work for AI-driven product evaluating county potential for territory assessment in Medicare Advantage healthcare sector.

Social Media Analytics Intern

Polis Research Center

Feb 2022 — July 2022

Indianapolis, Indiana

- Designed and implemented a real-time face mask detection model that identifies whether or not the mask is worn correctly using transfer learning (mobile net V2).
- Researched and developed algorithm to study and visualize food deserts in Indiana using Node2Vec to cluster nearby counties.
- Researched and developed tool to measure and track controversial topics on social media using Twitter follow and retweets graph networks.

Data ScientistAug 2016 — July 2021ZS AssociatesGurgaun, India

- Developed and enhanced a multi-model ecosystem to help clients **prioritize sales leads** combining deal propensity and deal dollar size impacting the realization of additional \$13M+ (Innovation of the year at ZS in 2019).
- Led the implementation of a fully automated, client agnostic Flask web application leveraging **Genetic Algorithm based auto featurization** and auto modeling that addresses multiple B2B Salesforce needs such as **churn**, **cross-sell**, **up-sell**, **customer management**, etc. The application has increased customer engagement and resulted in the generation of an additional \$2M+ for a US-based tech client.
- As part of the R&D Excellence team, led the implementation of CTFO a python based statistical solution aimed at clinical trial planning and management for pharmaceutical clients. The tool forecasts patient enrollment for clinical trials to improve the planning and success rate of trials. The tool optimized workflow of \$2M+ for a pharmaceutical client.
- Devised and implemented an end to end machine learning approach to perform **Physician Segmentation** using **TF-IDF** and ensemble of ML models for a new to market cosmetic product based on physician's web presence and social presence, bringing a cost reduction **from 4\$(manual) per physician down to 0.2\$**.

EDUCATION

Master in Applied Data Science, Indiana University

Bachelor of Engineering in Computer Science, Birla Institute of Technology and Science

2021 - 2022

2012 - 2016

MooCs

Machine Learning Specialization under Data Science Toolbox in R on Coursera.

Data Science Specialization John Hopkins

Data Science Specialization: Foundation, Regression, Classification, Clustering by University of Washingtonon Coursera.

Introduction to **TensorFlow** for Artificial Intelligence, Machine Learning and **Deep Learning**on Coursera.

Honor Code Certificate for The Analytics Edge by MIT on edX

Elements of AI University of Helsinki

Megan Lien

9929 N Jersey St. Portland, OR 97203 | 206.295.9169 | megan.fitzg@gmail.com

Skills & Abilities

Tools & Technology: R, SQL, Tableau, Power BI, Hadoop, M, Crystal Reports, Python, Java, Excel **Industry Knowledge:** EHR Data, OMOP data, Data Analysis, Claims Data, Mathematical Modeling,

Ambulatory Care, Oncology, Regulatory Reporting

Languages: Spanish (fluent)

Experience

August 2021 – December 2022	 Data Operations Manager, Unified Patient Network Defining data requirements and data management processes for a \$10M early-stage startup company, reporting to Chief Technology Officer, supporting multiple health system clients. Running and monitoring clinical and phenotype data pipelines. Establishing data quality standards for a large-scale, data-driven research network, designed to include longitudinal clinical data for thousands of patients. Collaborating with development and product teams to define clinical pipeline requirements and validate fixes/enhancements. Technology & Knowledge: OMOP CDM, EHR data (Epic), PostgreSQL, R, OHDSI
	tools, Tableau, PowerBI, Confluence, Jira
March 2021- July 2021	Data Operations Manager, HealthSparq Managing team of 2-4 data analysts, reporting to Director of Client Operations. Overseeing the claims data processing, loading, and testing operations powering
September 2014-March 2021	the HealthSparq Cost and Rewards products, supporting 30+ health insurance clients, powered by claims data from over 50 million patients. Ensuring the quality and efficiency of the team's work. Partnering with product-engineering to evolve the relevant systems. Consulting with clients as a SME in the claims data arena.
	Senior Healthcare Informatics Analyst, HealthSparq Utilizing medical, dental, and pharmacy claims to generate treatment and encounter cost estimates. Working with customers to take in their raw data, perform intake and validation, process the data, analyze the output, develop data fixes, and provide output reports for the customer. Leading client communication around data delivery and output analysis. Managing summer internship program.
	Technology & Knowledge: R, Hadoop, SQL, Tableau, Claims data - medical and pharmacy, Provider data, Confluence, Jira
September 2012- September 2014	Technical Services Analyst, Epic • Provide technical support to Epic customers on the EpicCare Ambulatory application. Lead analyst for Physician Quality Reporting, ICD-10, and Meaningful Use projects. The internal Oncology specialty lead. Member of the Registry Infrastructure pod. Teacher of the Analytics Registries class.

Technology & Knowledge: M, SQL, Epic Clarity DB, Reporting Workbench, EpicCare Ambulatory, MyChart, Registries, Oncology, Research

Education

August 2005-May 2009	B.A. Mathematics, Portland OR, <i>University of Portland</i> - Spanish Minor
September 2009- March 2012	M.S. Mathematics, Portland OR, Portland State University
December 2010- March 2013	Graduate Certificate Biomedical Informatics, Portland OR, <i>Oregon Health</i> & <i>Science University</i>

PRISCILLA WONG

WORK EXPERIENCE

THE CITY OF NEW YORK, NEW YORK, NY Senior Data Scientist, Department of Buildings

building and maintenance practices

OCT 2019 - PRESENT

- Built predictive modeling tools used to detect deceptive and non-compliant
- Utilized data mining techniques to provide mission-critical data-backed guidance.
 Developed targeted reports, dashboards, and data visualization models that surface key information

Data Analyst, Department of Health & Mental Hygiene

- Worked with cross-functional teams to identify and remove friction points hindering continual access to HIV care
- Performed complex and responsible analytical work, ad-hoc analyses, and prepared relevant reports and presentations

Compliance Data Analyst, Department of Housing

- Spearheaded new data-driven processes to objectively identify where and how to allocate resources to maximize legal and regulatory compliance amongst all New York City housing developments
- Led teams from across the company on ways to best leverage, utilize, and even establish standards on the use and application of data, data formats, and data analytical tools across projects

NEW YORK UNIVERSITY LANGONE HEALTH, NY, NY SEPT 2018 – OCT 2019 Biostatistician

- Applied supercomputing techniques to research and gain practical insight on the outcomes of various medical procedures using a database of over 10 billion datapoints across 250 million patients provided by Truven Health
- Created study designs with clinical investigators to enable them to effectively conduct their research by designating the appropriate analytical methods, statistical models and reporting procedures

THE CITY OF NEW YORK, NEW YORK, NY MAY 2017 – AUG 2018 Syndromic Surveillance Data Analyst, Dept. of Health & Mental Hygiene

 Developed and refined algorithms that improved the speed and accuracy of New York City's syndromic surveillance, a mathematical modeling system that enables a rapid public health response to communicable diseases and adverse medical effects based on real-time medical data

- priscillawongx@gmail.com
- (646) 404-3792
- New York City

SPECIALTIES

R

SAS

SQL

Python

Tableau

Power BI

Microsoft Office Suite

EDUCATION

Biostatistics, M.S.

Columbia University

New York, NY

Biological Sciences, B.S.

Carnegie Mellon University Pittsburgh, PA

Robert E. Settlage, PhD Director, Computational and Data Science

Blacksburg, VA | bobsettlage@gmail.com | 540.239.1254 | https://www.linkedin.com/in/bob-settlage/

Team leader committed to uniting and motivating direct, indirect, and cross-functional teams by empowering them to think creatively and perform at their best. Senior data analytics leader known for driving strategies that leverage the power of data at scale to enable cutting-edge research. Often sought-after collaborative data scientist with a balanced blend of expertise in lab processes, data, statistics, Al/ML, and computational science as evident in 65+ publications.

- An inclusive leader with experience in both industry and academia leading diverse teams in complex organizations
- A product evangelist for the Open OnDemand project and Advanced Research Computing services
- Built and launched Virginia Tech's Data Analysis Core (DAC) and grew it to 20+ active, concurrent projects
- Holds 2 patents developed as a graduate student at UVA, launched a company (ProteoQuest), which generated \$1M+ in new revenue from Big Pharma, and was later acquired by MDS Proteomics

SIGNATURE SKILLS

Strategic Planning
Data Science & Data Analytics
Data, Cloud, and Storage Strategy

Leadership
Training & Teaching
Vendor Management

Machine Learning & Al Bioinformatics and data generation Data Visualization

PROFESSIONAL EXPERIENCE

Director, Computational and Data Science

Virginia Tech - Advanced Research Computing | Blacksburg, VA

Mar 2016 - Present

Collaboratively direct Advanced Research Computing (ARC) configuration, purchase and buildout of computing clusters along with the required computational software and services. Train and enable students and faculty to leverage ARC for complex research and analysis. Develop ARC's cloud strategy to include on- and off-prem offerings. Collaborate with university faculty to submit grants. Lead teams including computational scientists, data scientists and research assistants. Serve on University leadership committees. Serve as Technical Chair of the Science Gateways Conference 2022 leading planning for the event.

ARC Strategy Highlights

- Serve a user base of 2,875 users (quarterly average), which includes 500+ principal investigators (PI)—users represent many departments such as math, medical sciences, veterinary sciences, aerospace, English and tourism
- Manage budget for purchasing of hardware (\$2-5M yearly, storage and compute)—negotiate with vendors
- Work with Finance and Controllers office to create the pricing strategy and pricing tiers for ARC cost-center
- Developed ARC's cloud strategy and directed development and deployment of a simplified provisioning interface

Leadership & Training Highlights

- Initiated and spearheaded the restructuring of ARC following merger with system administrators—made way for growth and expanding functionality, ultimately leading to better services provided to user base
- Conceptualized and hosted several AI/ML hackathons, with prizes sponsored by IBM
- Train through the Faculty Development Institute on topics such as machine learning, R and Python
- Lead Nvidia Deep Learning Institute certified training workshops as a Nvidia Deep Learning Institute
 Ambassador—augments value delivered to students and faculty and provides greater access to Nvidia hardware

Principal Investigator (PI) & Product Evangelist

Nov 2018 - Present

Virginia Tech – National Science Foundation Open OnDemand 2.0 Grant | Blacksburg, VA

- Awarded \$3M grant to developing, enhancing and evangelizing the Open OnDemand platform to scale research
 efforts and advance accessibility—Open OnDemand is a collaboration between Ohio Supercomputer Center,
 University of Buffalo, and Virginia Tech
- Serve as a product evangelist and lead community outreach—frequently speak and host workshops on highperformance computing and the power of Open OnDemand
- Utilize Open OnDemand to simplify the user experience—resulted in 1+ week reduction in time-to-science

Instructor Aug 2018 – Present

Virginia Tech | Blacksburg, VA

- Teach statistical computing courses at both the undergraduate and graduate levels
- Teach specialized topics in computing through the VT Faculty Development Institute
- Integrate modern and emerging tools in software development and data analysis to enhance learning

Director, Data Analysis Core (DAC)

Jan 2010 - Feb 2016

Virginia Tech - Virginia Bioinformatics Institute | Blacksburg, VA

Built and launched the new DAC department. Directed the DAC's operations. Marketed and pitched Omics-focused data analysis services to clients around the world. Key clients included: Genome Project Solutions (Jeff Boore), Novozyme, Rami Dalloul, Kent Reed, and others. Analyzed data and wrote scripts to execute automated analyses.

