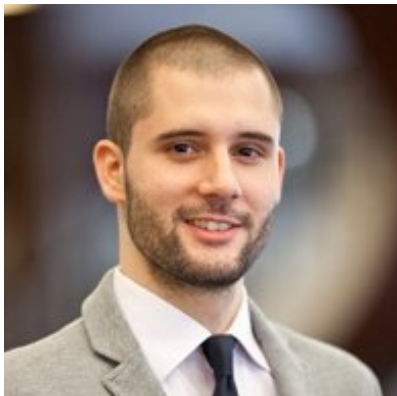


Marko Kostic

Currently leads Qral Group's Business Technology Experience team, identifying ways to leverage technological advances in data management & visualization to improve business processes



Experience

- Qral Group, Member. Jan'16 - Present
- Chartis Group, Senior Data Consultant. Mar'11 - Jan'16
- ZS Associates, Associate Consultant. Sep'08 - Mar'11

Education

- University of Illinois at Urbana-Champaign, B.S., Computer Engineering & Mathematics 2008

Since joining Qral Group:

Business Technology Reporting

- Created customized hospital system executive level dashboard, replacing multiple weekly reports. New, interactive dashboard displayed on large screen during executive weekly meeting, allowing for instant answers to discoveries, service line to diagnosis drill-downs, and zip-level patient migration
- Developed business-specific commercial marketing report, allowing user to track specific brand product, market, or geography performance—could be viewed as current performance (snapshot) or trend over time (24-month performance)
- Experience creating reports using existing data systems, extracts, or other available data sources, as well as connecting to different data systems for live-feed reporting
- "QG@TC16: Qral Group at Tableau Conference 2016" (available on <http://qralgroup.com/publications>)

Incentive Compensation Design & Administration

- Utilizing best technology for IC Administration and processing design—decreasing amount of time and FTE's required to run more reliable and higher quality-controlled data output
- Scalable designs, easy to maintain and update or further customize—as needed, based on IC Design

US Product Launch Support & Commercial Strategy Development

- Served as the direct point of contact to support launch of a significant indication for additional indication in Neurology
- Identified and interacted with 22 functional leads to identify key milestones, develop timelines, and identify inter-dependencies

Previously at Chartis Group and ZS Associates:

- Executive business reporting for major healthcare providers, bringing Tableau into executive meetings allowing folks to manage the business in real time—deployed several "live-map" data visuals using Maptitude
- Developed patient migration models and applications using publically available data sources
- Supported Commercial Operations teams in US Pharma, including sales force sizing, targeting, and territory alignment

Business Technology skills:

- Extensive experience with various ETL (extract, transform, load) tools—SAS, Alteryx
- Reporting build and implementation expertise using leading industry tools—Tableau, Power BI, etc.
- Proficiency in dashboard customization and optimization, enhancing UX (user experience) and conveying the business story