Evan M Gray

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EDUCATION

University of California, Berkeley, Haas School of Business **May 2026 (Anticipated)**
Master of Business Administration

Northwestern University, Evanston, IL **Jun 2016**
Dual BS in Applied Mathematics & Industrial Engineering, *Magna cum laude*

EXPERIENCE

Partner Element, San Francisco, CA (Remote) **Jun 2024–Aug 2024**
MBA Intern, Product Management

- Strengthened relationship with the startup's initial customer by fixing a $10M+ reporting error; designed the software solution, validated through market research/benchmarking, and presented to customer stakeholders

- Enabled engineering team to deliver a new AI-powered feature on schedule, despite team turnover, by assessing API quality of upstream systems and writing proof-of-concept Python scripts for data processing

Forma.ai, Toronto, CAN (Remote) **Aug 2022–Jun 2024**
Implementation Manager → Senior Implementation Manager

- Drove a 25% ARR increase by leading the largest software implementation project in the startup's history for a Fortune 200 client; reducing customer resource needs by 20 FTE while improving sales team experience

  o Implemented a software system at an unprecedented scale for the company in under a year by working with 30+ internal stakeholders across product, UX design, data engineering, and senior leadership

  o Presented strategic recommendations to customer leaders on how to adjust team structure and data governance to adopt Forma's software, leading to 50%+ sales team adoption in the first quarter

  o Increased the company's differentiation in the marketplace by working with product and engineering leads to integrate three new features into the core product

  o Decreased runtimes by 80%+ by working with engineering to transition data infrastructure from SQL to Spark

- Reported directly to the CEO while leading an engineering team to achieve the fastest deployment of Forma's software system, in support of a two-day onsite demo for a Fortune 500 company

- Increased implementation team capacity while maintaining 100% customer success by revising project management frameworks, changing contract structure, and improving staffing models

- Collaborated with the Go-To-Market teams to increase qualified sales leads by 30% in 2023 by mentoring junior sales team members and writing expert blogs published on LinkedIn

ZS Associates, Chicago, IL **Nov 2018–Jul 2022**
Analyst → Associate Consultant → Consultant

- Differentiated ZS from competitors and strengthened key partner relationships by building data-intensive sales analytics systems that handled $30M/yr. in pay for 5,000+ salespeople in 20 countries

- Led a global sales compensation software project for a $20B+ multinational that became a $1M+/year recurring client; overcame data gaps and COVID-related challenges by advising customer leaders on data strategy and iterating on the project plan and software design

- Supported digital transformation of a national hotel chain's vendor management process and identification of $2M revenue opportunities through agile development of a vendor management SaaS solution

- Took ownership of team development by developing onboarding materials and mentoring 6 analysts in the US and India, supporting the team's doubling in size and annual billings during my tenure

Epic System Corporation, Verona, WI **Sep 2016–Nov 2018**
Technical Services Engineer → Hosting Team Lead

- Maintained a strong relationship with Mayo Clinic, Epic's premier customer, by partnering with customer leaders and internal engineering teams to optimize and scale analytics and SQL database systems

- As the youngest team lead, coached three new team members to maintain business continuity during a period of 50%+ team turnover and an executive push to grow the hosting business within Epic

ADDITIONAL

- Interests: Curling, DJing and House Music, Blogging (Technology and Philosophy), Cats, Distance Running