

ERIC SEGEV

Software Engineer experienced in building internal tools, APIs, and data systems across Google, Salesforce, and Meta, leveraging expertise in product, operations, and engineering.

Technical Skills

Languages: JavaScript, HTML, CSS, TypeScript, Python, SQL

APIs: Node.js, REST APIs, Meta Graph, OpenAI, Google Cloud Functions

Databases: PostgreSQL, MongoDB, BigQuery

Tools: Git, Docker, AWS, Vercel, Supabase, Claude Code

Professional Experience

GOOGLE

Product Lead - YouTube

New York, NY

Sep 2021 - Oct 2025

- Oversaw an API migration to leverage a new internal contracting tool (over 1,000 users migrated), working with cross-functional product and business stakeholder teams to ensure a flawless migration
- Built a tool to extract terms from 4,000+ contracts into a structured database used by operations teams
- Launched contracting support functionality for YouTube Shorts monetization, impacting 6,000 partners

Strategy Lead - Google Cloud

Nov 2018 - Aug 2021

- Built & launched a Forecasting tool to 250+ Sales managers; the tool was used for our bi-weekly forecast process and won a Sales Ops quarterly award for innovation
- Supported the company's annual planning process with extensive data modeling and executive alignment sessions

SALESFORCE

San Francisco, CA

Sr. Manager, Quota & Capacity Planning (QCP)

Jun 2017 - Oct 2018

- Led the global Quota function at Salesforce; Oversaw a team of 12 Analysts/Managers supporting sales leaders across all market segments with a sales force of over 10,000 Account Executives
- Obtained \$650,000 in internal funding from department EVP and CIO to build a tool to set sales quotas

Manager, QCP

Aug 2016 - May 2017

- Led the Business Tools team; Implemented Anaplan and other tooling to support quota setting process

Sr. Analyst, QCP

Jun 2015 - Jul 2016

- Owned the team's global capacity planning model, which defined quota targets for the sales team

FACEBOOK

Menlo Park, CA

Sales Operations Analyst

Jun 2014 - May 2015

- Supported sales teams (\$500m annual revenue) with forecasting reports and ad hoc market analysis

THE NIELSEN CO.

New York, NY

Associate - Emerging Growth/Product Development

Aug 2010 - Jun 2014

- Built partnerships with data focused startups in the entertainment sector

Education

GENERAL ASSEMBLY, SWE, 2025

New York, NY

NEW YORK LAW SCHOOL, JD, 2010

New York, NY

SUNY - BINGHAMTON, B.S. Finance, 2007

Binghamton, NY