

Contact

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Top Skills

Data Visualization
Data Analysis
Reporting & Analysis

Languages

Spanish

Certifications

Learning Data Governance
Using Python with Excel
SQL: Data Reporting and Analysis
Learning R
Excel 2016: Advanced Formulas and Functions

Dan Nagle, MBA

Experienced analytics professional pursuing graduate degree in business intelligence and analytics.

Dallas

Summary

Experienced MBA with extensive experience in contracting and analytics. Earning Masters in Business Intelligence & Analytics.

Experience

Syneos Health

Sr Site Contracts Lead

September 2020 - Present (5 months)

Honeywell

Senior Pricing Analyst

October 2019 - September 2020 (1 year)

Dallas/Fort Worth Area

- Employ data analytics and business intelligence tools (eg SAP Hana, SAP BEx Analyzer, BEx Query Designer, Web Intelligence, Tableau, Power BI, Business Objects) to provide guidance and support to marketing stakeholders and leadership.

Parexel

Senior Contract Manager

March 2018 - July 2019 (1 year 5 months)

Dallas/Fort Worth Area

- Support sales / business development and operations teams as the subject matter expert for outsourced study contracts & budgets for vendor Master Service Agreements, Project Addenda, Statements of Work, etc. including forecasting & performance tracking.
- Development of account specific standards for contracts, including presentation of budget, payment terms, standard contract language, etc., and discussion/negotiation with client as appropriate.
- Utilize Salesforce to support timely execution of contracts and monitor revenue.

Catalent Pharma Solutions

Contract Manager

April 2017 - August 2017 (5 months)

Tampa/St. Petersburg, Florida Area

- Lead sales and marketing contracts & proposals department supporting pharmaceutical development projects.
- Develop monthly revenue forecasting and tracking / analytics support using Salesforce.com.
- Establish innovative solutions enhancing technical, organizational support for stakeholders.
- Improve processes and technical assets - built relational database (MS Access, SharePoint, Excel, Visio) and contract tracking system improving efficiency and effectively saving 5 man hours per week, added robust reporting functionality, and strengthened data sharing with sales / business development and leadership.

Bristol-Myers Squibb

Sr. Grant Manager

September 2014 - March 2017 (2 years 7 months)

Greater New York City Area

- Build and negotiate site contracts and budgets with Grant Plan ensuring fair market value.
- Work with study teams and other internal stakeholders to ensure contracts are negotiated within budget and within necessary timelines.
- Drive innovation by proactively developing innovative solutions to complex business issues including leading a project to revitalize and improve contract templates and related processes.
- Performed development of financial and operational modeling through use of analytical skills and critical, strategic thinking.
- Apply innovative thinking by building a relational MS Access database to track contract metadata, produce metrics for stakeholders / senior management, and to improve reporting capabilities.

Various Pharmaceutical Companies

Consultant

November 2010 - April 2014 (3 years 6 months)

Greater New York City Area

- Build and negotiate site contracts and budgets with Grant Plan ensuring fair market value.
- Work with study teams and other internal stakeholders to ensure contracts are negotiated within budget and within necessary timelines.

- Lead cross functional team to build MS Access database with Spotfire to produce analytics and visualizations for global procurement department.
- Drive innovation by proactively developing innovative solutions to complex business issues including leading a project to revitalize and improve contract templates and related processes.

Pfizer

Contracts Analyst

August 2007 - March 2010 (2 years 8 months)

Greater Philadelphia Area

- Build and negotiate site contracts and budgets with Grants Manager ensuring fair market value
- Work with study teams and other internal stakeholders to ensure contracts are negotiated within budget and within necessary timelines.
- Drive innovation by initiating and leading project to personally build a complex Excel tool with VBA to apply a fix to a serious business problem saving 6 man hours per week.

Liberty Mutual Insurance

Service Representative

August 2004 - February 2007 (2 years 7 months)

Lancaster, Pennsylvania Area

Education

Saint Joseph's University

Master of Science - MS, Business Intelligence and Analytics · (2019 - 2021)

Villanova University

Green Belt, Six Sigma · (2009 - 2009)

Alvernia University

MBA, Corporate Management · (2005 - 2006)

University of Pittsburgh

BA, History & Economics · (1999 - 2003)