Operations & Leadership Highlights

- Grew the DAC from 0 to 20+ concurrent projects per year
- Hired and led team of 5 data scientists/bioinformaticians
- Project managed \$1M investment into new generation DNA sequencer as well as the data storage and compute resources needed to run the sequencer—enabled DAC to analyze 800 samples in 3 months compared to the previous 12-to-18-month turnaround time

Data Analysis Project Highlights

- Currently serve as the bioinformatician in charge of the SW-VA Covid genome sequencing effort
- Assembled and annotated a turkey genome to provide insights into immune response and metabolism of toxins to support a key American food source—project valued at \$1M
- Facilitated data collection and pre-processing steps for an atherosclerosis study—won contract to sequence 1,500
 additional samples which provided funding invested into major equipment upgrades
- Iterated assembly approach from turkey genome to sequence DNA from the Komodo Dragon, which delivered insight into the animal's antimicrobial peptides—completed in only 6 months for nominal cost
- Analyzed genome to research algae as an alternative fuel source and allow client to explore expanding into the fuel industry
- Conducted analysis to examine genes responsible for lupus, which furthered understanding of the disease

Interim Director, Core Laboratory Facility (CLF)

Jan 2011 - Jan 2012

Virginia Tech – Virginia Bioinformatics Institute | Blacksburg, VA

- Assigned to role that expanded to include overseeing the CLF and its data generation services
- Contributed to the onboarding of new, permanent CLF Director
- Directed and managed all aspects of facility including managing staff and setting expectation

Lead, Proteomics Facility

Jul 2008 - Jan 2010

Virginia Tech – Virginia Bioinformatics Institute | Blacksburg, VA

- Managed the protein-sequencing facility with a focus on prioritizing sensitivity, reproducibility and service
- Trained staff in all aspects of lab based protein sequencing methods including mass spectrometry operation, gelbased separations, and liquid based-fractionation experiments

Lead, Proteomics Informatics Lead, Proteomics Automation Lab

Jul 2005 – Jun 2008 Aug 2006 – Jun 2008

Merck & Co. | Rahway, NJ

Oversaw the informatics and automation labs. Managed group of lab technicians, and cross-functional teams across the matrixed environment, including Merck's development teams. Defined and communicated specifications in order to ensure development teams were creating software tools to enable data analysis. Conducted project planning and administered a multimillion-dollar budget.

- Accelerated sample processing from 96 samples weekly to 1,400 samples weekly—spearheaded automation of mass spectrometry for analyzing effects of Alzheimer's drugs on cerebral spinal fluid
- Reduced informatics timeline from 8 months to 5 weeks—through development of semi-automated informatics
- Selected by leaders to participate in the invite-only Managing at Merck leadership development program.

OTHER WORK EXPERIENCE

- Held roles including Research Scientist at Virginia Tech's Virginia Bioinformatics Institute, Research Associate at WM Keck Facility, Research Scientist at MDS Proteomics, and Senior Scientist at ProteoQuest
- Secured 2 patents, which generated \$1M+ in funding from Novartis and elevated the status of ProteoQuest, leading to its acquisition by MDS Proteomics—developed new methodology to analyze cell surface proteins in complex mixtures at improved sensitivities in order to research immune response
- Participated in medical school research through the UVA's Cell Migration Consortium and improved methods of characterizing single-cell organisms while in the WM Keck Mass Spectrometry facility

TECHNICAL ACUMEN

Computing & Programming: R, R-Keras, Python

Machine Learning: Computer Vision, Reinforcement Learning, GANs, Spark, Hadoop

Data & Scripting: Bash, Markdown, SciDB, SQL, Git, Docker, Ansible, LaTeX

Lab: Mass Spectrometry, Genome Sequencing (RNASeq, DNASeq, ChIPSeq, MethylSeq), Ion Torrent

RESEARCH & PUBLICATIONS HIGHLIGHTS

- <u>"Major Histocompatibility Complex (MHC) Genes and Locus Organization in the Komodo Dragon (Varanus Komodoensis),"</u> Immunogenetics 73 (5): 405–17—meta-analysis that explored the organization of MHC across the Komodo dragon and humans
- "Specific Labeling of Synaptic Schwann Cells Reveals Unique Cellular and Molecular Features," eLife 9 (June)—
 identified genes specific to a very small population of cells involved in Muscular Dystrophy
- "Fusobacterium Genomics Using MinION and Illumina Sequencing Enables Genome Completion and Correction,"
 mSphere 3 (4)—used new sequencing technology to complete a genome providing insights into human diseases

EDUCATION & PROFESSIONAL DEVELOPMENT

PhD in Chemistry | University of Virginia | Charlottesville, VA

Master of Science in Statistics | Virginia Tech | Blacksburg, VA

Bachelor of Science in Chemistry | California State University | Sacramento, CA

Certified Nvidia Deep Learning Ambassador | Deep Learning Institute

Certified Since 2018

Deep Learning Institute Ambassador in

- Fundamentals of Deep Learning for Multiple Data Types, Deep Learning Institute
- Fundamentals of Accelerated Computing with CUDA C/C++. Deep Learning Institute
- Fundamentals of Deep Learning for Computer Vision, Deep Learning Institute
- Fundamentals of Deep Learning, Deep Learning Institute

Additional Training

- Machine Learning, Stanford University (via Coursera)
- Practical Machine Learning, Johns Hopkins University (via Coursera)
- R Programming, Johns Hopkins University (via Coursera)
- Regression Models, Johns Hopkins University (via Coursera)
- Reproducible Research, Johns Hopkins University (via Coursera)
- Practical Predictive Analytics: Models and Methods, University of Washington (via Coursera)
- Getting and Cleaning Data, Johns Hopkins University (via Coursera)
- Exploratory Data Analysis, Johns Hopkins University (via Coursera)
- Communicating Data Science Results, University of Washington (via Coursera)
- White Belt Six Sigma, Villanova University

Donna Kim

Licensure/Certification PMI Project Management Professional

(PMP)

Number/ID 376371

Issuing Organization Project Management Institute

Issue Date Sep-2005

Expiration Date Dec-2012

Donna Kim

P.O. Box 2123 | Philadelphia, PA 19103 | (610) 304-8423 | donna.kim@protonmail.com

Program/Project Management

Strategic Planning

Business Process Improvement

Executive Profile

Accomplished professional with unique combination of technical and business skills. Proven expertise in project management and information technology. Provide innovative and cost-effective solutions to organizations seeking to define, design, implement, and manage strategies across their enterprise and client base. Extensive experience and consistently outstanding outcomes in multi-site complex Project Management, IT Systems, and Sales and Marketing Initiatives. Accomplishments span both internal leadership and consulting roles. Recognized as hands-on, pro-active troubleshooter who can rapidly identify business problems, formulate strategic plans, initiate change and implement new processes in challenging and diverse environments

- Program/Project Management
- Cross Functional Team Leadership
- Interpersonal/Client Relations
- Policies & Procedures

- Business Analysis and Process Redesign
- IT Systems Implementation and Management
- Quality Assurance/ Operations
- Training & Development

Professional Experience

Consultant 1997– present

Consultant providing expertise in planning and management of complex projects that increase efficiency, productivity, and effectiveness. Responsibilities encompassing Strategic Planning, Vendor Relationship Management, Cross-functional Communication, Business Analysis, Decision Making, Systems and Process Implementations, Conversions, Quality Assurance, and Training.

Representative Assignments and clients:

Program Management, Sanofi, Bridgewater, NJ

2018- 2019

Oversaw Organizational Change Management activities for global teams to ensure adoption of changes to business processes and technologies.

- Develop program strategies and plans, including stakeholder assessment, change toolkit, communications, and program metrics.
- Conduct stakeholder meetings to ensure understanding of the role of change management in the project implementation process, explaining how change management activities map on the project execution timeline.
- Facilitate development of project-level change adoption goals, KPIs, and plans to help project teams with adoption of new processes and technologies.
- Provide support and coaching to Project Change Leads and Project Managers as they help their teams through transitions.
- Oversee development and dissemination of communications to global teams on various media platforms.

Donna Kim Page 2

Project Management, AstraZeneca, Wilmington, DE

2017-2017

Responsible for development of IT Product Launch Framework, and Mobile App deployment and Product Release Management plans. Manage plans and activities across project and process owners, vendors, quality management, and service teams, identifying risks and contingency plans. Provide project sponsors, project teams, and management with status and communication.

Project Management, GlaxoSmithKline, Philadelphia, PA

2014-2014

Partnered with the Oncology Chief of Staff to co-lead Resource Optimization project for the redeployment of the Oncology sales force. Managed all aspects of cross-business unit activities, including communicating with internal and external stakeholders and directing matrixed teams and resources. Worked with Analytics and collaborated with business unit leads in the strategy development and implementation. Engaged with HR, Legal, and business unit leadership in developing and managing Change Management activities. Maintained open communication and collaboration through weekly core team meetings and meetings with the business leadership. Responsibilities also encompassed the development of 2014-15 Business Strategic Plan for the Oncology Business Unit.

Project Management, Otsuka, Princeton, NJ

2011-2012

Spearheaded the mobile program, the development of the corporate cloud, and the development and maintenance of product websites under Commercial Operations. Worked with business partners and vendors to explore innovative ways to utilize mobile technology to extend brand presence, and aid consumers, sales teams, and physicians. Led cross-functional teams from solutions ideation and design sessions to solutions development, testing, and deployment. Instituted process improvement activities with business partners, internal regulatory, and vendors by examining the existing program and recommending improvements. Established a mobile development and deployment process to ensure smoother launches and achieve operational excellence. Responsible for managing vendor relationships, agreements, and deliverables. Communicated program/project status, project assignments and issues to key stakeholders. Managed organizational relationships and served as key point of contact for business sponsors and interfacing organizations. Served as an SME for US and global business units exploring opportunities to utilize digital technologies.

Project Management, IMS Health, Plymouth Meeting, PA

2010-2011

Oversaw all aspects of systems development and implementation to support Data Management. Worked with business clients in defining business solutions and project requirements. Responsible for project proposals and plans including scope, resource, and cost. Provided project team with guidance in understanding and applying knowledge of the business process and technical architecture. Establish project objectives, assign tasks, and provide direction and technical guidance. Coordinated activities with Business Clients, Data Warehouse, Database Management, Change Management, and Systems Support organizations. Communicate project status and manage project assignments and issues. Manage organizational relationships and serve as key point of contact for business sponsors and interfacing organizations.

Project Management, IMS Health, Plymouth Meeting, PA

2008 - 2008

Directed software development team in the development of new systems and applications to support Hospital Audits. Establish project objectives, assign tasks, and provide direction and technical guidance to project team members. Conduct Requirements, Design, and User sessions and reviews. Confer with project team to outline project plan and coordinate activities with Clients, Database Management, Change Management, and Systems Support organizations. Responsible for tracking and managing project assignments and issues.

Member of Business and IT management team to implement Enterprise Process Management initiative to manage Contract Compliance. Examine and evaluate other internal quality initiatives for best practices and lessons-learned. Worked with team in structuring and prioritizing metrics and in constructing a framework for measuring and monitoring Contract Compliance.

Business Analysis, Merck & Co., Upper Gwynedd, PA

2007-2008

Interfaced with Marketing and IT to identify business requirements, implications and impacts to existing business processes and systems, and review potential solutions for the Marketing Operations and the New Commercial Model. Responsible for evaluating existing web-development and content-management tools and technologies for the intranet. Developed Marketing Operations Intranet prototype.

Project Management, AstraZeneca, Wilmington, DE

2004 - 2005

Oversaw all aspects of creating a Managed Markets Data Mart and the redesign of the Managed Markets Insight Intranet. Addressed the need for innovative analytics, dynamic analysis of multidimensional data, and efficient reporting by delivering a fully integrated data mart with an intuitive, easy-to-use Interface for easy access and retrieval of data essential for managed markets. Demonstrated leadership ability with capacity to negotiate and coalesce disparate teams by fostering a collaborative working environment, leveraging existing resources and seeking synergy across teams.

Quality Assurance, ImpactRx, Mt. Laurel, NJ

2004 - 2004

Designed, developed and implemented Quality Assurance infrastructure for product deliverables. Interact with IT, Product Operations to assess, report the impact of system changes on the client deliverables and recommend solutions. Verify and test data accuracy of product deliverables. Participate in cross-functional efforts to research and resolve data challenge issues. Maintain and document the standard sources and scripts for reporting data.

Business Analysis, Wyeth Pharmaceuticals, Radnor, PA

2002 - 2002

Delivered detailed functional requirements and system design for the Agreement Management System (AMS) to support Global Business Development and Legal. Adhered to strict budget, compressed deadlines, and 21 CFR Part 11 regulations. Conducted interviews with senior division executives, business clients, and other internal groups to identify project audience, specific user roles, and functional requirements; cultivating positive working relationships with key project stakeholders.

