**About Me**

Education

Professional Experience

Personal (Tie to Position)

**Why Here**

Company

* I am fascinated by Entrepreneurship, Business, Revenue, AI
* Some Key things they do
  + Over-communicating on a regular cadence
  + Approaching employee engagement holistically
  + Taking our in-person social gatherings digital.

Position

* Love that it is a new position I could really take ownership of (Entrepreneurship)
  + Maybe grow to a team
* Love the day to day
* Love the focus on outcomes and how much impact I could have here

**Position**

What you Do

* Gather, interpret and analyze data to develop actionable strategies to improve their products
* Partner with customer success to resolve customer issues
* Work with Software Engineering Team to analyze and validate data and system behavior
* Perform data analysis to support internal and external projects
* Help improve analysis procedures with a focus on automating tasks

Key Words

* Application Analysis, SQL, Shell Scripting, SQL, Linux or Unix, Java, Python, AWS
* Excellent communication, collaboration
* Able to adapt to changing priorities
* Orientation to making customers happy

**My Questions**

How much customer interaction

**About Clari**

Company

* Make revenue predictable and give people control of the process
* Reduce real time data entry by 80%
* Committed to innovation, collaboration, and helping remarkable companies find their way to revenue confidence. We are committed to building a world-class product that aligns the entire revenue operations team — sales, marketing, customer success — towards revenue goals.
* From Forecasting, to Pipeline Management and Revenue Intelligence, Clari’s Revenue Operations Platform makes your entire revenue process more efficient and predictable.
* The guiding principle behind our values is our commitment to “achieve remarkable”—in the work we do, in the way we behave as an organization and in the experience we deliver each of our employees.

Vision

The four superpowers of a Revenue Operations Platform

* Real Time Data
* Actionable Insights
* Consistent Execution
* Actionable Insights

Product

* Can be combined with CRM

**Long Notes**

* Over-communicating on a regular cadence. For us, the key to clear communication has been transparency. We believe everyone can be more effective and engaged when they have the full picture. In order to foster that openness and trust we have:
  + Weekly updates with Q&A with our CEO Andy
* Bi-weekly all hands where we share department updates as well as celebrate our employees — new hires, work anniversaries, promotions, and more.