

NIREN SIROHI, MBA, PHD

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Chief Data/Analytics Officer | Decision Intelligence

Proven success leading enterprise data science and analytics strategy and operations for global healthcare organizations and consulting firms. An innovative and creative thinker who transforms data into business value and drives data-related change, leveraging diverse industry experience to provide scalable analytics solutions that support growth and business objectives. Trusted partner to executive stakeholders and internal teams, evangelizing the power of data to inform decision-making, improve processes and drive revenue. Recognized for a collaborative, straightforward management style and developing and coaching high-performing teams. Areas of expertise include:

Strategic Planning & Execution	Business Development	Customer Experience
Analytics Product Development	AI/ML	Project Operations
Client Advisory	Data Governance	Cross-cultural Proficiency
Cloud Infrastructure	Information Architecture	Team Building

PROFESSIONAL EXPERIENCE

Dana Farber Cancer Institute – Boston, MA

2020 – Present

Head of Clinical, Operations & Business Analytics

Brought on to design, develop and implement an enterprise-wide clinical, operational and business intelligence strategy and enable a learning health care system. Created and maintains a robust data and analytics governance and stewardship program, and collaborates across the organization to drive best practices for utilizing data, improving analytics processes, implementing automation and self-service data access, and facilitating a data-driven culture. Provides subject matter expertise and forms strong relationships with division leaders, consulting on analytical and informatics needs and providing strategic solutions. Built and scaled business intelligence team to accommodate 300% growth in supporting clinical operations, clinical, research, finance and corporate stakeholders. Directs and coaches a team of 40+ managers, data scientists, analysts, technical experts and consultants.

- **Transformed underperforming analytics function into to a high-performing business intelligence team**, reducing attrition, improving morale and increasing NPS to 77 within a 2-year period.
- **Acting as strategic advisor for transition of enterprise data warehouse and BI platform to a cloud-based solution**, influencing creation of a scalable infrastructure to support data and analytics use and access enterprise wide.
- **Skilled navigation and communication across matrixed organization** to drive analytics best practices and providing key stakeholders with essential tools to ensure business goals and strategic objectives are met.
- **Pilots AI/ML and advanced analytics solutions and embeds analytics into automated workflows** across infection control, palliative care and ambulatory operations, enabling data-driven decision making.

Korn Ferry – Boston, MA

2018 – 2020

Global Head of People Analytics

Led analytics practice, overseeing analytics, automation and data science consulting for global clients. Drove product development, creating innovative, custom solutions to integrate with advisory services. Collaborated across the firm to develop go-to-market strategies to improve client businesses and drive revenue. Provided strategy, governance and management for Korn Ferry Institute's data warehouse. Directed and developed a team of 20+ analysts, data scientists and technologists, providing mentoring for professional growth.

- **Led strategic plan to support \$350M in analytics business** through AI driven talent analytics product offerings.
- **Developed a self-service business intelligence portal** to enable firm-wide access to data, leading to 75% improvement in productivity and increasing use of analytics to close advisory business deals.

Boston Consulting Group – Boston, MA

2017 – 2018

Principal, Data Science

Drove integration of data science solutions and directed implementation teams to ensure seamless execution.

- **Led initiative to leverage machine learning and artificial intelligence** for a national pharmacy to improve patient adherence, increasing efficiency for marketing interventions by 100%.

- **Developed a deep-learning recommender system** for a major retailer, using micro forecasting to improve planning for merchandise inventory and demand while reducing stockouts.

TTEC (formerly iKnowtion) – Burlington, MA

2011 – 2017

Partner, Data Science & Product Lead

Oversaw data science and engineering practices and partnered with leadership to drive the organization’s transformation to a strategic, technology-based consulting firm. Spearheaded innovation of new products and expanded services to support client accounts and create additional revenue streams. Managed, coached and mentored a team of 40+ directors, managers and junior staff.

- **Led development of cloud-based platform and technology-enabled analytics consulting services** to design and optimize customer experiences, resulting in \$3M - \$5M in additional annual revenue.
- **Leveraged test-and-learn and optimization strategies** to analyze sales incentives and performance for automotive and direct sales clients, resulting in 30% improvement in ROI.
- **Spearheaded a hybrid on- and offshore staffing model** to provide scalable and cost-efficient data science services, increasing speed to delivery by 20% while reducing labor costs by 30%.
- **Created a machine learning solution for medical device manufacturer**, leveraging glucose measurements and EMR data to accurately predict risk of patient hospitalization and facilitate proactive interventions.

Prophet – New York, NY

2006 – 2007, 2009 – 2011

Associate Partner

Developed and managed an advanced analytics and data science function to support branding, marketing, design and customer experience strategies, and led efforts to embed analytics solutions into the service offering. Built and trained a team of 10 analysts to become a valued resource throughout the organization.

- **Designed a data-driven approach to identify customer experience strategies** and tactics with quantifiable ROI, implementing across verticals including healthcare and financial services.
- **Used advanced analytics to target and tailor care management programs** for a national health insurer, driving \$1B in projected savings.
- **Developed innovative approaches to quantify value of brand and marketing investments.**

National Financial – Fidelity Investments – Boston, MA

2007 – 2009

SVP, Research & Measurement

Built and led a research and market analytics capability within an institutional financial business, while increasing awareness and validity of data-driven decision making across a sales-focused culture.

- **Identified opportunity to improve B2B customer experiences** by launching a voice of the customer program that resulted in 25% improvement in NPS.
- **Integrated analytics insights into Siebel CRM**, improving adoption rates across sales and account teams and leading to improved performance and increased win rates.
- **Implemented standardized, automated market intelligence reporting** to provide sales with actionable data that drove a 20% increase in qualified leads.

Accenture – Boston, MA

2005 – 2006

Senior Executive

Oliver Wyman & Lippincott (formerly Mercer Management Consulting) – Boston, MA

1999 – 2005

Principal

TECHNICAL

Python, SAS, R, SQL, Tableau, Power BI, Epic, Azure, AWS, Cerner

EDUCATION

Master of Science (MS) and PhD in Management, Marketing & Econometrics – Cornell University

Master of Business Administration (MBA) in Marketing – S.P. Jain Institute, Bombay University

Bachelor of Technology (B.Tech) in Mechanical Engineering – Indian Institute of Technology

Niren Sirohi, MBA, PhD