

Akash Kunj

Summary			
Technical analytics professional with ~8 years of Life Sciences experience, specializing in RWD/RWE, data quality frameworks, and end-to-end data strategy to enable faster, evidence-driven decision-making. Skilled in cohort design, data interoperability, governance, and optimizing RWD licensing through strong negotiation and cost-saving strategies. Experienced in identifying methodological gaps in RWE studies and leading cross-functional teams to deliver scalable, high-quality analytical solutions that support discovery, development, and evaluation of new therapies.			
Educational Qualification			
Qualification	Institute	CGPA/ %	Year
MBA (pursuing)	Indian Institute of Management, Ahmedabad	-	2024-2026
B.Tech	PES Institute of technology, Bangalore, VTU	8.25	2017
XII, CBSE	KV Air Force Station, Pune	83%	2013
X, CBSE	KV Dehu Road, Pune	9.0	2011
Work Experience (8 Years, 1 Months)			
Bristol Myers Squibb, Hyderabad		(22 Months)	
Manager Real World Data Strategy and Analytics		April '24-Ongoing	
Managed a 10+ member analytics team and strengthened RWE study delivery through robust data pipelines, protocol development and advanced analytical frameworks, enabling enterprise-wide adoption of real-world data assets.			
Analytics and Data Science Studies: Led and executed multiple Real-World Evidence (RWE) studies, working hands-on across protocol development, cohort identification, study design, feasibility assessment, and statistical analysis. Supported several in-house assets across specialty and primary care, ensuring evidence generation aligned with clinical and regulatory needs. Project Manager and SME– Led licensing and de-licensing of RWD assets, negotiating contracts based on data quality assessments and alignment with pipeline and research needs; participated in 20+ vendor negotiations, delivering savings of \$10M+ in one year. Leading multiple innovative projects with third-party vendors to integrate RWD sources, enabling broader research insights from a unified dataset while ensuring compliance with governance and regulatory requirements. This initiative aims to reduce the data assets cost by 15% (~\$10M) Manage external RWD partnerships- advising researchers across TA on data needs, evaluating new data sources and driving a multi-phase real- world evidence strategy across the enterprise.			
Indegene Consulting, Bangalore		(9 Months)	
Analytics Lead- Advance Commercial Analytics		May '23-Mar '24	
Project lead: Supported development of an ML-based HCP targeting model for a Japanese pharmaceutical client, optimizing salesforce deployment and engagement channels; drove a ~15% QoQ increase in new prescriptions (NBRx) for a rare disease. MedTech client- Designed and deployed an ML-based pricing model to optimize discount rates for hospitals and surgical equipment clients, delivering ~\$7M in annual savings through improved negotiations. Business Development (RFPs) – Partnered with BD teams to craft end-to-end proposals (current vs. future state, budgeting, effort, and resourcing), successfully converting 3+ workstreams and generating ~\$3M growth within 6 months.			
GSK Healthcare, Bangalore		(18 Months)	
Lead Analyst- Real World Data		July 21- April' 23	
- Real World Data Studies and Evidence generation: Worked on several protocols supporting the in-house asset in the pipeline for specialty and primary care. The projects involved end-to-end analysis, including requirement gathering, study design planning, analysis, and insight generation. - Project and Team Management: Led a team of 6 resources in analytics project management. Responsible for increasing overall project throughput and efficiency and optimizing timelines and risks by developing proper delivery execution frameworks. - Recruitment and Onboarding: Actively involved in the recruitment process and successfully onboarded 10+ people into the team. - Organization Initiatives: Led an initiative to create a reusable code repository to optimize coding standards and reduce time by designing end- to-end automated processes using SQL/SAS macros to increase efficiency and minimize human errors, reducing QC time by approximately 25%.			
Mu Sigma Inc, Bengaluru		(3 Years, 6 Months)	
Decision Scientist		Jan '18-June '21	
- Design descriptive protocols on the study conduct: patient population, data variables and statistical plan which helps inform the characteristics of the research designed around the study question. • ML Models to compare drug effectiveness and long-term cost burden to boost and socialize drug with KOL. Impacting an increase in adoption/ uptake by 20% YOY			
Additional Certifications			
- Coursera Basic Statistics - University of Amsterdam - Epidemiology- The Basic Science of Public Health - University of North Carolina - Supervised Machine Learning: Regression and Classification- Andrew Ng			