

Daniel Han
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(267) 961-0280

EDUCATION

Northeastern University, D'Amore McKim School of Business
Bachelor of Science in Business Administration
Concentration: **Management Information Systems**

Boston, MA
December 2023
GPA: 3.6

PROFESSIONAL EXPERIENCE

Roquette

Global Sales Operations Analyst

Philadelphia, PA
April 2026 - Present

- Distill large, complex datasets into actionable insights; create high-level financial performance and opportunity pipeline business reviews to present to executive committees and support decision-making processes
- Manage the global opportunity pipeline within Salesforce, consolidating and standardizing sales funnel data from three legacy organizations following complex acquisitions, helping eliminate duplicate records and establishing uniform data entry best practices
- Partner cross-functionally with Commercial, Marketing, Technical, and Forecasting teams to democratize data access, eliminating information silos through shared dashboards and self-service files and reporting tools

Business Analyst, Health & Pharmaceutical Solutions Business Group

August 2024 - April 2026

- Deliver sales analytics and reporting for 21 Global Accounts, equipping account managers and leadership with insights to drive negotiations, strategy, and growth
- Build and maintain live KPI dashboards in Salesforce and create business review presentations, distilling complex sales data into clear, compelling stories for customer meetings and executive updates
- Serve as a key user across Excel, Datamart, QlikSense, and Salesforce, ensuring data consistency, and supporting colleagues with reporting and analysis needs
- Automate processes using Excel Macros to reduce manual reporting time and increase efficiency across the sales team

Signify

CSI Sales Operations Intern

Burlington, MA
September 2023 – December 2023

- Managed the team Salesforce CRM interface to ensure accurate pipeline tracking, maintaining opportunity management and overall Salesforce hygiene
- Conducted quarterly business reviews and forecasts, using data-driven insights to aid decision-making and sales strategies

McKinsey and Company

Data Stewardship Intern

Waltham, MA
January 2023 – July 2023

- Enhanced firm data stewardship framework by building and implementing a comprehensive PowerBI dashboard that maps data stewards across all firm sectors and domains, enhancing data organization and reducing discrepancies
- Led a CRM effort to centralize firm proprietary/external data and organize vendor data into firm categories and sectors, managing a portfolio of 300+ external data vendors
- Eliminated data-silos and created a unified data environment, improving accessibility and data management processes

LEADERSHIP EXPERIENCE

Unofficial Project Dance Team (UPRO)

Graphic Design Chair

Boston, MA
May 2023 – December 2023

- Created personalized branding for team events, including dance workshops and auditions, as well as branding for OVRDRV, an annual Boston dance showcase hosted by UPRO that draws an audience of 600+ each year

Northeastern Korean American Student Association (KASA)

President

Boston, MA
March 2021 – May 2022

- Managed and led a team of 15 board members to act as the face of the Northeastern University Korean American Student Association, a cultural organization with over 300+ active members, with the mission of cultivating a community of Korean Americans and non-Korean Americans alike who share a love for Korean culture and history

SKILLS AND INTERESTS

Languages: English (Fluent, Native), Mandarin Chinese (Fluent), French (Professional Working Fluency)

Interests: Dance, Arts and Culture, Graphic Design, Video Production, Photography