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| Daniel McKay  30516 SW Ruth St. Wilsonville, OR 97070 / 503-770-0852 / Dan@DanielMcKay.com | | | |
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| A proven **performance manager, analyst and change agent** with strong interpersonal skills and an ability to drive innovation. A leader with over 5 years of experience managing research projects, developing performance measurements and systems of management, conducting statistical analysis and drafting reports. Awarded with Multnomah County’s innovation award during the first year of employment, dramatically advanced data and reporting in state procurement and county human services. Currently leading strategic IT initiatives in the State of Oregon to fundamentally change the way it manages its supply chain. | | | |
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| KEY SKILLS Statistical analysis / econometrics  Writing technical documents/reports  Tableau  SQL  Project management  Leadership  Research  Data Analysis  Database management  Microsoft Access  Microsoft Excel KEY STRENGTHs Managing performance  Visualizing Data  Driving change in organizations  Synthesizing complex data  Leading efficiency initiatives  Presenting to diverse audiences  Managing supply chains AWARDS Multnomah County Innovation Award  University of SF Honors for Research Publications *[“Does the Mafia Suppress Entrepreneurship in Italy?”](https://www.inderscienceonline.com/doi/abs/10.1504/WREMSD.2013.056757)* |  |  | **CAREER HIGHLIGHTS** Strategic sourcing specialist at STATE OF OREGON CIO  Salem, OR ▪ 8/2016 to present  **Fundamentally reinvent** the way in which the State of Oregon manages its IT Supply Chain.  **Improve performance** of high-impact price agreements and vendors through the development of a rigorous system of performance management.  **Coordinate initiatives** with agencies and external organizations to improve enterprise architecture and technology management.  **Engage in high-stakes negotiations** and mediate performance issues between vendors and the State representing the State and its entire IT portfolio.  Major Achievements   * Managed the build out of core areas of the State’s IT Supply Chain Management Program. * Designed and implemented a comprehensive system of performance management. * Lead statewide vendor management initiatives, strategic enterprise IT transitions and implementations. * Engaged in high-stakes negotiations with key suppliers, representing hundreds of organizations and hundreds of millions of dollars of spend. * Determined optimal sourcing strategies using a combination of market research and predictive analytics. * Worked on aligning disparate agency purchasing habits with our enterprise architecture. |

OwneR at PROALYTICS LLC.

Wilsonville, OR ▪ 6/2015 to present

* Provided IT design consulting services for the State of Oregon on the development of a procurement system that tracks and monitors employee workload, spending on contracts, and invoicing for work completed.
* Created business process applications for construction and retail industries, including client management, supply chain management, and ordering/invoicing.

Senior Data Analyst at MULTNOMAH COUNTY

Portland, OR ▪ 6/2015 – 8/2016

* Managed projects related to the development and implementation of a client pay-in monitoring and automated reporting system designed to save the state over a million dollars per year. Recognized through receipt of the County’s innovation award.
* Greatly improved reporting capability through the creation of a digital report center and through use of database design and queries to automate ad-hoc reporting to improve the organization’s ability to make data driven decisions.
* Created programs and scripts that pulled data previously inaccessible in legacy systems.
* Collected, analyzed, and projected division program measures for annual budgeting and resource allocation.
* Developed research and statistical reports along with data visualizations to support management in making reliable business decisions as well as to inform the public.

Research consultant at STATE OF OREGON DAS

Salem, OR ▪ 12/2012 – 6/2015

* Designed and coordinated complex research projects.
* Collaborated with other states, federal agencies, multi-state consortia, and other public organizations to provide expertise and guidance.
* Developed complex research methodologies to determine leverage points in contract negotiations.
* Dramatically improved the State’s ability to monitor, benchmark, and report procurement data.
* Built data processes and developed methodologies to manage key performance measures.
* Developed policies and procedures to implement rate setting to fund our operations.
* Designed a service management system to support the organization’s service level agreements, track workload and workflows, and populate the Statewide Financial Management Application.
* Made recommendations to senior management that affected program direction and operating strategies.

Researcher at UNIVERSITY OF SAN FRANCISCO

San Francisco, CA ▪ 2011 – 2012

mobile sales consultant at BEST BUY STORES

Beaverton, OR ▪ 2004-2011

field researcher at PORTLAND STATE UNIVERSITY

Oaxaca, Mexico ▪ 2009

# EDUCATION

oregon contract administration certificate from State of Oregon (2018)

oregon project management certificate (OPMCP) from State of Oregon (2017)

Tableau qualified associate certificate Tableau Software (2016)

**CERTIFICATE OF PUBLIC PERFORMANCE MEASUREMENT** from the School of public Affairs and Administration, Rutgers University (2014-2015)

**MASTERS INTERNATIONAL AND DEVELOPMENT ECONOMICS** from the College of Arts and Sciences, University of San Francisco (2010-2012)

**BACHERLORS POLITICAL SCIENCE, ECONOMICS** (Double Major)from the College of Urban and Public Affairs, Portland State University (2006-2009)