Program/Project Management, GlaxoSmithKline, Philadelphia, PA

1998 - 2002

Directed merger-related activities and cross-site initiatives in the Sales & Marketing area to support a Field Force of 6000. Spearheaded projects under Data Warehouse Technologies including Sales Reporting, Data Management, Dimension Management, Data Warehousing, and Data Access. Responsible for integration of Sales & Marketing Systems including: Sales Force Automation, Territory Management, Call Activity, Customer, Targeting, and Product Responsibility.

Quality Assurance Management, Merck & Co., West Point, PA

1997 - 1998

Member of the management team to develop a centralized contracting-rebating system. Recruited and hired to build a Quality Assurance Team. Improved quality through development and implementation of standards, procedures and processes. Responsible for project plans and managing business and IT relations. Conducted Business Requirements and Business Process Modeling sessions.

Education

Bachelor of Business Administration, Finance Temple University - Philadelphia, PA

TECHNICAL SKILLS

Hardware:

Satellite Transmitters, Routers, Satellite Receivers, StarNet Inserter Control Unit, Inserter Switch unit, Video Tape Recorders, Client-Server Chassis, Satellite Video-Insertion Equipment, Phone Directors

Donna Kim

Operating Systems:

UNIX, Windows, Windows NT, IBM Mainframe

Languages:

C, Unix, Oracle SQL, HTML, Fortran, Perl

Software:

Microstrategy, Di-Diver, Agreement Management System (AMS), Passport (Sales Force Automation, Field Reporting, Call Activity, IPO, Territory Management, Sales Reporting, GSK Data Warehouse), Powerline (Sales Force Automation, Scrubber, CCD, RTIC, Sales Reporting, Admin Forms, Dialog), GenCord (CCAS, CIMS, PIMS, DSS), Webacus, Delta, Compass, NTS Order Entry System, Field Commission System, NuStar, Promotor, Barker, PVCS, SourceSafe, Rational Rose, Requisite Pro, SQA, Documentum, Microsoft Project, MS Access, MS Excel, MS Word, Visio, PowerPoint, MS Access, Schedule+, Project Workbench, Paradox, ByDesign (CustomPoint), DIAMOND (Telescope), Field Sales Bulletin System, OneWeb (Communique), SQL Server 2005

Professional Development:

Total Quality Management (TQM) \square Rational Software: Rational Rose, Requisite Pro, SQA \square Documentum \square Project Management \square 21 CFR Part 11 Regulations, \square Project Management Professional (PMP) \square Pharmaceutical Sales Compliance \square Microstrategy \square DI-Diver, Building Teams, Commitment & Culture for Virtual Teams, Delivering Business Strategies through Programs

SAEED ARASTEH

75 E Shrewsbury Pl. Princeton, NJ 08540 – arastehsaeed@gmail.com (609) 865-7725

LEAD DATA SCIENTIST

- ♦ Data Science leader focusing on pharmaceutical business needs. Leverage data as the connection between pharmaceutical development stages and areas. Able to develop new statistical methodologies when no current solution exists to solve complex problems with simple answers. Expert in clinical data science.
- ♦ Conduct leading research with expertise in healthcare research for real-time diagnostic and therapeutic decision support applications and cutting-edge technologies to transform healthcare and life sciences challenges/projects targeted for highly confidential clinical trials.
- ♦ Clear thinker and adept communicator who thrives in a highly goal-oriented collaborative and interdisciplinary team of clinicians, researchers, and engineers who are passionate about developing next-generation technologies through new machine learning and deep learning solutions for life sciences and healthcare that are genuinely useful.

WORK EXPERIENCE

Lead Data Scientist, Clinical Medical and Regulatory

12/10/2021-Present

Novo Nordisk Inc. (Scientific Center of Excellence (SCoE))

- Responsible for end-to-end project leadership of assigned projects to develop and execute new AI
 solutions for analyses and interpretation of large-scale proprietary medical data by applying deep
 knowledge of disease diagnostics, clinical data standards, and data models commonly used by the
 healthcare industry.
- Apply machine/deep learning to predict complications, disease trajectories, patient subtypes, and therapeutic effects for conditions encountered in acute and critical care settings.
- Set up clinical protocols to develop novel insights and real-world evidence (RWE) from real-world data (RWD) generated by sensors and instruments linked to patient electronic medical records and multimodal physiological datasets.
- Setup disease feature databases to extract RWD Evidence from clinical trial data. New features are
 they are made based on this database and predicting ML methods applied to the data. Design AI
 models, GNN, Transformer and attention learning models to be compatible with the new definition
 of clinical data, such as static and dynamic variables, to fit for irregular time series.
- Apply innovative ML methods to the clinical data considering the medical aspects of the disease features to predict the prognosis of the disease (e.g., NASH)

Data Scientist and Machine Learning Engineer

01/01/2021 to 01/10/2021

IDIN Consulting Group

• Develop scalable, custom bio-signal processing, advanced machine learning, and deep learning algorithms to decode the complex raw signal with state-of-the-art methods for non-invasive medical

signal processing and analysis of human physiological measurement, human subjects research, and institutional review board documentation management.

Data Scientist and Algorithm Developer, Auchinachie Capital

02/04/2019 to 12/30/2020

• Trading algorithms for forecasting Forex market direction: Designed machine learning trading algorithms for predicting Forex market direction with 3% accuracy using Scikit Learn, SVM, NLP, Linear Regression, XGBoost, Grid search, and random grid search.

Medical Imaging Training Manager,

09/23/2005 to 05/22/2012

Fanavari Azmayeshgahi, SIEMENS medical

- Provided hardware & software installation, product training, troubleshooting, and maintenance for 45 Siemens Ultrasound and MRI systems for Cardiologists and Radiologists.
- Ensured patient and staff safety from electrical or mechanical hazards via equipment testing.
- Created and implemented a collaborative product development program with hospitals, physicians, and clinics to increase customer satisfaction and sales by 12%.

- TECHNICAL SKILLS

- Data Science: Python, R, MATLAB, Unix/Linux, SQL/MySQL, Tableau, Clinical Data Science
- Machine Learning: Time Series, Classification, Clustering, Recommender Systems, Predictive Modeling, NLP, Causal inference ML analysis, Graph Neural Network, Graph attention and transformer network.
- Deep Learning Frameworks: CNN, RNN, LSTM, TensorFlow, PyTorch, Keras
- Big Data and cloud Platforms: Hadoop, PySpark, MLlib, AWS, Databrick, SnowFlake,
- Bioinformatics Platform: Clinical trials design, Genomic Technologies, Genomic Data Science

PROJECT PORTFOLIO -

♦ Atrial Fibrillation Detection

We developed a convolutional neural network (CNN) based algorithm to detect atrial fibrillation among different arrhythmia with 96% accuracy using logic works, deep learning, and 2D configuration of signals.

♦ Prediction of Insulin Concentration Using Machine Learning Algorithms

Developed a machine-learning algorithm to detect insulin in saliva with 98% accuracy. This method detected insulin using electrochemical proximity assay (ECPA), a DNA-based approach.

♦ A Wearable Device for the Detection of Mild Traumatic Brain Injury (Concussion) and Brain Health Monitoring

Concussion detection and monitoring system using eye motion consistency traction, virtual reality, Electroencephalography, Electrocardiography and Plethysmography (EEG, ECG, PPG), bio-signals, time series, and classification to detect concussion in the playgrounds.

♦ Skin Cancer (Melanoma) Detection

Segmentation and classification of Melanoma using VGG16, U-Net with 72 % accuracy in segmentation and 86% in classification of normal, benign, and malignant nodules using deep learning, TensorFlow, and Python.

♦ Development of A Cuffless Blood Pressure Estimation Method

Blood pressure estimation with 87% accuracy using Photoplethysmography (PPG) and

Electrocardiography (ECG) v	ria machine learning, Python, and Keras.
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♦ Fishing Vessels Activity Detection from Longitudinal AIS Data, International Conference, ACM Sigspatial Nov. 2020

The fishing activity of vessels is detected with a state-of-the-art technique using deep learning, Python, TF, Keras, and machine learning methods CNN, SVM, RF and MLP with 94% accuracy. This model is type-independent and is compatible with real-world applications.

♦ Fishing Vessels Gear Type Detection from Longitudinal AIS Data Using A Representation Learning Method (Under Publication)

Fishing vessels' type is detected based on trajectory AIS data and representation learning. A deep neural network is used to achieve an accuracy of 88% for three types of vessels.

EDUCATION

Ph.D. Candidate: Computer-Engineering

Simon Fraser University (SFU)

Master of Engineering: Biomedical Engineering

University of British Columbia (UBC)

Master of Science: Biomechanics Engineering

Science and Research Branch, Islamic Azad University (SRBIAU)

M.D.: Doctor of Medicine

Tehran University of Medical Science (TUMS)

	CERTIFICATE	S
•	AI for Medical Prognosis	Deeplearning.AI
•	AI for Medical Treatment	Deeplearning.AI
•	Machine Learning Data Lifecycle in Production	Deeplearning.AI
•	Diagnosing High-Risk Patients with NASH in Pra	ctice WebMed Global
•	New Advances in the Diagnosis and Management of N	ASH Potomac Center for Medical Education
•	SAFe Product Owner/Product Manager (5.1)	Scaled Agile, Inc.
•	Python for Genomic Data Science	Johns Hopkins University, Coursera
•	Introduction to Machine Learning in Production	Deep Learning.AI
•	Prepare Data for Exploration	Google
•	Design and Interpretation of Clinical Trials	Johns Hopkins University, Coursera
•	Introduction to Healthcare	Stanford University, Coursera
•	Introduction to Genomic Technologies	John Hopkins University, Coursera
•	Quality Assurance and Software Testing	British Columbia Institute of Technology (BCIT)



zhaoyucc@hotmail.com | (857)445-1360

LinkedIn://yuchengzhao

PROFESSIONAL PROFILE

- Hands-on expertise in market analytics, machine learning, time-series forecasting, and data visualization
- In-depth experience in developing business insights by healthcare data and commercial data
- Solid experience in Python, R, SAS, SQL, and Dataiku
- Deep understanding of big data ecosystem, cloud services platform, and deep learning frameworks

EXPERIENCE

MERCK | SENIOR DATA SCIENTIST

Jul 2019 - Present | Great Philadelphia Area, PA

- Leveraged real world evidence data (Sales/Rx/Claim data, digital/field promotion data, etc) for market segmentation and customer targeting
- Delivered predictive analysis to optimize U.S. oncology market development
- Identified key drivers of US oncology market growth at HCP/facility level
- Developed portfolio level segmentation to optimize customer engagement and business opportunity
- Applied early adopter analysis to identify HCPs who are early adopters for new launch tumors

SHELL | DATA SCIENTIST

Jan 2018 - Jul 2019 | Houston, TX

- Predicted key drilling metrics in time series data using deep learning algorithm
- Developed and deployed cloud-based interactive web APP to visualize streaming data and model prediction data
- Performed machine learning and statistical analysis to real-time advisory monitoring and engineering design optimization

THE UNIVERSITY OF TEXAS HEALTH SCIENCE CENTER | RESEARCH ASSISTANT

Dec 2016 - Dec 2017 | Houston, TX

- · Applied machine learning methods to investigate risk factors for multiple cancers using UK Biobank dataset
- Managed social network data for individual-level factors and health venue utilization patterns studies
- Performed various social network analysis and visualizations

GENESIS OIL & GAS CONSULTANTS | SUBSEA ENGINEER

May 2014 – Aug 2015 | Houston, TX

- Developed subsea riser installation software for offshore oil platforms
- Performed subsea riser fatigue and vortex-induced vibration analysis

AMERICAN BUREAU OF SHIPPING | ENGINEER INTERN

May 2011 - Aug 2011 | Houston, TX

- Developed in-house computational fluid dynamic software
- Performed numerical simulation of wave-structure interactions in high performance computing clusters

FDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY | Master in Computer Science

SPECIALIZATION IN MACHINE LEARNING

May 2019 | Atlanta, GA

THE UNIVERSITY OF TEXAS HEALTH SCIENCE CENTER | MASTER, BIOSTATISTICS AND DATA SCIENCE

Completed All Coursework | May 2018 | Houston, TX

TEXAS A&M UNIVERSITY | PhD in Ocean Engineering

May 2014 | College Station, TX

SHANGHAI JIAO TONG UNIVERSITY | BACHELOR IN OCEAN ENGINEERING

May 2008 | Shanghai, China

Marshall Widjaja

919 Madison Ave, Plainfield, NJ, 07060 Phone: (850) 341 1948 E-mail: marshallwidjaja@hotmail.com

Professional Experience

Syneos Health Somerset, NJ

Director of Commercial Analytics & Insights

August 2022 - Present

- Generate business insights to enhance the performance of Syneos Deployment Solutions including promotional, market access and medical teams.
- o Drives business information acquisition, analysis design + execution, as well as reporting/visualization.
- Oversee a team of analysts and managers in creating actionable insights via ad-hoc and proactive analyses, in addition to recurring reports/dashboards for internal and client stakeholders.
- Manage ongoing (e.g., weekly, monthly, QBRs) reports to enhance productivity and measure the impact and effectiveness of Deployment Solutions teams.
- o Acts as point person for timing + quality in delivery of all such reports and insights.

