

Here's the ATS-optimized resume tailored to the Coram GTM Operations role:

Alan (Yi Heng) Wang

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#### Professional Summary

Strategic operations leader with 7+ years of experience in go-to-market strategy, workflow automation, and cross-functional team leadership. Expert in designing scalable sales processes, implementing data-driven insights, and driving operational excellence across technology and SaaS environments.

#### Professional Experience

Senior Strategy Manager, Sila Nanotechnologies | San Francisco, CA

May 2024 – Present

Defined go-to-market strategy targeting non-automotive markets with \$150M revenue target

Launched Battery-Engineering-as-a-Service product offering using workflow automation principles

Led commercial negotiations generating \$2M incremental revenue through strategic partnerships

Product Manager & Strategy Consultant, Boston Consulting Group | San Francisco, CA

Jan 2017 – May 2024

Designed GTM strategies leveraging workflow automation and AI-powered data analytics across B2B SaaS and enterprise segments

Implemented CRM and operational workflows to optimize sales effectiveness, resulting in 60% upsell MRR increase

Created data-driven dashboards and reporting frameworks to track performance and generate actionable insights

Utilized low/no-code platforms to streamline cross-functional collaboration and process optimization

Developed AI propensity models and account-based sales strategies for 120K+ customer accounts

Senior Product Manager, BCG X (AI & Software Development) | San Francisco, CA

Sep 2021 – Apr 2023

Managed product development using workflow automation tools and AI-driven optimization techniques

Created route optimization MVP product generating estimated \$33M in logistics cost savings

Conducted technical due diligence and product validation for enterprise technology platforms

#### Technical Skills

Workflow Automation, Data Science, AI/ML, Project Management, Cross-Functional Collaboration

Workflow Automation: Zapier, Vercel, Cursor, Supabase

CRM Systems: HubSpot, Salesforce

Programming: Python, Data Analytics

Project Management: Jira, Agile Methodologies

Education

University of Pennsylvania, The Wharton School

Master of Business Administration, May 2021

Master of International Studies, May 2021

Bachelor of Arts, Mathematics, May 2016

Key Achievements

Enabled \$100M contract renewal through custom analytics dashboard

Optimized digital marketing spend with 150% transaction revenue uplift

Top 10% performance in consulting cohort with 100% MBA tuition sponsorship