

Neha Kumar

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EDUCATION

B.S. Engineering, University of California, Berkeley
Bioengineering, Materials Science & Engineering

Aug 2012 - May 2016
3.86 GPA

WORK EXPERIENCE

Associate Customer Solutions Engineer

San Francisco, CA

Sept 2017 - present

Periscope Data

Platform providing data analytics solutions to visualize market trends and KPIs on interactive dashboards

- Technical lead for Periscope's top 2 customers with a combined annual value of \$400k.
- Leading initiatives to evolve the data ingestion, management and analysis process for a growing user base.
- Addressing customer issues regarding SQL/Python/R analyses and promoting data management best practices.
- Publishing [online content](#) on data analytics techniques leveraging Python, SQL, and R.

Strategy Insights and Planning Analyst

South San Francisco, CA

Jul 2016 - Sept 2017

ZS Associates

Sales and marketing consulting firm providing services to top-tier pharmaceutical clientele

- Led a \$1M+ Oncology Market Research study for a Fortune 100 pharma client to assess market share and awareness of primary revenue-driving products.
- Presented KPIs to clients using creative drilldown data visualizations in PowerPoint.
- Analyzed data from 2500+ patients and 350+ physicians per quarter using Excel VBA based tools.
- Drove analytics projects for a team of 2 onshore and 2 offshore personnel and 4 vendor organizations.

Device Development Engineering Intern

South San Francisco, CA

May 2015 - Aug 2015

Genentech

Biotechnology and pharmaceutical company delivering breakthrough therapies for unmet medical needs

- Analyzed defects in syringe assembly to establish optimal tolerances for manufacturing.
- Conducted a root cause analysis on out-of-spec syringe performance and identified the responsible design factor.

Environmental Health and Safety Intern

Columbus, OH

Jun 2014 - Aug 2014

Abbott Laboratories

Global healthcare company that conducts innovative research and manufactures products for human health

- Devised ergonomic solutions to minimize operators' risk of injury while performing high and medium risk tasks.
- Created a semi-automated, Excel VBA-based solution to optimize tracking of all incoming materials.

ACADEMIC RESEARCH

Undergraduate Researcher

Jan 2015 - May 2016

Berkeley Biomechanics Lab, UC Berkeley

- Processed CT scans of vertebrae using Python and Matlab to characterize biomechanical changes due to radiation.
- Defined parameters for computerized simulations of load-bearing tests to validate experimental data.

Undergraduate Researcher

Jun 2013 - May 2014

Specht Lab, UC Berkeley

- Confirmed the presence of viral elements in *Musa* (banana) specimen using cloning and sequencing technology.
- Gained technical expertise in biotechnology methods heavily used in industrial applications.

LANGUAGES

- Programming: Java, Python, SQL (Redshift, Postgres, MySQL, BigQuery, SQL Server), R, Matlab, Excel VBA
- Spoken: English (native proficiency), Hindi (working proficiency), French (limited proficiency)

ACCOLADES AND TEST SCORES

- GMAT Score: 770 (99%) | Verbal Subscore: 46 (99%) | Quantitative Subscore: 50 (86%) (2016)
- Dean's Honors – Top 10% semester and overall GPA in UC Berkeley's College of Engineering (2016)
- Four-time Scholarship Recipient of the UC Berkeley Leadership Award Scholars Association (2012, 2013, 2014, 2015)
- Bay Area Global Health Innovation Challenge Semifinalist (2016)