GlaxoSmithKline Warren, NJ

Sr. Manager - Sales Ops/Tech

July 2018 - August 2022

Provide strategic direction for how best to leverage sales technologies to deliver the needs of the business and improve productivity.

- o Responsible for managing all aspects of Sales utilization of Power BI and PowerApps (Power Platforms)
- o Technical business lead for SalesForce.com
- Responsible for automating integrated business planning process for Commercial group (Marketing and Sales)
- Managing / integrating all external data systems through partnership with Sales Analytics Team and IT through Azure Data Lake.
- o Business system lead for all internal sales system implementations and troubleshooting.
- o Responsible for maintaining Sales Forecast system/processes.
- o Manages contracts for sales specific IT platforms

Expert - Business Insight

April 2016 - June 2018

- Lead, manage and deliver major projects to streamline processes, integrate information and improve information access for Expert Sales & Marketing.
- o Develop analysis and reports to advise leadership and informed business decisions using a wide variety of internal and external performance data and tools. (SQL, Qlik Sense, and Microsoft Power BI)
- o Ensure that ongoing reporting, dashboard-creation, and analysis needs are being met (Qlik and Power BI)
- Develop strategy for long term projects to facilitate success for the business This includes data identifying raw data needs from vendors such as IMS (IQVIA) or IRI.
- o Promote and enforce the Expert Sales Deployment operational principles:
 - o Delivery of ROI on all effort
 - o Alignment of all deliverables with Business Strategy
 - o Straight Forward and Transparent Access to Information
 - o Standardized Cross-Organizational Deliverables

Commvault System, Inc.

Tinton Falls, NJ

Marketing Data Analyst

April 2015 - April 2016

- o Develop and present business conclusions and recommendations from data analysis.
- o Track and analyze marketing-relevant data using standard and ad-hoc reports in Salesforce.com and using database query tools (SQL).
- Track leads from creation through the sales pipeline to close, maintaining the integrity of the data throughout the marketing and sales process.
- o Provide internal support to all database users in the marketing organization and create custom reports when needed. (Qlik Sense)
- Liaise with internal global clients to understand business objectives for the purpose of analyzing and making conclusions based on data.

 Collaborate with MI modelers and theater demand generation operations to enable data and analytics (propensity modeling, marketing funnel management) delivery. (SPSS)

Catalyst Inc.

120 Wall Street, 15th Floor, NYC, NY, 10005

Database Administrator/Developer

October 2008 - April 2015

SQL Server 2005 and 2008

- Maintain various Research-Centers databases, including creating, modifying tables, importing and synchronizing raw data (SPSS and MS Access based filtering), indexing, and extraction.
- Develop/maintain SQL scripts, schema, triggers, stored procedures and queries and execute disaster recovery fail-safe protocols such as database backup, mirroring, file-transferring and clustering
- Work with various Research teams across organization to identify business needs and design solutions and options.

Salesforce.com

- o Work collaboratively with various consultants to custom builds our information management system in Salesforce
- Implement guest registration portal, account dashboard and table management system customization inside Catalyst's SFDC instance.
- O Act as SFDC administrator for organization-wide. Responsibility includes managing user's permission and license, creating reports, back-up, recovering data; develop various triggers, new fields, and workflows.

Innovative Development, LLC / Bristol-Myers Squibb Co.,

Princeton, NJ

Software Developer

August 2007 – October 2008

PlumTree Portal

o Work on project for migrate many Web Services/gadget to a new version. These Web Services are individually written for different purpose. Upgrade is done by either using new version of API or changing the code so it matches the new environment. Most Web Services was written in ASP classic, ASP.Net, VB or C# net

Put together various test cases for Global Hold Process application which is written in C#.

360 IT Services/Case New Holland (CNH),

New Holland, Pennsylvania

Database Project Administrator

July 2005 - August 2007

- Maintain and deal with various projects, mainly databases such as DB2, Sybase, AS400, Microsoft Access, and Microsoft SQL server.
- o Troubleshoot and solve various network issues and PC maintenance.
- Report build using IBM Cognos Impromptu Query, Microsoft Access, and SQL server with VB.Net as language based Web Application.

Education

Pensacola Christian College, Pensacola, FL

May 2005

- B.S. in Business with a concentration in Computer Information System
- Minor in Management/Marketing.

Linkedin: https://www.linkedin.com/in/yuhong-tian-295b4b20

Yuhong Tian

SKILL SUMMARY

Databases: Teradata, Hadoop, SQL Server, Access, Oracle

Statistics and Analytics: SAS BASIC/E-Guide, SQL, Python, Tableau, Excel,

Other: UNIX, Airflow, GitHub,

SUMMARY OF QUALIFICATIONS

- 10+ years working experience in outcome and market research with nationwide medical and pharmacy insurance claims data. Knowledge about ICD, CPT, HCPCs, NDC, NPI, DEA etc. codes.
- 3+ years building machine learning predictive models in healthcare/HEDIS.
- 10+ years working experience in research with statistical data analysis, data mining and warehousing, business analysis, and data visualization.
- Proficient in SQL language with Teradata, SAS, Python, Tableau, SQL Server, Excel, and Access Database, Eguide/E-minor, JMP, SPSS, Prism.
- Project management, critical thinking, attention to details, problem solving skills and a Can-Do attitude.
- Customer support and teamwork.
- Advanced academic training in statistical and quantitative research analysis techniques.

PROFESSIONAL EXPERIENCE

April 2019 to Present

Principal Data Scientist, Government Program Quality Analytics, United Heath Group (telecommuting)

Developed machine learning predictive models for multiple HEDIS measures such as COAMR, COAPS, FMC, PCR, SUPD, and SPC using Python, SAS, SQL and built production pipeline for these models using Airflow.

Working with measure owner to develop pilot programs for FMC starting from data exploration, strategic planning, member selection, to data delivery.

Program effectiveness or other ad-hoc analysis related with HEDIS measure or Medicare population. 2020 end year review rated "Outstanding". Team's SME in HEDIS hospital measures, medical claims data, and airflow/Github.

April 2016 to **April 2019**

Sr. Healthcare Economics Consultant, Central Region ACO, United Heath Group

(telecommuting)

Support central region Medicare and Commercial Accountable Care Organizations' analytical needs by providing regular or ad-hoc data analysis on healthcare utilization and cost metrics, as well as study of intervention effect of high-risk members. Developed M&R major utilization metrics and benchmark reports for both commercial and Medicare ACOs.

March 2015 to Manager/Methodologist, Advanced Analytics, IMS health Inc.

2016

Philadelphia, PA

Manager of Statistical Methodology for IMS Global Operations. Conducts market research, outcomes research, and pharmacy-economic research using prescription data and health insurance claims information from the company's extensive longitudinal database. Designed methodology in multiple research areas including source of business, medication regimen, line of therapy, and physician

March 2010 to Research and Analytics, Research and New Solution Lab, Express Scripts Inc (ESI).

March 2015

St. Louis. Missouri

Senior Business/Reporting Analyst (03/2010-08/2013) Senior Outcome Research Manager (08/2013-03/2015)

Rated one of the top 20% employees (level of "stretch") for two years in a row (2011, 2012) in the end year review of ESI Research department and got a promotion in Aug 2013.

Linkedin: https://www.linkedin.com/in/yuhong-tian-295b4b20

- Clinical product evaluation and outcomes research using pharmacy and medical claims
- Enterprise Drug Trend Report related research projects, clinical or operational ad-hoc research request from senior management, clinical program pilot evaluation.
- Economics models of national prescription drug waste from channel, drug mix and network, as well as national prescription drug waste from Worker's Compensation benefit.
- Created and maintained multiple years patient cohorts that were used for multiple trend related analysis.

Subject Matter Expert in data structure and artifacts of insurance claim data such as ESI enterprise data warehouse, MarketScan® commercial insurance claim and encounter database which contains both medical and pharmacy claims of 40 million patients per year. Served as point of consulting for both ESI data and MarketScan® data related issues within and sometimes outside the team/department.

July 2006 to

Medical School, Washington University in St. Louis

Feb 2010

St. Louis, Missouri

Statistical Analyst

- Full responsibility for the initiation and execution of projects on prescription drug abuse with billions of claim data per year from a major national managed care company.
- Development of data evaluation and maintenance of central databases for multi-sites collaborative prescription drug monitoring system; other Access research database management, data analysis, documentation and reporting; data entry user interface design, implementation and user support.
- SQL query to extract, aggregate, and manipulate data needed in appropriate form and ensure data quality.
- SAS analysis and programming in data manipulation, statistic modeling and hypothesis test (GLM, logistic, time series, ANOVA...etc)
- Result presentation and report writing.
- SQL Server Database design, data Export, Transform, Load (ETL), database maintenance, backup, restore etc.
- Full responsibility of server/storage configuration, hardware, software installation, user account administration of the sever hosts medical claims data.
- Statistical analysis on other experimental and epidemiological study results in SAS.

2001 2006

University of Nebraska

Lincoln, Nebraska

Teaching/Research Assistant

Instructor of MNGT245 Elementary Quantitative Method - Linear programming etc.

EDUCATION

- Optum Data Science University Optum-Scale Data Science Learning Path OSDS1808, Dec, 2018
- Optum Data Science University Machine Learning Method MLM1907, Nov 2019

University of Nebraska

Lincoln, Nebraska

Master of Arts, Business - Management Information System Master of Philosophy, Business - MIS

Central University of Finance and Economics

Beijing, PR China / Master of Arts, Finance in the Direction of Taxation

Henan University

Kaifeng, PR China / Bachelor of Science, Economics - Public Finance

ADITYAGAUTHAM SEZHIAN

Houston, TX | gauthamsezhian@gmail.com | 240-938-1428

PROFESSIONAL EXPERIENCE

DOW CHEMICAL COMPANY

Houston, TX

Multinational materials science and chemical corporation

Technology Manager - Data Analytics & AI

Jan 2022 - Present

- Scoped, developed and led POC-style projects to accelerate Dow's digitalization journey using data analytics and AI
 - o Developed first end-to-end computer vision edge solution saving \$100,000 per plant, deployed via Docker containers
 - o Designed and commissioned full scale ML Operations infrastructure for computer vision applications
 - o Trained and automated internal text model for non-injury potentially life altering event categorization
- Engaged and nurtured relationships with various vendors and startups providing leading digitalization technology

IMUBIT INC. Houston, TX

AI-based closed loop plant optimization startup (pre-IPO)

Implementation Engineering Technical Lead

Apr 2021 - Jan 2022

- Productized new tools to improve consistency of key company technical deliverables and streamlined implementation project lifecycles by cutting over 40 hours/project in development time.
- Spearheaded strategic initiatives with R&D branch to push robustness and repeatability of company's technology, including increasing of ease of explainability of models and reducing validation period for models by 25%.
- Served as technical lead on projects across the Imubit portfolio to mentor and assist 20+ Implementation Engineers.

Process Operations Engineering Team Lead

Jun 2020 - Apr 2021

- Pioneered Process Operations group within company to improve client engagement and service renewal percentages.
 - Recruited, trained and led team of 5 process operations engineers to manage portfolios across 10 sites and 7 clients.
 - o Increased client acceptance of Imubit's optimization models and overall uptime by 400% from group inception.
- Propelled company into a proactive client interaction system by revamping internal set of tools used for live process and KPI monitoring with Python and SQL.
- Built foundation for Process Operations group through standardization of best practices and workflows.

