

Evan M Gray

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EDUCATION

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

Northwestern University, Evanston, IL **Jun 2016**
Dual BS in Applied Mathematics & Industrial Engineering, Magna cum laude
○ Department Academic Prize, Spirit Team Leader of Northwestern University Marching Band

EXPERIENCE

Partner Element, San Francisco, CA	MBA Intern	Jun 2024–Aug 2024
<i>Pre-seed Procurement Tech Startup using machine learning to track company-wide purchasing activity</i>		
Forma.AI, Toronto, Canada	Project Manager → Senior Project Manager	Aug 2022–Jun 2024
<i>\$45M Series B SaaS Startup allowing complex sales commission rules to be programmed with natural language</i>		
ZS Associates, Chicago, IL	Associate → Senior Associate → Consultant	Nov 2018–Jul 2022
Epic Systems Corporation, Verona, WI	Analytics Engineer → Hosted Systems Team Lead	Sep 2016–Nov 2018

Strategic Project Leadership

- Led the largest professional services project in Forma's history (25% ARR increase) for a Fortune 200 company
 - Implemented a software system at an unprecedented scale in under a year by involving 30+ internal stakeholders across sales, product, design, engineering, and senior leadership
 - Reduced customer resource needs by 20 FTE and achieved 50% global adoption in the first quarter by advising senior leaders on team structure and data governance
 - Championed the development of new features to address the unique needs of this customer
- At ZS, improved fairness in a major financial services company's \$10M+ sales bonus program by both leading a software migration and advising customer leaders to move away from discretionary policies and processes
- Increased Forma's implementation team capacity while maintaining 100% customer satisfaction by revising project management standards, contract structure, and staffing models
- At ZS, led a global sales software project for a \$20B+ key account while building an advisory relationship with their Global HR Director, ensuring continued annual billings over \$1M

Executive Collaboration

- 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
- Partnered with Forma's CRO to analyze historical customer data, develop a new quantitative pricing model, and present to the CEO who greenlit its implementation
- Strengthened Epic's relationship with Mayo Clinic, their premier customer, by partnering with customer leaders and internal engineering teams to optimize and scale analytics and SQL database systems

Data Analysis and Technical Acumen

- Strengthened relationship with the Director of Procurement at Partner Element's primary customer by identifying a \$10M+ diversity reporting error through analysis of internal and public data sources
- Uncovered a ~\$180M revenue opportunity for a leading Japanese airline by developing ZS's proprietary airline pricing analytics system and leading on-site training sessions
- At Partner Element, delivered a new ML-powered feature on schedule, despite team turnover, by analyzing the API structure of upstream systems and getting CTO approval on code for data transformation

ADDITIONAL

- **Interests:** Avid curler and instructor; lifelong Dodgers fan; house DJ and producer; aspiring tech blogger
- **Expertise:** Data analysis with Python, Spark, SQL, and Excel; Formal project management (PMBOK)