

CANDIDATE NAME

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Prioritizes patient centricity and mitigates healthcare industry challenges by developing cutting-edge global digital health solutions.

Healthcare Data Strategy Leader | Patient Centricity | Data Infrastructure Development | Strategic Leadership Negotiations

- **Actionable KPI Development:** Currently directing the Data Pillar initiative – \$250M+ expected annual ROI – at Company 1; enabled data-driven decision making by generating insights on client needs, values, and demographics; rollout expected by mid-2021.
- **Consistent ROI Generation:** Furthered \$45M in projected revenue and \$20M in cost savings at Company 2 by leading 2 award-winning advanced analytics projects; delivery is on track for 2020. Advanced 2 projects to the pilot phase by completing POCs .
- **Data Quality & Governance:** Cut data processing time by 25%, grew research subject pool by 30%, and solidified data quality at Company 3; developed neuroimaging applications to advance research programs on schizophrenia and cognitive neuroscience.

Pharma Data Roadmap Development
Data Science & Advanced Analytics
Data-Driven Vision-Goal Alignment

Leadership Buy-In & Funding Approval
Team Leadership & Coaching
Cross-Functional Team Coordination

Agile & Scrum | CPI & Six Sigma
Budget Optimization & Cost Control
Industry & Competitor Assessment

PROFESSIONAL EXPERIENCE

COMPANY 1

06/2014 – Present

Promoted to oversee executive-director-level initiatives based on competence.

Associate Director – Data & Digital Health

01/2018 – Present

Spearheaded multidisciplinary Digital Health (DH) programs by leading end-to-end project management. Secured \$50-70M in funding over a 3-year period through strategic executive-level negotiations. Pioneered and positioned products by analyzing market intelligence, such as market and competitor trends. Designed product training materials and coached staff on project management best practices. Collaborated with cross-functional departments, including IT, business, SaMD, sourcing, therapeutic area, and pharmacovigilance teams; worked with the legal function and medical regulatory bodies to ensure GDPR compliance.

Data Pillar Establishment

- Attained \$5M in funding within 3 months by leading negotiations to prioritize high-value use cases. Supervising end-to-end project management, including planning, scoping, budgeting, vendor management, and business case creation and approval.
- Presently enhancing data-driven insights by rolling out a globally aligned reporting and analytics platform for the corporate headquarters in Germany as part of the Go-To-Market (GTM) data excellence team.
- Directed multiple lighthouse projects by guiding use case leads, obtaining budget approvals, and operationalizing in-house analytical models; optimized vendor quotes and aligned business team objectives.
- Ensured patient centricity while overseeing the strategy phase by formulating a data strategy framework; analyzed data, evaluated business needs, and identified value-driving use cases and core enablers.
- Secured traction and buy-in by conducting workshops and leading negotiations with all senior leadership members.
- Defined key operating model principles for use cases related to reporting, data science, and advanced analytics.
- Initiated a pilot use case for a semantic capability project and won approval for 4 new semantic analytics use cases.

Digital Health Implementation

- Developed a digital therapeutic solution for COPD patients as the IT Project Lead by building an MVP and conducting US market testing. Currently leading commercial development in the US and establishing a GTM model in Germany.
- Furthered patient empowerment by advancing a global implementation strategy as the Global IT Lead; oversaw IT governance, standard compliance, architectural design review, board approval, cloud risk assessment, and data storage as well as security.
- Paved the way for potential revenue generation and won the 2020 Opportunity Award by ideating an automated service delivery throughout the 4-stage patient journey; conceptualized the proposal for an IPF disease and created business value.

- Enhanced medication adherence by conducting user testing on voice technologies; currently initiating integration with brand plan.
- Increased visibility on project KPIs, including ROIs, stages, and budgets, by designing a Digital Health (DH) portfolio. Supported the DH strategy and established a monthly forum to discuss business needs and industry trends with global stakeholders.

Project Manager

06/2014 – 10/2017

Oversaw multi-functional healthcare process improvement projects as part of a management rotation program.

- Reduced SAS license costs from \$900K to \$600K and SAS usage by 50% within ~5 months; conducted user surveys, assessed advanced analytics requirements, and suggested use of freeware.
- Led the implementation of a territory management solution for human pharma in Mexico and for animal healthcare across 25 countries by supervising its design, development, and rollout; application was eventually launched in ~170 countries.
- Drove key client insights for 2,000+ US sales reps and won the Make a Difference Award by launching a reporting dashboard.
- Increased lead alerts for the field sales team by 70% by delivering data-driven insights on the oncology business.
- Streamlined onboarding of Contract Sales Organizations (CSOs) by establishing a CSO using a reusable strategy as Project Lead.
- Promoted early detection of stroke by developing and testing a wearable sensor prototype while assuring IT governance.

COMPANY 2

01/2007 – 04/2011

Lead Programmer Analyst

Superintended projects for the clinical psychology lab and the clinical neuroscience group. Trained junior analysts and psychologists on process development and project management SOPs. Acquired grants from pharmaceutical companies and scientific centers.

- Enabled the department to win a \$1M grant from NIMH by formulating a data analysis process for a pilot study.
- Facilitated human neuropsychological research in Western Pennsylvania by designing an online clinical registry; led end-to-end software development, handled customer relations, and delivered technical support and training across 5 research labs.
- Presented 2 neuroscience posters at CNS and Society for Neuroscience conferences as well as the WPIC Research Day.

COMPANY 3

06/2003 – 12/2006

Associate Consultant (Client: Northwestern Mutual), Software Consultant (Client: GE Healthcare), & Summer Intern

- Solidified client relationship by designing a \$MM insurance product features and organizing various team-building events.
- Contributed to a \$10M New Product Introduction (NPI) by developing imaging algorithms to test and validate X-ray detectors.
- Enhanced data quality of radiological images by extending algorithm capability; observed conglomerate-level research methods.

PROFESSIONAL DEVELOPMENT

Master of Business Administration, University 1 2014
Master of Science in Electrical Engineering, University 2 2004
Bachelor of Engineering in Telecommunication Engineering, University 3 2001

Software Medical Device Training, Company 1 2020
 Internal Project Management & Scrum Training Sessions, Company 1 2014 – Present

- Received the Top Project Performing Team honor for the MBA capstone project on capacity planning for a telemedicine start-up.
- Acquired first position in the Heinz Marketing Case Competition; finalist in the University 1 Case Competition.
- Won the Best Board Member award for organizing a charity event for the Haiti earthquake relief as a Community Chair at XYZ.

BIO

Published poems in the International Library of Poetry | Likes to hike and travel | Other interests: artwork, music, and cooking.