Implementation Engineer

Nov 2019 - Jun 2020

- Developed and commissioned Imubit's first multi-unit AI-driven closed loop optimization controller delivering an additional 3 MM\$/yr margin at client refinery on top of existing optimization.
- Automated significant parts of model development workflow through data-driven techniques to improve accuracy and reproducibility.

EXXONMOBIL Baton Rouge, LA

Multinational refining and petrochemical products manufacturing company

Process Controls/Applications Engineer

Aug 2018 - Oct 2019

- Applied AI-based control to reduce giveaway of rubber finishing plants by 80% leading to savings of over 600 k\$/yr.
- Optimized Olefins furnace uptime/production by 2% leading to increased revenue over 1 MM\$/yr.
- Led LSU-ExxonMobil joint research initiative to push company capabilities with Big Data and Machine Learning.
- Improved unit reliability by eliminating losses of over 250 k\$/yr due to off spec product generation.
- Strengthened Inclusion & Diversity by leading Cultural Awareness committee for Asian-American employees.

EDUCATION

CORNELL UNIVERSITY

Ithaca, NY

B.S. in Chemical and Biomolecular Engineering | Minor in Computer Science

May 2018

- Magna Cum Laude, Engineering Dean's List
- Undergraduate research in Roseanna Zia CFD Lab, CHEME 3130 Teaching Assistant

Sandeep Juneja

Phone: 919-985-6369 / Email: sr juneja@vahoo.com

https://www.linkedin.com/in/sandeep-juneja/







Summary:

- Associate Director, Data Sciences & Digital Process Automation with over Nineteen years of experience
 in Management, consulting, business analysis, design, development, testing, and support of Healthcare & Life
 Sciences applications on Cloud hosted systems.
- Provide leadership and management of the Health & Life Science practice comprised of functions that includes following services: implementation, integration, readiness, management consulting, engagement management, and business development.
- Certified Amazon AWS Solutions Architect & Microsoft Azure Solutions Architect.
- Patented data harmonization and data mapping process and incorporate in Data Mapper product.
- Breadth of experience across systems used throughout the clinical trials process from data capture to submissions including Electronic Data Capture, Clinical Data Repository, Metadata Repository, Analysis & Reporting, Clinical Data Warehousing, Analytics, Visualization and Regulatory Submissions.
- Thorough understanding of relevant industry regulations and standards such as CDISC, 21CFR Part 11, IDMP, GDPR, and other industry regulatory, security and compliance frameworks.
- Experience deploying and supporting Enterprise Analytical Solutions on a cloud or on-premises
 environment.
- Experience with **Enterprise Architectural** concepts, including visualization, dashboards, data analytics, cloud analytics and machine learning techniques.
- **Effective leadership** skills in a global matrix environment with proven **people management skills.**
- Demonstrated ability to **deliver results** of appropriate **quality and timeline metrics**, with **good judgment** and ability to **manage competing priorities**.
- Develop, enhance, and maintain client relations while ensuring client satisfaction.
- Maintain strong Industry profile and provide thought leadership, present papers and posters.

Experience:

Biogen, Cary, NC

Nov.' 21 - Present

Associate Director, Data Sciences & Digital Process Automation (DPA)

As **Associate Director of Data Sciences & DPA**, I am part of leadership team for leading the **Data Engineering and Analytics (DEA) team** in developing the company's data platform solution and services. Lead the data platform strategy to **provide technical solutions that enable maturing and extending analytical solutions, data engineering, data sciences and data visualization solutions on AWS cloud**. Act as a subject matter expert in Data Sciences & Engineering frameworks and bring best in class, innovative ideas to develop, test, and measure performance and impact of initiatives.

Key Responsibilities

- Work closely with data scientists and engineers to develop all aspects of the sustainable data science
 application, including data assets/pipelines, AI/ML algorithms, platform, maintenance, etc. Communicate
 effectively with demonstrable expertise across a range of data science techniques and approaches such as
 classification, regression, clustering, NLP, knowledge graphs and new technologies.
- Design, build, and scale data platform by guiding the team on the right architectural patterns, data integration interfaces, and business intelligence & analytics solutions
- Take the lead in driving better data quality & reliability of **data pipelines through automation and monitoring** in **Databricks**
- Act as a change agent for making machine learning and advance analytics capabilities more pervasive
 across the organization by creating proof of concepts & demo capabilities working with internal teams and
 external partners.
- **Partner with implementation vendor** to ensure the effective execution of the projects and services, holding them accountable to project scope, SLAs and KPIs.
- Monitor billing & usage of the cloud data infrastructure and devise strategies for cost optimization
- Assist senior leadership team in evolving and executing the data sciences & engineering strategy
- **Provide staff with clear understanding** of responsibilities, accountabilities, and growth plan by communicating and managing work assignments, training, talent management and performance appraisals.
- Develop Data Analytics and Visualization Dashboards using tools like Power BI

- Working knowledge of various tools/applications AWS cloud services, Databricks, Spark, python, Power BI, Power Apps, Snowflake, Neo4j, R, SAS
- Excellent interpersonal, communication, and business partnering skills.

SAS Institute Inc., Cary, NC Senior Life Sciences Manager

Apr.' 21 - Nov.'21

My responsibilities include providing leadership and management of the Health & Life Science practice comprised of functions that may include some of the following services: implementation, integration, readiness, management consulting, engagement management, business development, and marketing.

Lead, manage and support teams that **design, implement and support** various cloud hosted solutions on different platforms - **Azure and AWS**, with emphasis on **data analysis, data integration and quality assurance** in Health & Life Science industry

Responsibilities:

- Lead design, development and implementation of validated/qualified solutions and analytical applications
 for client business use-cases.
- **Lead** design, development and implementation of **Integration & automation solutions** in analytics, business intelligence, data science, data management fields
- Provides expertise and direction in all aspects of application development including application architecture, database design, UI design, testing methods, and validation requirements
- Design, develop, and maintain Enterprise Architecture frameworks, system and solutions. Transform business requirements into technical specifications.
- Ensure project deliverables compliance with the Project Management Methodologies, Privacy, GxP and Software Development Life Cycle (SDLC) deliverables
- **Guide and help** clients transition legacy systems and **adopt Cloud Strategy** to modernize and automate **analytical platforms and solutions.**
- **Collaborate** with client teams in a broad range of sectors to identify business use cases, understand client requirements and **develop solutions** to **support business growth.**
- Help clients implement Data Traceability using graphical Database like Neo4j and build graphical and visualization dashboards
- Experience with **Machine Learning techniques** for handling of un-structured data sources, with methods such as text parsing, **Natural Language Processing** (NLP) and **OCR** using **pyTorch** / **Scikit**
- Define and prioritize New Requirements with Product Management based on client and market demand for SAS solutions.
- Act as a **conduit and liaison** between customers, consulting teams and Technical support.
- Create and motivate the development of white papers, posters, data sheets, and other high-value customer facing guidance and best practices.
- **Develop and maintain relationships** with partners, key consultancies, and system integrators to establish focused and effective strategic teaming arrangements.

SAS Institute Inc., Cary, NC

Apr.'15 – Apr.' 21

Life Sciences Manager

- Lead teams to design and deploy qualified / validated solutions on various Cloud platforms Azure, AWS with focus on client engagement throughout deployment cycle.
- **Identify relevant technologies** to be able to direct the design, development, testing, and implementation of a technical project.
- **Participates with senior management** to identify and establish objectives, assignments, and goals in accordance with business specific strategic plans.
- **Drive the development/enhancement** of the Healthcare & Life Sciences practice methodologies and approaches to client delivery.
- Partner with and consult leadership teams to **develop plans and execute performance improvement activities**.
- Hire & Mentor and develop team members to improve quality of engagements and strengthen the Health
 & Life Sciences consulting practice.

SAS Institute Inc., Cary, NC Senior Industry Consultant

Apr.' 13 – Apr.' 15

- Serve as a subject matter expert on data and analytics to support business intelligence applications, and analytics solutions.
- Perform **quantitative or qualitative analysis** to assist in the identification of client issues and the development of client specific solutions.
- **Design and deploy** qualified / validated solutions.
- Partner with internal team members on cross functional client engagements.
- Ability to routinely demonstrate strong quantitative, data analysis, analytical and complex problemsolving skills.
- Patented data harmonization and data mapping process and incorporate in Data Mapper product.

SAS Institute Inc., Cary, NC

Feb.' 11 – Apr.'13

Industry Consultant

- **Design, develop and implement validated/qualified solutions, applications and integration** between SAS and third-party applications using various technologies.
- **Hands-on experience** designing, building and operationalizing large scale enterprise data solutions and applications using one or more **cloud Hosting platforms.**
- Design, develop, and maintain Enterprise Architecture frameworks, systems and solutions. Transform business requirements into technical specifications.
- Help clients with **legacy systems transition and migration to validated systems on cloud platforms** and **change management plan** while meeting business objectives and **ensuring business continuity.**

Ockham, Cary, NC

Jun.'08 - Feb.'11.

Client: Genzyme, Boston, MA Sr. Tech Lead (Consultant)

My responsibilities include **Project and Resource Management**, leading team of programmers to provide **programming support** including developing and maintaining **Global level macros and utilities** to carry out **process improvement** and increase the **programming efficiency**.

Responsibilities:

- Team Lead for a multi-vendor, multi-site team for a high priority phase III project with multiple priorities.
- Advisory member on SDTM team to help various project teams design and map standard and non-standard CDISC datasets.
- Develop, Validate, Debug and maintain Global Level SAS Macros and utilities.
- Developed Project Management Tools like Validation Progress Tracking System to provide real-time snapshot
 of validation for on-going studies and generate various Graphical Reports using VBA, Excel, Oracle and DOS
 Batch programming.
- Developed utility to cross-validate the **XML file** data uploaded to **CTGOV** website using XML and SAS.
- Strong SDLC implementation knowledge.

ASG Inc., Cary, NC

Oct.'06 - Jun. '08.

Technical Manager

My responsibilities included providing significant **programming support**, and **managing team On-Shore** and **Off-Shore**, establish ability to work on a **multi-disciplinary team** with multiple priorities, act as a **liaison** between clinical management, subcommittees, and project teams on need basis and mentor less experienced programmers/ personnel with their career growth by sharing domain and programming development skills.

ASG Inc., Cary, NC

Jul.'05 - Oct.'06

Sr. SAS Analyst (Consultant)

Client: Bristol Myers Squibb, Hopewell, NJ

Worked on Marketing Application (MAA) Submission, carried out Independent Review and validation, Interim Analysis and Regulatory Requests, review Annual IND Safety Update, developed global dynamic programs for graphs and plot to generate Discrepancy Management Reports.

ASG Inc., Cary, NC

Sep. '04 – Jun.'05

SAS Analyst (Consultant)

Client: Ockham Development Group, Pennsylvania

Worked as creating analysis datasets and TLFs for Integrated Summaries of Efficacy (ISE) and Safety (ISS), perform Statistical Analysis, write SAS Macros and code for data management and reporting and carry out Data Validation and Data Verification

Makro Technologies, NJ Statistical Programmer (Consultant) Client: Quintiles Transnational Inc., Kansas City

Worked on developing and validating analysis datasets, tables, listings, figures and carried out data analysis, statistical analysis.

