

Strategic and Analytics Professional

Customer focused analytics leader, with extensive experience in solving challenging problems, driving automation and creating visualizations to provide insights into the data and help grow the business. A results oriented professional passionate about ideas and design of systems and processes.

STRENGTHS AND EXPERTISE

- Business Analysis
- Leadership
- Presentation
- Team Building and Team Motivation
- Relationship Management
- Six Sigma Green Belt
- Strategic Planning
- Change Management
- Talent Development
- Project Management

PROFESSIONAL EXPERIENCE

Slalom, San Francisco, CA

Consultant – Data and Analytics

October 2017 – Current

- Retail/CPG Client – Gathered business requirements for new BI platform, created data model needed to build the new data warehouse on Snowflake. Designed and developed Power BI dashboards to allow monitoring of KPIs at executive as well as store manager level.
- Large Retail Client – Conducted AB Testing analysis and standardized campaign reporting for CRM Analytics and Strategy team. Interpreted results and recommended campaign refinement strategies.
- Healthcare Client – Boosted visibility into multiple business units by understanding the business needs, proposing data model options, designing and developing tableau dashboards. This allowed the executive teams to measure progress and better manage their programs/teams.
- Utilities Client – Collected business requirements, explored the data landscape, created data dictionary and proposed a high-level data model to support current and future reporting needs for a Contract Management team.
- Financial Services Client - Generated visibility for Information Risk Management team by developing customized reporting via Tableau. Analyzed data requirements by partnering with a cross functional team.

McKesson Corporation, San Francisco, CA

McKesson is a Forbes Fortune 5 pharmaceutical distributor and wholesaler with over \$181 billion in revenue.

Senior Manager, Business Analytics

May 2015 – September 2017

- Generated incremental revenue by identifying growth opportunities (market share and product performance trends) and creating visualizations for them. Transformed opportunities into ongoing initiatives by leveraging Lean Six Sigma methodologies to create a process plan across cross-functional team.
 - Total profit increase \$11M in 10 months.
- Expedited business decision making by creating Tableau Dashboards leveraged by C-Suite Executives, reporting on key performance indicators and providing insights across all suppliers and supporting \$370M RFP processes.
- Centralized Market Share (IMS) information and built competitive intelligence data warehouse from various sources in a dashboard, identified issues and opportunities.
- Identified and tracked key metrics to improve visibility and increase transparency into new launch business for the executives. Provided strategic recommendations to the various business partners.
- Trained, managed and developed Analytics Managers and Analysts. Served as a subject-matter expert on analytic and data related to the business unit.
- Facilitated training on new tools and analytic capabilities.

Manager, Business Analytics**Oct 2011 – May 2015**

- Proposed business case and led a cross-functional team to build via agile methodology, a database and Tracker Application to on-boarding of a new \$550M customer.
 - Resulting in automation, knowledge sharing across teams and savings of ~\$900K.
- Generated an incremental annual value of \$3M by identifying the potential candidates for inventory protection and maintaining the items on this program.
- Primary liaison to IT providing requirements for build out of a new inventory management system supporting auto-replenishment and sequestration of inventory at the customer/item/ location level.
 - Resulted in improved Service Levels on average by 3.5%
- Identified gaps in data visibility on the supplier side of the business. Developed self service Reports and Tableau dashboards to provide summaries and highlight trends.
- Supported inventory Management decisions for Key strategic customers. Provided all the necessary data and reporting to support the sequestration program.

Senior Data/Business Analyst**Sept 2010 – October 2011**

- Owned analytics for ISMC (Independent Small Medium Chains) Program Team of 4 people that supported 70 customer groups.
- Drove automation by implementing analytical solutions such as self service reports to support business decision making and to improve efficiency.
 - Improved stakeholder's process and efficiency of daily tasks by 40%.
- Researched into customer issues and provided detailed data to support the outcome such as credit and re-bills and justifying on-boarding of new customers.

Senior Data Analyst - Marketing**Jan 2007 – Sept 2010**

- Boosted revenue by 20% through Customer Segmentation Analysis and recommended approaches to improve marketing effectiveness.
- Modeled marketing campaigns consisting of required combination of customer and items.
- Developed new strategies of modeling marketing campaigns based on past campaign results.
- Analyzed business requirements and created stored procedures, SQL Server reports, where appropriate.

T-Mobile USA Inc., Concord, CA**Senior Database Developer/Analyst,****June 2005 – Dec 2006**

- Developed reports using Crystal Reports, using a variety of data sources – MS SQL, Access, Oracle, MySQL.

SUMMARY OF TECHNICAL COMPETENCIES

- **Databases:** SQL Server, Oracle, Netezza, Vertica, Hive, Snowflake
- **Programming Languages:** SQL, Visual Basic
- **Applications:** Tableau, Power BI, SQL Server Reporting Services, Crystal Reports XI
Microsoft Office Suite: (Word, Excel, Power Point, Access, Project, Visio, SharePoint)
- **Software Development Methodologies:** Agile, Waterfall

EDUCATION

Bachelor of Science in Computer Science, University of New South Wales, Sydney, Australia

PROFESSIONAL CERTIFICATIONS & AFFILIATIONS

- Lean Six Sigma Green Belt, 2016
- Certified Scrum Master, Scrum Alliance, 2018
- Employee Resource Groups: OwnIt Bay Area , PAVE, Aspire, OPEN, PALMa