

# AKASH KUNJ

## Analytics lead- Healthcare Commercial and Real World Insights



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Bangalore

### SUMMARY

Analytics professional with ~6 years of industry experience in data driven decision making in life science industry. Having in-depth knowledge of data extraction, processing, manipulation, visualization and Insights generations. Experience in leading a team to provide technical guidance and business insights to clients and key business stakeholders.

### EXPERIENCE

#### Lead Data Analyst- Advance Analytics

Indegene -Commercial Analytics 06/2023 - Present Bangalore

- Leading project on sales force effectiveness and HCP targeting.
- Involved in stakeholder/client management and proposal building for new solutions

#### Lead RW Data Analyst

GlaxoSmithKline Pharmaceuticals 08/2021 - 06/2023 Bangalore

Domain: Real World evidence Analytics

- Worked on several protocol supporting the in-house asset in the pipeline for specialty and primary care. The projects involve end to end analysis which includes requirement gathering, study design plan, perform analysis and generate insights from the results.
- Team Lead | Analytics project management for a team of 6 resources. Responsible for increasing the overall project throughput, efficiency and optimizing timelines & risk by developing proper delivery execution frameworks.
- Recruitment| Actively involved in recruitment process and successfully onboarded 10+ people in the team.
- Initiatives | Leading an initiative for reusable code repository for optimizing the coding standards and reducing time by designed an end-to-end automated processes using SQL/SAS macros to increase efficiency and minimize the scope of human errors, reducing the time spent on QC by ~25%.

#### Associate Consultant

IQVIA 04/2020 - 07/2021 Bangalore

Domain: Life Science Commercial and RWE analytics

- Collaborated with German bio-pharmaceutical companies to generate data driven insights by performing several studies on metrics like source of business, line of therapy, compliance, retention and provided help in engaging new clients with the business development team
- Helped stakeholders by performing several feasibility studies, designed study plans and methodologies for business questions like treatment pattern, demographics & clinical characteristics across different treatment cohort and compare HCRU and cost analysis
- Engaged in project and resource planning for projects in pipelines

#### Decision Scientist

Mu Sigma 01/2018 - 04/2020 Bangalore

Domain: Real world Studies- Life Science

- Collaborated with one of the top American Life-Sciences companies to generate data driven insights by developing the methodology, data extraction and manipulation to perform several feasibility studies and to interpret treatment patterns, demographic & clinical characteristics across different treatment groups and compare HCRU & Cost.
- 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

### TECH STACKS AND SKILLS

SQL SAS Programming R/Python

Dataiku Stakeholder/ Client engagement

MS- Excel/ Powerpoint Power BI

Regression Models Leading Initiatives

Problem Solving Team Build/Recruitment

### DATABASE AND STUDIES

#### DATABASE:

IQVIA LRx, Truven MS, OPTUM, Disease analyzer, Symphony Pharma, Veeva Calls, Registeries- IBD Plexus, CKDOPPS

#### Study Analysis

Patient characteristics, Treatment pattern, Line of Therapy, HCRU and Cost Analysis, Time to event analysis, SOB, Persistence/ Compliance

### MOST PROUD OF



#### Stakeholders success factor

Creative thinking, effectiveness and productivity enables building good relationship & trust in a project with tight deadlines and requiring quick turnarounds



#### Certification courses

- Epidemiology- The Basic Science of Public Health - University of North Carolina
- Basic Statistics - University of Amsterdam

### PASSIONS



Travel- Exploring new places



Reading and Stock market analysis

### EDUCATION

#### Bachelor of Engineering

PES Institute Of Technology Bangalore

2013 - 2017

GPA  
8.2 / 10