Technical Skills:

Programming Languages	SAS, Java, Python, R
DEA platforms	Databricks, Dataiku
Graph Database	Neo4j
Database	Oracle, MySQL, Mongo DB, Snowflake
Visualization Tools	SAS Visual Analytics, Power BI
Cloud Platforms	Amazon AWS, Microsoft Azure
Repository Frameworks	SAS Life Science Analytics Framework (LSAF), Waban
SAS Tools	SAS/Viya, SAS/BASE & various products

Patent:

 Methods, mediums, and systems for data harmonization and data mapping in specified domains - Patent id: 10095716

Education:

- Masters in computer science, New Jersey Institute of Technology, NJ
- Bachelors in computer science, Gujarat University, INDIA

Certification

- AWS Solutions Architect Associate
- Project Management Professional PMP
- Microsoft Azure Solutions Architect Expert
- Introduction to Machine Learning, Duke University

Awards:

- Biogen CEO Element Award, Biogen '22
- SAS Global Hosting and US Professional Services Impact Award, SAS '18
- Presidential Award for Outstanding Service to the Organization, ASG '08

Publications/Posters: - Please visit below link to see full list of publications https://www.linkedin.com/in/sandeep-juneja/

Juliana Paul

Experience

Information Manager / Pfizer / New York, NY

3/2019 - Present

- Serve as the co-lead for the Regulatory Process Simplification (RPS) effort as it relates to Product Dossier Manager (PDM) reporting. This includes requirements elicitation, reports development, SME review and testing.
- Lead reporting workstream for the ePALMS3 new system implementation, working with business SMEs and external vendors to ensure new system allows for business-critical reporting continuity upon go-live.
- Overhaul Submission Planning Application (SPA) reporting by using Alteryx to source data, write output to Redshift and create Spotfire dashboards for end users to quickly see metrics, eliminating all manual processes.
- Assist in the redevelopment of the Labeling Management Report (LMR), a key data set for labeling users, which
 involved recreating all logic in Alteryx, output data set to Redshift, documenting requirements in Jira, and rigorously
 testing new dataset to ensure reliability and accuracy.
- Implement a new Spotfire dashboard showing all products with an Expedited Pathways designation to allow submissions management to quickly view these products and all associated information.
- Design a new Investigational New Drug Annual Report using Alteryx to automate a formatted email report that was previously generated by an older, unreliable technology.
- Responsible for being a subject matter expert in all systems that fall under Regulatory Information Management, including: PDM, SPA, ePALMS, PfLEET, and PEARL.

Risk Adjustment Data Analyst / Health Partners Plans / Philadelphia, PA

5/2017 -3/2019

- Promoted within 18 months for exceptional analytical skills and project performance.
- Analyzed and reviewed changes to the CMS or Pennsylvania DHS risk score models and determined potential impact to the company's risk scores and financials.
- Responsible for reporting and analyzing Medicare and Medicaid risk scores on the Monthly Operating Report to inform senior level management of changes in score month over month.
- Completed ad-hoc analyses using data on in-home assessments performed by an outside vendor to determine overall effectiveness and impact on the company.
- Created quarterly target provider list used to incentivize providers to participate in the Continuing Care Management Program which encouraged complete chart documentation.
- Participated in quality assurance testing of data loaded into the enterprise data warehouse to confirm accuracy which ultimately ensured correct data in end-user reporting.

Business Analyst / WellCare Health Plans, Inc. / New York, NY

- Designed, implemented and maintained Access databases to assist the Medicaid sales team in better documentation and reporting of sales calls ultimately leading to decreased member disenrollment rates.
- Analyzed monthly capitated physician payments to ensure correct payout while taking steps to rectify any improper payments in a timely fashion.
- Charged with analysis of a national transportation vendor to determine unauthorized trips and assess weekly savings directly related to their remediation.
- Delivered quarterly reports of all providers and ancillary vendors in WellCare's network to the New York State of Health to ensure access to care across all specialties and counties.

Education

Master of Business Administration / La Salle University / Philadelphia, PA 12/2018

Concentration: Business Systems and Analytics

Bachelor of Science / Temple University / Philadelphia, PA Major: Health Information Management / University Honors Program

5/2015

6/2015 -5/2017

Skills

- Proficient in Spotfire, Alteryx, QlikView, SAS, Tableau and SAP Business Objects reporting and analytics tools.
- Proficient in programming languages SQL and Visual Basic for Applications.
- Advanced knowledge of Microsoft Excel, Word, Access, PowerPoint, and Outlook.

Certifications

- Alteryx Designer Core Certified
- Registered Health Information Administrator (RHIA)
- Pfizer WRDM Business of Science Certificate

Jack Delaney





Strategic Data Science Leader

An economist by training and data scientist by trade with proven experience owning all aspects of the analytics lifecycle, including design, development, deployment, and monitoring. Creates a collaborative, innovative environment to foster confidence and trust with business partners. A strategic partner to leadership teams on determining vision, mission, and implementation roadmaps as well as providing handson leadership through project execution and team mentorship.

Areas of Expertise

- Decision Science
 - Forecasting
 - Optimization
 - Experimental Design
 - Program Evaluation

- Stakeholder Engagement
- Data-Driven Insights
- Collaborative Leadership
- Cross-Functional Teams
- Mentorship & Training

Education and Credentials

Econometric Analysis

Commercial Pharma

Commercial Operations

Sales & Marketing

Machine Learning

- Executive Master of Business Administration, University of Rochester, Simon Business School, Expected May 2024
- Advanced Certificate in Econometric Forecasting, University at Albany, SUNY, 2016
- Master of Arts in Economics, University at Albany, SUNY, 2016
- Bachelor of Arts in Economics, Syracuse University, 2014

Awards:

Takeda US Commercial Operations Impact Award FY21 – Digital Strategy Takeda US Commercial Operations Impact Award FY21 – Patient Finding

Technical Expertise

Languages and Software: Python, SAS, SQL, R, Excel, Tableau, PySpark, Databricks, AWS, Regex

<u>Machine Learning:</u> Clustering, Classification, Recommendation Engines, Natural Language Processing, Feature Engineering <u>Statistical Methods:</u> Experimental Design, A/B Testing, Dimensionality Reduction, Sampling, Multiple Regression, Causal Analysis, Simulation, Time Series Methods, Neural Networks

Professional Experience

Takeda Pharmaceuticals, Lexington, MA

SENIOR MANAGER, DATA SCIENTIST (DIGITAL & OMNICHANNEL ENGAGEMENT)

Jul 2021 - Present

A central member of the Data Science Team in US Commercial Operations, a unique center of excellence that partners across Takeda's US Business Unit to tackle critical, challenging, and cross-cutting business questions, with a focus on patient and digital/omnichannel analytics. Responsible for developing analytical solutions that optimize the delivery of key information on diseases and treatment options to Healthcare Providers with the goal of improving patient outcomes by supporting faster diagnosis and improved access to life-changing therapies.

- Designed, developed, and implemented a pre-diagnosis patient identification algorithm capable of classifying infant children suffering from a rare (1 in 150,000) progressive and fatal genetic disorder. Lead the algorithm development and implementation to deliver insights to the salesforce leading to greater salesforce effectiveness, successful treatment of patients, improving life expectancy and positively impact families across the United States while enhancing franchise performance. Lead iterative algorithm improvement cycles yielding a positive predicted value of 2.5% a 3,750X improvement over the natural incidence of the disease.
- Business partner to the Rare Disease Business Unit responsible for round table collaborations, development of strategic initiatives to accomplish brand goals, presentations to the executive leadership team on progress and business impacts.
- Led the production implementation of 3 major data science initiatives across 3 therapeutic areas including Hereditary Angioedema, Lysosomal Storage Disorders, and Hemophilia A leading to improved sales and marketing operations.
- Cross-functional team leader responsible for the development and implementation of a data driven decision framework designed to identify the risk of patient discontinuation and implement the best strategies for risk mitigation.
- In collaboration with our patient services organization, designed, developed, and implemented an algorithm capable of identifying patient unmet need enabling the optimization of the organizations engagement efforts to improve patient well-being.

Biogen, Cambridge, MA

DATA SCIENTIST 2020 –2021

Lead Data Scientist responsible for driving a data-informed decision-making culture within Pharmaceutical Operations & Technology by partnering with Analysts, Business Process Owners, Continuous Improvement Teams, and IT Leaders to educate, define

and execute advanced analytics. Defined, developed, and implemented a strategic plan for an analytical data repository utilizing cloud-based technology to enable access, speed, scale, and self-service for Global Supply Chain. Led PO&T data architecture modernization efforts through a cross-functional enterprise Data Strategy workgroup.

- Team Lead on an initiative to develop a multi-echelon global supply chain optimization and forecasting algorithm to ensure ontime in-full delivery of critical medicines to global populations.
- Developed an algorithm to predict supply chain constraints based on the global COVID-19 pandemic.
- Agile team leader for project execution and collaboration with Data Engineering and IT to ensure customer satisfaction and timely delivery of data science initiatives.

Blue Cross Blue Shield of Massachusetts, Boston, MA

SENIOR QUANTITATIVE ANALYST

2018 - 2020

Lead Analyst within Business & Actuarial Analytics responsible for evaluating the health economic and outcome impacts associated with new medical and payment policies, medical technologies, and value-based care agreements. In cooperation with clinical staff, mined healthcare claims data to determine population eligibility for new treatments and associated medical economic impacts. Communicated complex results to senior leaders and executives through presentations and data visualization. Partnered with Actuarial Services department to ensure financial impacts were incorporated into reserving, forecasting, and setting premiums for health insurance products.

- Conducted statistical analyses and forecasting utilizing Python, SAS, and SQL to understand population health management
 program impacts on vulnerable populations. Communicated financial actuals and expected results to internal leaders and vendor
 partners.
- Product Owner of a multi-year, multi-million-dollar initiative to monitor performance of an enterprise claims editing software. Automated the analysis, forecasting, and reporting of the program performance.
- Created a forecasting and management framework for the assessment of long- and short-term risk exposure to claims for highcost gene therapy treatments leading to a reduction in financial exposure and accurate planning and pricing.

Healthcare Association of New York State, Rensselaer, NY

STATISTICIAN

2016 -2018

Statistician within Economics, Finance & Informatics responsible for developing policy analytics to inform the organization's position on the intricacies of healthcare reform while advocating on behalf of New York State Healthcare Organizations and Hospitals in cooperation with our country's leaders in New York and DC to ensure access to affordable, high-quality care for 19 million New Yorkers. Educated and consulted with Hospital CEOs, Chief Quality Officers, Chief Medical Officers, and other leaders on Federal Hospital Quality statistical rating systems. Worked with clinical partners to develop strategies to support quality improvement using data science and big data (NYS All Payer Claims).

- Evaluated the impacts of changes to federal and state policy programs, such as the readmissions reduction program, sociodemographic payment adjustments, 340B, bundled payments, and more on NYS hospital revenues using retrospective statistical analyses of claims data.
- Evaluated risk adjustment methodologies to statistical quality of care rating systems and impacts on financing mechanisms tied to quality.

References available upon request.

Desthy K. Matouba

(812) 455-7124 | desthy.matouba@gmail.com | linkedin.com/in/desthymatouba/

Passionate and experienced data scientist with 11 years of proven track record of adding value, by working cross-functionally and/or leading important strategic initiatives, in the areas of analytics, machine learning, visualization, market intelligence and benchmarking, product pricing, and financial modeling. Experience working in multiple industries and culturally diverse organizations. Recently served as Supply Sergeant in the US Army Reserves, responsible for leading 3 soldiers.

PROFESSIONAL EXPERIENCE

Bristol Myers Squibb, New Brunswick, NJ

Jun 2020-Present

Senior Manager, Global Product Development & Supply (GPS) Cross Functional Analytics

- Collaborated with geographically dispersed Procurement, Finance & IT stakeholders to build end to end analytical solutions, enabling automated modeling, reporting and data driven business decisions; Leveraged Python, Domino, SAP, Tableau, Redshift, AWS S3, SharePoint, Okera and Excel; Led Accenture resources in the design and enhancements of models and dashboards.
- Led end-to-end ML Modeling for Inventory Write Off Initiative, from feature engineering and selection to training and testing various algorithms (Linear Regression, Random Forest, XGBoost) to predict write-off amounts for the business. Also created Inventory Write Off dashboard to provide greater visibility on \$150M in yearly write-offs by Brand, Site, Supplier, and Quality Drivers, among others, enabling greater visibility for tracking and decision making.
- Built External Manufacturing Rule-Based Models (Proforma, Budget and Projections) for establishing Standard Cost by SKU, Vendor and Plant, totaling \$500M; Created automated and complex ETL pipelines for final dataset; Partnered with Business Analyst for Tableau dashboards.
- Managed the Operations Working Group (OWG) for entire BI&A (Business Insights & Analytics)
 GPS organization made of 50 FTEs. Responsible for leading and motivating 6 Managers to deliver on Analytics Catalog, Operations Manual, Culture & Engagement, and New Hire Surveys.

