Daniel E. Engel

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PROFILE

Analytics professional with 4 years of experience. Looking to leverage experiences from small business and consulting worlds, while helping to leverage sales data and increase growth. Succeeds in high-stress and deadline-oriented environments, working individually or as part of a team. Previously developed products requiring electrical, mechanical, and chemical knowledge sets while building a business and analytical base.

PROFESSIONAL EXPERIENCE

Alegeus Technologies, Waltham, MA   **2016-Present**
Business Analyst
- Implement, document, and develop process flows for "Team Support" ticketing application, leading to easier reporting, better tracking of workflows, higher quality, and better management
- Design, Code, and Manage multiple Excel- and Power BI-based Executive-facing dashboards for the operations and sales divisions, designed from the beginning to be easy-to-use, expandable, and automated
- Reduce manual process work by 50-90% through Microsoft Office automations, leading to greater accuracy
- Run situational analyses of multiple, cross-organizational functions using Microsoft Access, Excel, and SQL
- Lead "Lunch-and-Learn" sessions and curriculum development: short, one-hour long sessions whose topics have included, but are not limited to Microsoft Excel, Public Speaking, and Roles and Responsibilities
- Manage multiple vendors to identify, prioritize, and collaboratively solve technical issues
- Part of the inaugural class of the Alegeus Aces Program, an internal, formal mentorship and growth program

ZS Associates, Boston, MA   **2015**
Business Analyst
- Worked with multiple large, multinational pharmaceutical clients performing overall market and payer analysis in Tableau and Qlikview, leading to greater leverage in reimbursement negotiations, and resulting in a large, multi-layer analysis of pharmaceutical pricing
- Assessed future sales force strategy for multiple pharmaceutical clients, leveraging Excel, Javelin, SAS, and VBA, to help the client to a balanced, sales force structure at all levels of management
- Led several additional, *ad hoc* initiatives:
  - Wrote, edited, and researched towards client proposals and final results presentations
  - Trained colleagues to use internal, proprietary data and map tools

Dental Designs, Pittsburgh, PA and Boston, MA   **2012-2015**
Lead Product Development Engineer, Consultant, Founder
- Led the development of mechanical and electronics products using Autodesk Inventor and Eagle (CAD)
- Developed an all-natural, alcohol-free mouthwash, "Miracle Mouth Rinse," which launched in 2014
  - Solved technical and manufacturing discrepancies via testing and analysis, leading to higher quality
  - Collaborated with team to develop technical literature and packaging within FDA guidelines
  - All rights to the product have been sold to a Pittsburgh-based natural supplement company

Ophirex LLC, San Francisco, CA (Remote)   **2014**
Intern: Business Plan Development
- Completed business plan for a device to prevent onset of snake envenomation symptoms in the field
- Consulted with company on future pitch development, presentation updates, and research activities

CORE COMPETENCIES
- **Programming languages:** SQL,VBA, SAS, Java, C++, MATLAB/Simulink, LabVIEW, Mathematica, HTML
- **Software:** Salesforce, Power BI, Tableau, QlikView, Javelin, Minitab, Autodesk Inventor, Microsoft Office

EDUCATION

Carnegie Mellon University, Pittsburgh, PA   **2010-2011**
Masters of Science in Biomedical Engineering
Thesis: *Length Based Separation of DNA Using Oxazole Dyes*

Case Western Reserve University, Cleveland, OH   **2006-2010**
Bachelor of Science and Engineering in Chemical Engineering

COMMUNITY, LEADERSHIP, AND VOLUNTEER EXPERIENCE
Big Brothers and Big Sisters of Greater Boston   **2016-Present**
- Current "Big Brother" to a 9 year old boy
- Have helped raise over $6000 through company charity sponsorship and personal fundraising

Brigham and Women's Hospital Hackathon   **2014**
- "Hacking Medicine" Prize-winner

QI²T Healthcare Innovation Fellowship, Pittsburgh, PA   **2014**
- Built a Healthcare IT prototype solution for patients with limited or no access to digital technology
- Presented concept, prototype, and market research results at presentation event
- Led team of designers, insurance specialists, and physicians in the development of product

BlueTree Allied Angels, Pittsburgh, PA   **2013 - 2014**
- Assisted in analysis of technical feasibility, commercial viability, and intellectual property of new, Pharmaceutical to Petrochemical technologies
- Exposed to Pre-Market Approvals (PMAs) and 510(k)s through due diligence analysis

ACADEMIC EXPERIENCE
Carnegie Mellon University Biomedical Research, Pittsburgh, PA   **2010 - 2011**
- Utilized LabVIEW, microfluidic chips, and a P/ACE MDQ to design protocols to improve the efficiency and resolution of DNA sequencing and separation using a variety of laser-induced fluorophores
- Developed new clamp technique for microfluidic chip separation with DNA.
- Analyzed DICOM images as part of motion analysis for spine injury

Case Western Reserve University Chemical Engineering Projects, Cleveland, OH   **2008 –2010**
Process Control for Brisket Smoker
- Developed hardware system and implemented new LabVIEW PID controller to modulate methane flow through a Mass Flow Controller (MFC)
- Designed and implemented from concept generation to successful manufacture of smoked meat

Biosensor
- Designed and conducted technical experiments to develop a new class of *in vitro* electrode using microfluidic assay and Chemical Vapor Deposition
- Developed new Vacuum Deposition Chamber for technical experiments

Thermocouple Design
- Designed and developed a platinum-on-silicon thermocouple using Plasma Vapor Deposition

University Hospitals/Case Medical Center, Cleveland, OH   **2009 –2010**
- Managed collection of 200 data points for analysis of correlations between types of stroke and age
- Gained approval for research protocols by Institutional Review Board (IRB) of University Hospitals