New York City Area   (201) 697-6984
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ERIC SEGEV

Software Engineer with experience building internal tools, APIs, and data systems at Google, Salesforce, and Meta, drawing on perspectives across 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   New York, NY
Product Lead - YouTube   _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 Analyst/Mgrs in charge of supporting Sales Leaders across all market segments with a sales force of over 10,000 reps
- 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 used to define quota targets to 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