Advent Global Solutions (IT Agency)

Sandoz (a Novartis company), Princeton, NJ

Dec 2019-Jun 2020

Contractor - Pricing Analyst II,

- Collaborated with Sales, Marketing and Contract teams to positively impact pricing strategies, sales and unit trends, margins, and shares on portfolio of generic drugs.
- Conducted advanced analytics, leveraging Python, Tableau, IQVIA, SAP, Salesforce, and Siebel CRM, for customer segmentations and pricing recommendations on New Products, ROFR, Price Exceptions and RFP Projects.

Verizon, Basking Ridge, NJ

Jun 2016-Dec 2018

Data Analytics Manager, Supply Chain

- Leveraged DocuSign (known as Seal Software)'s Natural Language Processing models to support contract analytics initiative, leading Sourcing and Legal teams in understanding underlying topics/languages such as payment terms, terminations, and other clauses.
- Managed cross-functional team responsible for producing Global Supplier Insights dashboard. Built in Tableau, it provided relevant insights and metrics on 10K suppliers for \$80B Spend.
- Built Rule-Based DPO (Days Payable Outstanding) model for forecasting on \$15B annual spend, using Qliksense, vSource, Python, SQL, Seal Software and 3 ERPs, for payment-term renegotiation savings in support of corporate initiative; recognized for uncovering new and previously unidentified opportunities and introducing new process with reduced cycle time, which led to \$200M of incremental Working Capital Improvement in 2017.

Desthy Matouba Page 2

OHL Logistics (now Geodis), Brentwood, TN

Sept 2014-Sept 2015

Senior Financial Analyst, Contract Logistics

• Built financial models to estimate impact of buy vs. lease options for capital equipment (e.g., total cash flow, NPV, sensitivity analysis) for CFO reporting; models were built in Excel as standard templates for future analyses.

• Provided support to the engineering organization by collaborating as part of a cross-functional team by developing financial models for key initiative with \$1.2M in capital and expenses.

The Scotts Miracle-Gro, Marysville, OH

Apr 2013-Jul 2014

Senior Analyst, Pricing Analytics

- Leveraged APT Test & Learn Software's Time Series models to analyze effectiveness of Spring Black Friday promotions, representing 50% of annual revenues. Focusing on causal inferences on Sales/Units by various features, recognized for providing detailed insights to executives. Explored impacts due to weather, store distance and cannibalization, among others.
- Provided insights and strategy recommendations, using univariate or multivariate Linear Regression models using SAS, to senior leadership and marketing teams; focused on price-gap to market-share relationship, and unit trends, and price sensitivity for top SKUs.

Zimmer Holdings, Inc., Warsaw, IN

Aug 2011-Apr 2013

Financial Analyst, Research & Development

- Created detailed financial models for segment's Research, Quality and Regulatory groups responsible for \$42M spend across 40 US and EMEA cost centers and comprised of 260 full time and temporary employees. Leveraged Excel, Hyperion Planning, Essbase, TM1 and JD Edwards.
- Led financial analysis for key strategic projects, including Recon Quality Remediation and Total Cost of Quality financial modeling, representing \$170M, resulting in overall process improvements and savings.

Magellan Integration, Inc., Evansville, IN

Sept 2008–Sept 2010

Financial Analyst, Corporate Development

- Led efforts to secure government contracts through the General Services Administration' selection
 process; researched and collected relevant industry and competitive data and formulated strategies
 for success.
- Constructed detailed three-statement pro forma financial models to assess attractiveness of potential strategic initiatives and acquisitions.

EDUCATION

Georgia Institute of Technology, Online, (Expected May 2025)

Master of Science: Computer Science (Machine Learning Specialization)

Rutgers University, Jersey City, NJ (July 2019)

Certificate in Data Science: Intensive 24-week long program dedicated to training data science skills

Indiana University, Fort Wayne, IN (*June 2011*)

Post Baccalaureate Certificate in Accounting (GPA: 3.8)

University of Evansville, Evansville, IN (May 2008)

Bachelor of Science (Magna Cum Laude): Economics & Mathematics Honors Program

TECHNICAL SKILLS

Python (*Pandas, Matplotlib, BeautifulSoup, Numpy*), JavaScript (*D3.js, Leaflet, Plotly*), MySQL, QlikSense, Tableau Desktop, Tableau Prep, Power BI, Amazon Redshift, AWS S3, HTML, CSS, Advanced Excel, Access, SAP BW, Siebel, APT Test and Learn, Hyperion Essbase, TM1, Seal Software

Wynnewood PA, 19096

Tel: 917-445-9887

Email: feiyanchen81@gmail.com

Work Experience

☐ July 2022 ~ Present

Johnson & Johnson Health Consumer

Sr. Data Scientist

- Develop and implement the end to end data science solution with various data sources (online or offline, 1st or 3rd party, CRM, Care Club, etc.) to support Digital Marketing, Media Optimization, Audience Manager and Customer Experience.
- Optimize the Look-a-like machine learning models for high value audience targeting.
- Analyze digital/ecommerce/App data, explore Chatbot conversations data, and extract insightful information about DTC consumers to support market strategy and personalization.
- Optimize the Anomaly Detection models of various KPIs by campaign or keyword and migrate and enhance the monitoring dashboard into a new platform.
- Work as a team member to explore and identify data science use cases with business partners.

Environment: Python, GCP, AWS, Tableau, BigQuery, Redshif, Databricks

☐ Sep. 2020 ~ April 2022

Newrez LLC.

Data Scientist

- Built predictive models or developed advanced analytics to provide actionable insights or strategic direction for marketing and customer retention.
- Supported various business requirements with data Science. Forecast time series to drive decision making
 for capacity planning, developed regression models to understand product closing cost, designed the
 experiments and conducted hypothesis testing to support application process optimization.
- Researched and applied cutting edge machine learning methods or ongoing knowledge in data science to business requirements and influenced functional practices. Conducted Twitter sentiment analysis to understand customer behaviors and enhance customer experience.
- Developed dashboards by coding or data visualization tools, reported insightful information and tracked various metrics about applications, borrowers and marketing.
- Collaborated and worked with the cross-functional team on data pipeline building, model deployment and production.

Environment: Python, AWS, Snowflake, Tableau, VSC, SageMaker, R

□ Nov. 2018 ~ Sep. 2020

Children's Hospital of Philadelphia

Data Scientist

- Contribute original ideas of machine learning or statistical methods for research projects.
- Provide data science and statistical supports to various studies in pediatric diseases.
- Develop and implement analysis plans including programming, data management, and modeling.
- Interpret analysis results and generate analysis reports including charts, tables, and figures.
- Coauthor manuscripts/abstracts and prepare publication submissions to peer-reviewed scientific journals.
- Provide database review, programming and data analysis advice to team members.

Environment: R-studio, Python, Jupyter Notebook, SAS, SQL, HPC Cloud Platform.

☐ Sep. 2014 ~ Nov. 2018

Independence Blue Cross

Research Scientist

- Collaborated with internal clients to collect and translate business requirements into analytic solutions.
- Applied statistical methods and machine learning algorithms to support business decision making.

- Provided advanced analytics to support Marketing & Sales including customer churn & retention modeling, customer segmentation and profiling, cross-channel analysis, campaign evaluation, lifetime value analysis.
- Conducted predictive analysis to identify high risk members in case management, to improve patient medication adherence and so on.
- Conducted statistical analyses to identify opportunities of cost savings, and to support plan benefit design.
- Developed advance analytics to support health plan quality and risk management. Identified outreach members, evaluated provider performances, and conducted trend analyses of quality metrics.
- Researched, designed and implemented prototypes of solutions for new initiatives.
- Created dashboard and interactive reports using data visualization tools.

Environment: R, Python, Spark, Cloudera, Hadoop, SQL, SAS, Tableau, Teradata.

☐ Oct. 2013 ~ Sep. 2014 New Jersey Department of Health Health Data Specialist

- Performed data assessment and validation, designed and implemented statistical analyses for syndromic surveillance systems; summarized and interpreted analysis results.
- Developed reproducible daily, weekly, quarterly and ad hoc reports for syndromic surveillance systems.
- Conducted survey analyses, and summarized results with charts, tables, and figures.
- Provided regular maintenance and troubleshooting on the disease outbreak database system.
- Provided IT technical support for Refugee Health Tracking System.

Environment: R, SAS, Access, VBA, EXCEL, MYSQL.

☐ Apr. 2005 ~ July 2007 ZTE Communication Co., Ltd. Shanghai R&D Center Software Engineer

- Designed, developed and maintained Fault Management Modules (Alarm and Test Modules) of Telecommunication Network Management System.
- Served as technical support for internal and external customers.

Environment: Java, J2EE, Oracle, Eclipse, C++, UNIX.

Education

- ☐ New Jersey Institute of Technology, Newark, NJ
 - Ph.D., Applied Statistics, January 2013
- ☐ Xi'an Jiaotong University, Xi'an, Shaanxi, China
 - MS., Computer Science, April 2005
- ☐ Xi'an Polytechnic University, Xi'an, Shaanxi, China
 - BS., Computer Science, July 2002

Publications

- J. B. Edelson,..., F. Chen and etc., "A Novel Risk Model to Predict Emergency Department associated Mortality for Patients supported with a Ventricular Assist Device: The ED-VAD Risk Score", *Journal of the American Heart Association*, August, 2021.
- ☐ E. E. Mancilla,..., F. Chen and etc., "Growth in Children with a Fontan Circulation", *The Journey of Pediatrics*, April 2021.

Feiyan Chen

- ☐ J. Berger, F. Chen and etc., "Adherence with lipid screening guidelines in standard and high-risk children and adolescents", *American Heart Journal*, February 2021.
- □ D. Flannery,..., F. Chen and etc., "Antibiotic Susceptibility of Escherichia coli Among Infants Admitted to Neonatal Intensive Care Units Across the United States from 2009-2017", JAMA Pediatrics, May 2020.
- ☐ F. Chen and etc., "Validation of New Jersey Emergency Department (ED) Registration Data in BioSense 2.0", 2014 ISDS (The International Society for Disease Surveillance) Conference, Philadelphia, PA, December 2014.
- □ S. D. Maxwell, F. Chen, and L. M. Ellman, "Maternal Caffeine Intake During Pregnancy And Risk For Adolescent Depression In Offspring", Society of Biological Psychiatry 69th Annual Scientific Meeting, New York, NY, May 2014.

Shilpesh Mishra

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EDUCATIONAL QUALIFI	CATIONS		
MBA	Indian Institute of Management (IIM), Indore		2014
B.Tech. (IT)	Maulana Azad National Institute of Technology (NIT), Bhopal	8.12/10	2012
Class XII (HSC)	SICA School, Indore, C.B.S.E.	83.2 %	2007
Class X (SSC)	SICA School, Indore, C.B.S.E.	83.4 %	2005
CIVILLO			

SKILLS

Business Development	Revenue Forecasting (Patient-based, Trend-based)	Client management	Team & project management
Therapy Area knowledge	Data Analysis	Coaching & mentoring	Microsoft Office suite
PROFESSIONAL EXPERIENCE			9+ years
ZS Associates	Decision Analy	Oct'21-Present	

Feb'14-Dec'15

- Organized & directed HQ client-support team for standardizing revenue forecasting & insights, business analytics & capabilities across 50+ International (Non-US) markets, for client business worth \$15B+
- Managed team's staffing & hiring, & ensured wider client needs are fulfilled by coordinating with other client teams (100+ members)
- Ensured robust business development to fill project pipeline for 18+ months resulting in zero project budget cut YoY
- Saved \$500k+ by enabling automated forecast consolidation across 50+ geographies via 15+ forecasting models
- Reduced TAT for model development & roll-out from 100+ days to 7 days, by formulating a cloud-enabled patient-flow based forecasting platform for brands in Oncology, Haematology (including CAR-T), Immunology therapy areas
- Achieved 10%+ efficiency and reduced project cost by \$200k+ by standardizing trend-based forecasting for 50+ geographies, driven by successful roll-out of client customized versions of an online trend-based forecasting platform for mature/ stable brands
- Managed development of a standard analytical offering for EU5 markets, delivering patient & HCP related insights for Sales Force, Brand and Marketing teams

