

Emily Smolgovsky

San Francisco, CA | [linkedin.com/in/emily-smolgovsky](https://www.linkedin.com/in/emily-smolgovsky) | 925.699.7574 | emily.smolgovsky@gmail.com

WORK EXPERIENCE

Nevro Corp.

Redwood City, CA

Sales Compensation & Territory Analyst

April 2021 - Present

- Model Commission and Incentive-Award payments for 500+ sales and overlay personnel worldwide while calculating monthly Commission estimates and quarterly payouts
- Present Quarterly Compensation Reviews and recommendations on new incentive programs, commission structures, and future quota builds to upper management
- Build and improve commission and quota models for all personnel - accounting for territory distribution and historical performance, and identifying potential areas of growth
- Maintain Sales Operations reporting, documentation, compliance, and process improvement
- Lead and assist with the development of dashboards to analyze business and commission plan effectiveness with the help of the IT, finance, and marketing teams - using Excel, SQL, and Tableau
- Collaborate cross-functionally and identify simple and complex processes needing restructuring, to develop task-automation and process efficiencies, decreasing request resolution time by 45%

CNA Equity Group LLC.

San Ramon, CA

Junior Finance & Compliance Intern

July 2018 - July 2020

- Digitalized, compiled, and restructured internal data to create an organized database foundation
- Identified newly-qualifying clients and calculated associated risk, increasing successful loan origination by 12% in the next period
- Maintained weekly and monthly reports on labor statistics - average pay rates and work hours vs. closed loan numbers vs. closed loan value
- Owned the delivery of performance analysis and campaign insights of new growth channels, new messaging tactics, and creative marketing concepts
- Optimized marketing efforts by maintaining up-to-date Client reports and testing product engagement, resulting in a 25% marketing cost decrease

Upstart

Remote

Credit Analyst

September 2020 - December 2020

- Managed 50 customer relationships daily to close loans, gather and analyze financial data, and decrease lender risk
- Optimized applicant-review processes, decreasing application review time by 35% and increasing client satisfaction by 27%
- Underwrote over \$500,000 in consumer loans daily after verifying applicant identity, banking details, income, and intended use of funds

EDUCATION

University of California, Santa Cruz

Santa Cruz, CA

Bachelor's in Business Management Economics

June 2020

SKILLS & INTERESTS

Skills: Excel | PowerPoint | Salesforce | Anaplan | SQL | R | Tableau | Snowflake

Interests: Business and Marketing Strategy, Forecasting, Data Visualization, Process Optimization & Organization, and Botany