PHAN NGUYEN

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EXPERIENCE

Millipore Sigma	Burlington, MA
Analytics and Reporting Specialist	**Sep 2021 - Present**

• Design dashboards and ad hoc reports supporting senior to mid-level sales management to evaluate effectiveness of sales strategy and execution using Tableau and Power BI
• Communicate with sales enablement and controlling teams to understand sales metrics perspectives, bridge comprehension gap and improve inconsistencies in Palantir Foundry and SAP sales data

Sunovion Pharmaceuticals	Marlborough, MA
Business Intelligence Analyst Intern	**Jun 2021 – Aug 2021**

• Build consolidated Tableau dashboards from multiple sources (social media, website, CRM) for firm's top three drugs
• Perform data analysis and present actionable business insights to Multi-Channel Marketing department, resulting in more efficient promotion decisions, saving 20+ labor hours weekly
• Communicate cross-functionally and develop business requirements to build BI dashboard satisfying stakeholders' needs; initiate FRD documentation of 12 data sources' metadata to improve firm's data literacy

DEKKO Group JSC	Hanoi, Vietnam
Oracle NetSuite Analyst	**Jan 2021 - May 2021**

• Extracted, cleaned, and transformed sales and operations data from Oracle NetSuite (Suite Analytics); designed three KPIs dashboards with Tableau; presented insights to executives, resulting in $10,000 increase in analytics system investment
• Provided weekly coaching sessions to 30 staff, resulting in smooth transition from legacy platform
• Developed documentation and work instructions to help 300 employees navigating new system

Sunovion Pharmaceuticals	Marlborough, MA
Business Analyst Intern	**Jun 2020 - Oct 2020**

• Built financial models to quantify monetary impacts of changes in state and federal healthcare policies using Excel; communicated findings with management; resulting in $300 million saved from potential liability
• Reduced 80% time spent on pharmacy reimbursement and reporting processes using automated Excel VBA macros: Part D rebate from 10 hours to 30 minutes, Medicaid invoices reconciliation from five hours to an hour
• Led team of six interns to brainstorm, develop and pitch best-in-class intern training program recommendations to HR

PROJECTS

• **Car Classification and MSRP Prediction Model**: built classification trees models to predict MSRP ranges and car type (Luxury/Performance) with 98% accuracy utilizing R Studio in a team of three
• **College Entrance Exam Analysis**: scraped 74,000 candidates' data from Vietnam College Exam website using Python; cleaned, transformed, and visualized data with Tableau. Published article describing process and analysis
• **France Boissons Database Design**: developed SQL queries and designed relational database model with six members leveraging Oracle SQL Developer to provide France Boissons with operational database infrastructure

SKILLS

• **Technical skills:** SQL, Tableau, Microsoft Excel/Excel VBA, Python (pandas, NumPy, matplotlib, selenium), R (ggplot2), BigQuery, Oracle SQL Developer, SPSS, SAS, Microsoft Access
• **Data skills**: data cleaning, web scraping, data analysis, data visualization, data warehousing, data mining
• **Certifications**: Google Analytics Individual Qualification, Google Analytics Beginner & Advanced

EDUCATION

University of North America		Fairfax, VA
Master of Science; Management and Data Analytics	GPA:4.0	**Aug 2022**

Bentley University		Waltham, MA
Master of Science; Finance	GPA:3.9	**Aug 2020**
Bachelor of Science; Corporate Finance & Mathematical Sciences, *Cum Laude*	GPA:3.5	**May 2019**