

Josh Johnson

COMMERCIAL PHARMA CONSULTANT | DATA & SOLUTIONS ARCHITECT

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PROFESSIONAL SUMMARY

Client-facing commercial pharma consultant and data architect with 15+ years building the ETL pipelines, reporting, and cloud data warehouses that commercial teams run on. At Beghou Consulting, works directly with emerging and established pharma clients — translating business needs into Databricks and Snowflake systems that power reporting, analytics, and warehouse modernization. Launch readiness is a core specialty; post-launch, automates and enhances the reporting services and documentation that keep data flowing. Applies AI tooling where it adds practical value to data workflows and reporting.

CORE EXPERTISE

- Commercial pharma analytics, HCP targeting, field force optimization, omnichannel measurement, and launch readiness
- Cloud data architecture across Databricks, Snowflake, PySpark, Python, SQL, Delta Lake, GCP, and dbt; expert at orchestrating and chaining AI tools — LLMs, agents, RAG pipelines, and automation APIs — into cohesive, production-ready solutions
- Executive stakeholder management, technical delivery leadership, data governance, automation, and team development

TECHNICAL SKILLS

AI Orchestration & Integration: LLMs (Claude, ChatGPT, Gemini), AI Agents, Vector Search, Prompt Engineering, Automation APIs

Data Engineering & Cloud: Databricks, Snowflake, PySpark, Python, SQL, Delta Lake, GCP, dbt

Commercial Analytics: HCP targeting, field force analytics, omnichannel strategy, Tableau, go-to-market planning, Master Data Management

Development & DevOps: TypeScript, React.js, Node.js, Docker, REST APIs, Git, VS Code, Databricks CLI, GitHub CLI, Jira MCP

PROFESSIONAL EXPERIENCE

Beghou Consulting

Manager, Commercial Enablement • Client Facing Data Architect

Evanston, IL • 2021 - Present

- Serve as a client-facing consultant and data architect for emerging and established pharma clients, translating commercial needs into ETL pipelines that ingest, consolidate, and modernize data on Databricks and Snowflake.
- Launch readiness is my specialty: across four product launches, stood up fully scheduled reporting environments delivering daily data and 96% job run success that field and commercial teams relied on from day one.
- Post-launch, advise client stakeholders on reporting services, documentation, and omnichannel data aggregation — demand, HCP CRM engagement, and marketing — into a single source commercial teams act on.

Medline Industries

Manager, IT Applications

Northfield, IL • 2019 - 2021

- Managed 20-person engineering and PMO team supporting a \$7B+ distribution business, achieving 98% project delivery on time and budget.
- Delivered 25+ lightweight enterprise applications using SQL, .NET, and automation platforms, generating \$2M+ in aggregate annual cost savings.

Medline Industries

Senior Buyer / Supervisor, Inventory

Northfield, IL • 2018 - 2019

- Automated procurement operations for a 15-person purchasing team managing \$75M+ weekly spend through SQL reporting and VBA macros, enabling the same headcount to absorb significantly greater volume.
- Drove optimization of supply network planning, material requirements planning, and safety stock across high-velocity SKUs using SAP and SQL Server stored procedures, improving inventory positioning and reducing excess stock exposure.

Medline Industries

Supply Chain Analyst to Senior Analyst, Inventory

Northfield, IL • 2015 - 2018

- Achieved \$50M+ in annual cost avoidance through root-cause analytics and SAP-driven supply chain optimization across a \$7B+ distribution operation.
- Established SAP MRP/SNP master data governance, improving forecast accuracy by 25% and reducing stockouts by 40%.

EDUCATION & CERTIFICATIONS

Bachelor of Science in Management

Purdue University, Krannert School of Management • 2011

ASQ Certified Six Sigma Black Belt

Credential ID: 16256 • 2019