ZS Associates **Solutions Project Lead (Australia)**

- Increased business by 40% in Australia-New Zealand across forecasting, business analytics, market research & performance reporting
- Managed offshore project team of 4 people to design & execute analyses, synthesize findings & communicate recommendations to client teams helping improve client's commercial effectiveness
- Attained YoY absolute change in brand NRx share of +5% (vs targeted +3%) by quantifying & assembling insights from multiple analytical projects* for a cardiovascular asset
 - *Double jeopardy, HCP sub-national segmentation, Marketing channel mix, Sales force territory alignment
- Interpreted Oncology TAs patient shares 2-weeks earlier vs secondary data completion every month, delivering directionally accurate insights (± 5% relative) to brand & marketing teams
- Identified root-cause for +8-10% revenue performance for Oncology brands by analysing Early Patient program data, Ex-factory & demand sales, PBS market share analysis
- Planned with brand & marketing, SFE, medical, market access, demand planning & finance teams over 4 forecasting cycles per year to track & project revenue performance for 20+ disease areas across Oncology, Cardiovascular, Rheumatology and Haematology TAs
- Coordinated multiple Market Research projects for Oncology brands (Syndicated, ATU, DFU), identifying opportunity areas, risk factors as well as informing sales detail related insights to relevant stakeholders
- Enabled monthly performance reporting via Tableau for 10 brands (vs 3 brands) by leading process automation & optimization effort
- Leveraged Micro-strategy enabled data layer for automating multiple monthly analyses and dashboards, reducing TAT up to 70%
- Achieved client savings worth \$200k+ by identifying high vs low value data sources

ZS Associates Decision Analytics Associate Consultant (India) Feb'16-Feb'19

- Enabled budget discussions during onsite visit for clients in Japan, Switzerland & Austria, and their co-promotion partners
- Forecast model modification as per market needs, created forecast calculators & summaries to facilitate discussions with client GM/ CEO

Led Japan & Australia markets across forecasting, analytics & performance reporting work streams for a top 10 Biopharmaceutical client

- Executed analytics projects spanning across marketing channel mix, sales channel combination, PDE allocation, competitor information gathering, sales force effort reallocation etc.
- Prepared client space achievement deck which was presented to worldwide client CEO

Samsung Engineering Labs

ICICI Bank Manager (Band I) (India) Dec'15-Feb'16 Recommend bank products to 50+ customer companies in export-import business based on their business and financial needs

- **Aspect Ratio** Associate (India) Enabled better analytics and visual reports by automating a monthly project in MS Excel to reduce deliverable time by 80-90%.
- 3-star award for developing forecasting models (general & customized) in MS Excel to capture market dynamics of Hepatitis-C market

Engineer, System (Application Processing) (India)

- 3-star award for helping 14 client countries in finalizing pricing assumptions for revenue forecasting
- Consulted clients from USA, Australia, EU; validated input assumptions & forecast through expert analyst reports and secondary analytics Jun'12-Sep'12

Worked on the boot code (Camera module) for Samsung Note 2 smartphone ensuring successful camera operations

Alyson Posey

Birmingham, AL 35242 | (678) 447-5068 | AlysonNPosey@gmail.com | www.linkedin.com/in/alyson-posey

Skills & Abilities

DATA

SnowFlake, DataBricks, Redshift, TSQL, SQL Server Integration Services (SSIS), SQL Server Reporting Services (SSRS), SQL Server Analysis Services (SSAS), Microsoft SQL Server 2000-2016, PerformancePoint Services, Power BI, Looker, Talend, Tableau, QlikView, QlikSense, Amazon Web Services (AWS) Data Migration Tool, AWS Lambda, MySQL, Aurora.

PROGRAMMING

Python, C#, Java, XML, LINQ, ASP.Net 1.1-4.0, HTML, AJAX, CSS, JavaScript, SOAP, WCF, JQuery, NetSuite Scripting

MANAGEMENT/LEADERSHIP

- · Lead and manage teams, including interviewing, hiring, and training staff
- · Mentor and coach team members to improve skills and performance
- · Design and architect data systems, including planning and strategizing for implementation

OTHER

GitHub, Microsoft Project, Microsoft Windows Server 2003-2012, IIS 5-7, Team Foundation Server (TFS), Visual Source Safe, JIRA, NetSuite, Airflow, Microsoft SharePoint

Experience

LEAD BI DATA ENGINEER | SHIPT | 10/2021 - 10/2022

- · Managed and guided the development work of the BI Engineering team using Snowflake, Airflow, and DBT
- · Worked closely with the Director of Data Analytics Platform, the Data Engineering team, and Data Governance resources to develop and execute a roadmap that included streamlining redundant pipelines and reducing Snowflake costs
- · Conducted weekly stakeholder checkpoints and project level meetings, and successfully grew the team from two to five members
- · Recruited and onboarded two BI Architects, and filled an additional BI Engineer role internally
- · Coached and mentored data engineers, resulting in increase in team productivity.

INTERNAL BI DIRECTOR | TOM MCLEOD SOFTWARE | 8/2018 - 10/2021

- Architected and developed an Enterprise Data Warehouse using MS SQL Server, integrating data from multiple sources including NetSuite, ACT!, and an internal project and time tracking system, resulting in improvement in data analysis and understanding across all business units
- · Developed and tested complex SQL statements to merge customer data from three different feeds, clean the data, and alert users of any bad data, resulting in a higher quality and more accurate data set
- · Used SSIS to create additional ETL processes and developed Power BI models connected to the EDW, creating measures using DAX, resulting in an improvement in reporting and data visualization capabilities
- · Utilized C# and the NetSuite API to develop an application for moving data from NetSuite into the EDW, streamlining data management processes, and reducing data processing time
- · Created multiple descriptive reports using Power BI and developed reporting in SSRS for complex needs, providing stakeholders with relevant and actionable insights that resulted in an increase in decision-making accuracy
- · Used Python and pandas to create a fuzzy matching project and multiple forecasting projects using ARIMA and SARIMA
- \cdot Analyzed and cleaned data
- · Created and monitored system error notifications to ensure the smooth operation of the data warehouse, resulting in a 99.9% uptime rate
- · Mentored and coached analysts throughout the company and led the Center of Excellence, a cross-functional group consisting of data analysts and business analysts, in collaborating with the Continuous Improvement department to establish company-wide measures and data best practices

BI MANAGER | ADTRAV/REZDESK | 11/2016 - 8/2018

- Managed BI reporting system containing multiple TB of data for a travel management company
- · Interviewed, hired, and managed a team of 7 data engineers, report developers and analysts
- · Empowered and guided the team to develop creative solutions for business needs
- · Coached less experienced team members on design principles and coding
- · Hosted daily scrum meetings to encourage team learning, collaboration, and teamwork, resulting in increased team cohesion
- · Directed BI development projects with multiple consulting companies
- · Gathered requirements for BI needs, including reporting and ETL, from both internal and external stakeholders
- · Maintained ETL processes for enterprise data warehouse in TSQL and SSIS
- Utilized Qlikview and QlikSense to maintain custom self-service tool and Created SSRS reports for internal and external clients
- · Monitored system error notifications and all BI processes to ensure daily delivery of updated data
- · Utilized TFS to track team tasks and as a code repository
- · Architected new EDW in MS SQL Server
- · Collaborated with development team on architecture of databases used in travel system to deliver a holistic approach to better data for external clients
- · Created and tested complex SQL statements to clean and match data coming in from outside sources into the EDW
- · Using SQL developed a system of alerting managers of bad data entered by their team and to validate quality of data
- · Collaborated with the SME to better understand the data and provide descriptive reporting
- · Performance tuned nightly process to run in under half the time and increased reliability of completion by 25%

BI REPORTING ARCHITECT | ISCS | 6/2015 - 11/2016

- · Researched and analyzed various Reporting tools and ETL tools
- · Designed and developed real-time XML shredding architectures to meet the business requirements for a property and casualty insurance software system
- · Determined requirements for client reporting and implemented in Looker
- · Created ETL jobs within Talend and models, views, and explores using LookML code within Looker
- · Created EC2 instances within AWS, used the Amazon Web Services Data Migration Tool to replicate data from Aurora to Redshift
- · Created Lambdas within AWS and developed JAVA-based code used in the Lambda to call Talend jobs
- · Architected data structures within AWS Redshift and created a dimensional model based on business data
- · Interviewed and hired BI developers and led and coached two teams of developers
- · Utilized JIRA and GIT for project management and code repository management.

BI SPECIALIST | APCI | 10/2014 - 6/2015

- · Maintained and updated SSAS Tabular model custom calculations using DAX and maintained several SSIS ETL packages, as well as reports using SSRS for a pharmacy group purchasing organization
- · Conducted complex analyses of large datasets (multiple TB) using TSQL and Excel and gathered reporting and analysis requirements from users throughout the company

BI MANAGER | ADREIMA | 2/2013 - 10/2014

- Designed an effective BI reporting solution for a healthcare recovery agency, including the design and implementation of a big data enterprise data warehouse (EDW) using the Kimball methodology
- \cdot Created complex SQL statements to load and report from the EDW and created SSAS cubes using MDX
- · Analyzed both client and internal data and gathered reporting requirements from users throughout the company and determined BI policies and procedures
- · Was responsible for the overall architecture of BI systems and architected a portal for clients to view reporting using SSRS and Performance Point in SharePoint 2013
- · Provided support for multiple legacy BI systems and monitored system error notifications
- · Implemented security and user levels within reporting and interviewed, hired, and trained developers

- · Managed 3 direct reports, as well as additional resources from other departments, and mentored and coached junior developers
- · Assigned support and development tasks to resources and managed the schedules and timelines of projects using MS Project
- · Utilized TFS/GIT as a code repository

SENIOR ENGINEER | NWN | 8/2010-2/2013

- · Obtained business requirements from clients, calculated estimates, and led a team of offshore BI developers to implement client requirements for BI projects
- Demonstrated expertise in the Microsoft BI stack by creating proof of concepts using various tools, including SSIS, SSRS, SSAS, and Performance Point, to demonstrate the capabilities of these tools to potential clients
- · Conducted analysis of clients' current information systems and integrated data into a SQL database using SSIS
- · Assisted clients in defining key performance indicators (KPIs) and designed and implemented data cubes built on SSAS
- · Used drill-through data from these cubes to create standardized reporting and educated users on PowerPivot to solve additional business intelligence needs
- · Directed resources in completing business intelligence tasks and created SSAS data mining models to predict future sales based on a client's sales history
- · Integrated these predicted sales into a customer order system used by the client's customers for restocking and created SSAS cubes and multiple SSRS reports displaying sales information
- Used SSIS and complex SQL statements to populate staging tables necessary for SSAS cubes and data mining models
- · Completed multiple smaller projects involving the creation of SSAS cubes, the utilization of these cubes to create KPIs, scorecards, and graphs within PerformancePoint and/or SSRS, and monitored system error notifications.

.NET DEVELOPER | BENCHMARK BRANDS, INC (CONTRACT) | 2/2010 - 8/2010

Implemented modifications to an existing e-commerce website using C#, ASP.NET 3.0, TFS, and Microsoft SQL Server 2005, utilizing SSIS packages for data import and HTML, CSS, JavaScript, ProtoType, and XML in front-end UI development.

SOFTWARE ENGINEER | SUMMIT MARKETING (CONTRACT) | 10/2009-1/2010

Developed a new section for an existing website using C# and a MSSQL database and designed a WCF service in C# to provide access to business logic and shipping information.

SENIOR SOFTWARE ENGINEER | NORTHRIDGE SYSTEMS | 8/2005 -8/2009

- Designed and developed multiple concurrent web-based enterprise projects using object-oriented designs and design patterns in an Agile environment
- \cdot Architected MSSQL database designs and implemented a new database architecture with a common backend database
- · Developed several applications using C# and the MVC pattern with a MSSQL server backend database, including those that consumed external SOAP-based web services and custom ASP.NET web parts for use in the SharePoint portal.

Education

- · Bachelor of Science, Computer Science, Magna Cum Laude | 12/2006 | Kennesaw State University, Kennesaw, GA
- · Master of Science, Computer Science | Expected Graduation 2024| Georgia Institute of Technology, Atlanta, GA

Certifications

- · Microsoft® Certified Technology Specialist (MCTS) SQL Server® 2008, Business Intelligence
- · Microsoft® Certified IT Professional (MCITP) Business Intelligence Developer