JAWAD BAJJOU, MBA

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PROFESSIONAL SUMMARY

Healthcare Economics and Analytics Executive with 15+ years translating complex data into business solutions for customers and decision makers. Deep expertise spanning risk adjustment, clinical quality, population health analytics, affordability programs, revenue optimization, and provider incentive modeling. Proven leader managing $100B+ Medicare Advantage portfolios, building high-performing BI and analytics teams of 30-45 professionals, and driving enterprise-scale transformations across the full spectrum of healthcare economics domains. Excel in M&A due diligence, cross-functional leadership, stakeholder consulting, and implementing AI-driven analytics solutions. Recognized enterprise thought leader with ability to deliver actionable insights across diverse healthcare analytics initiatives.

CORE COMPETENCIES

Healthcare Economics & Analytics	Population Health Analytics	Clinical Affordability Programs
CMS Risk Adjustment (HCC/RAF)	HEDIS/STARS Quality Measures	Revenue Cycle Optimization
Medicare Advantage Analytics	Value-Based Care Programs	Provider Incentive Modeling
M&A Due Diligence & Consulting	Data Governance & Quality	Tableau / Power BI / SQL

PROFESSIONAL EXPERIENCE

Senior Director, Healthcare Economics
UnitedHealth Group (Optum Health)

April 2017 - Present
Remote

Lead enterprise BI and analytics team delivering insights across the full spectrum of healthcare economics—including risk adjustment, clinical quality, population health, and affordability—for 5M+ Medicare Advantage lives and $100B+ in annual revenue.

- Spearheaded 3-year enterprise-scale analytics transformation, establishing governance frameworks, KPI dashboards, and data validation protocols using Tableau, Power BI, and SQL that maximized operational efficiency across the $100B Medicare Advantage portfolio.
- Built and led BI team delivering dashboards and analytics spanning multiple healthcare economics domains including risk adjustment, clinical quality (STARS), population health management, and clinical affordability programs.
- Directed AI integration into BI workflows, automating risk adjustment suspecting and quality gap identification for 5M members, achieving 40%+ reduction in manual operations while improving accuracy.
- Developed population health analytics capabilities enabling proactive identification of high-risk patient cohorts, care gap closures, and outcome-driven interventions across Medicare Advantage populations.
- Created affordability analytics dashboards tracking clinical cost drivers, utilization patterns, and total cost of care metrics to support enterprise affordability initiatives and value-based care program optimization.
- Served as key analytic consultant for M&A and Risk Transfer initiatives across UHG enterprise, supporting critical decision-making during due diligence by evaluating business performance and identifying revenue opportunities.
- Acquired, developed, and aligned analytics teams through medical group acquisitions, rapidly integrating data from CMS return data, Encounters, and Medical claims while onboarding new groups into OptumHealth national standards.
- Built and led geographically diverse 30-45 member analytics team including actuarial and data science resources, with strong ability to motivate and influence without authority, increasing employee retention by 25%.

Senior Manager, Enterprise Innovation Analytics
CVS Health

March 2012 - March 2017
Northbrook, IL

Promoted to lead analytics and reporting for enterprise business units. Primary advisory contact for all analytic engagements. Managed team hiring, development, and performance.

- Developed and managed analytics roadmap for two of enterprise's most rapid growth areas (Provider Relations, Med-D), creating comprehensive BI strategy credited for significant client retention rate increase and incremental EBIT.
- Built Specialty Pharmacy P&L analytics team for 340B initiatives, delivering volume/revenue scenario modeling and performance tracking tools ensuring accurate, actionable profit forecasting.

- Designed client-facing Tableau dashboards using client data and industry benchmarks to drive sales discussions interactively, directly contributing to new business acquisitions and major account retentions.
- Led landmark cigarette sales cessation research using panel purchase scan data and interrupted time-series modeling to quantify positive public health impact, generating major PR wins for CVS brand.
- Acted as key analytic consultant for external PBM clients in finalist meetings, presenting tools and capabilities that led to new client acquisitions.
- Managed geographically diverse 9-member analytics and data science team, driving continuous improvement and engagement metrics.

Senior Analytic Consultant, Enterprise Innovation Analytics
CVS Health

March 2011 - February 2012
Northbrook, IL

- Developed and published state-by-state pharmacy outcomes report analyzing 80M members on compliance, generic utilization, cost avoidance, and public health indicators; report leveraged to influence healthcare policy at state legislature level.
- Led enterprise prior authorization analytics initiative from strategy through execution; identified business questions, developed analytic strategy, collaborated with IT on data management, and delivered insights recognized as one of the most successful analytic efforts of 2012 by executive leadership.
- Extracted, manipulated, and analyzed claims datasets using SAS, SQL (Oracle, DB2, Teradata), Tableau, and MicroStrategy to answer critical business questions and visualize actionable insights.

Validation Analyst / Design Project Coordinator
Abbott Laboratories (Diagnostics Division)

February 2007 - March 2011
Abbott Park, IL

- Coordinated design projects and validated systems in diagnostics division, ensuring compliance with FDA regulations and quality standards.

EDUCATION

MBA, Quantitative Methods — *Purdue University*
December 2009

BS, Electrical Engineering — *Purdue University*
May 2006

TECHNICAL SKILLS

Analytics & BI: Tableau, Power BI, MicroStrategy, SAS, Advanced Excel, Data Visualization

Data Management: SQL (Oracle, DB2, Teradata), Data Warehousing, ETL Processes, Data Quality & Governance

Healthcare: Population Health, Clinical Affordability, CMS-HCC, RAF Scores, HEDIS, STARS, Medicare Advantage, Claims Analytics, Risk Adjustment

Leadership: Agile/Scrum, Team Building, M&A Consulting, Executive Advisory, Cross-Functional Collaboration, Stakeholder Management