Brian Soldani

Hillsboro OR 97124 • 408-202-0401 • briansoldani@gmail.com • linkedin.com/in/brian-soldani

---

Business Operations Manager

A business professional with extensive sales operations and partner development experience. Hands on approach to solve issues, drive efficiency, and develop strong sales organizations. Strength in building long term strategic partnerships and establishing rapport with industry professionals. Diverse background and experience with a wide range of skills evolved from owning a business and leading partners to growth. Recently added Web Development skills and ready to deploy. Key areas of expertise include:

- Full Stack Web Development
- Sales Operations
- Strategic Partnerships

- Product Management
- Customer Experience
- Project Management

Experience

YAHOO, Hillsboro, OR

Business Operations Manager - Partners   October 2015 – December 2019

Excelled as the Global Platform Administrator and trusted advisor for DSP/SSP ad product integrations for external partners on self-serve platforms. Leading a team, provided guidance, training, and feature enablement globally, growing lines of business and pushing revenue production beyond $40M per week. (Concurrent role)

- Provided superior technical account management and support while onboarding external partners onto our exchange platforms by coordinating with Sales, Finance, Legal, Engineering, and Biz Dev teams.
- Accelerated partner integration cycle time by 300% while meeting launch SLA's 100% of the time.
- Directed a fully distributed team that supports the platform and sales organizations.

Partner Success Manager   April 2008 – December 2019

Consistently ensured the success of some of Yahoo's largest partnerships through product management, pre-sales, and post sales support while building strong relationships to promote retention and loyalty.

- Implemented and supported large, complex, and strategic partnerships valued in excess of $600M.
- Efficiently used project management skills to launch external partners onto proprietary ad platforms.
- Represented the voice of partners within the company to drive new features and enhancements.
- Provided superior customer service as primary point of contact for daily operations and on-call 24/7 support during critical launches, nights, weekends, holidays, as needed.

Technical Skills

Microsoft Suite of Products	DoubleClick - DFP/DFA	HTML5
Product Management	Service Now	CSS3
Salesforce, CRM	Proficiency in HTML	Javascript
G-Suite applications	Problem Solving	jQuery
Troubleshooting	Workforce	node.js
JIRA Issue Project Tracking	Project Management	AJAX / APIs

Github

Profile: https://github.com/BrianSoldani   Bio: https://briansoldani.github.io/

Team Project: https://briansoldani.github.io/About-Your-Birthday/