

Here's the tailored resume in HTML format, optimized for the Coram Head of GTM Operations role:

Alan (Yi Heng) Wang

yiwang0407@gmail.com | +1-312-340-9014 | <https://www.linkedin.com/in/alanyihengwang/>

Strategy lead at a climate tech start-up with 7 years of previous consulting experience as a project leader working on C-level strategic priorities in B2B SaaS, industrial goods, and healthcare. Specializes in leading cross-functional teams to define user requirements and product roadmap, create data-driven GTM strategy, and drive digital transformation.

STRATEGY AND PLANNING EXPERIENCE

Palo Alto Networks, GTM Strategy & Operations

Led strategic GTM operations driving \$18M in SaaS ACV through systematic partner activation and ecosystem collaboration

Engineered AI-powered web application to automate account data collection, improving operational efficiency and sales follow-up processes

Developed comprehensive enablement materials and workshops to activate 100+ sales representatives across multiple segments

Managed critical enterprise deals by providing strategic GTM support and partner coordination, enabling platform migrations

Created advanced business case models and pricing analysis to identify and resolve partner engagement blockers

Senior Strategy Manager, Sila Nanotechnologies, San Francisco, CA

May 2024 – Present

Directly supporting CEO on strategic and operational priorities to scale Sila from R&D phase to mass commercialization

Defined GTM strategy targeting non-automotive markets and aligned cross-functional stakeholders on a \$150M revenue target

Led commercial pricing negotiations with a consumer wearable company, generating \$2M in incremental revenue

Launched and operationalized Battery-Engineering-as-a-Service product offering, targeting consumer electronics startups

Boston Consulting Group, San Francisco, CA

Jan 2017 – May 2024

Project Leader (2023 – 2024); Consultant (2019 – 2022); Associate (2017-2019)

Achievements: Top 10% performance in cohort, direct promote to post-MBA role with 100% MBA tuition sponsorship

Led team of 12+ across product, engineering, and design to define product strategy and build AI/ML driven data analytic applications from incubation to launch with an estimated \$50-75M revenue impact for a US truck leasing company

Designed GTM strategy to incorporate AI propensity models and launched expansion sales motions for a B2B SaaS company

Created e-commerce strategy to drive aftermarket parts revenue growth in US and China for a

construction equipment OEM

Established post-merger GTM strategy and integration plan for a \$10B+ conversational AI B2B SaaS company

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

Sep 2021 – Apr 2023

One of seven BCG consultants in US selected for BCG X digital rotation program to work as a technical product manager

Launched two health record features for a patient mobile app that allowed patients to access personal health records from multiple EHR systems

Managed a team of data scientists to create a fleet delivery and route optimization MVP product offering

Conducted product validation and tech-stack due diligence of \$3B valuation tech-enabled urgent care and primary care provider

EDUCATION

University of Pennsylvania, Philadelphia, PA

Master of Business Administration, The Wharton School of Business, May 2021

Master of International Studies, The Lauder Institute, May 2021

Bachelor of Arts, major in Mathematics, The College of Arts and Science, May 2016