

# Evan M Gray

+1 702-419-9668 · [evan\\_gray@berkeley.edu](mailto:evan_gray@berkeley.edu) · [evanmgray.com](http://evanmgray.com)

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## EDUCATION

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**University of California, Berkeley, Haas School of Business**

**May 2026**

**Master of Business Administration**

- Undergraduate Leadership Coach, Social Manager of Haas Technology Club, Merit Scholarship Recipient

**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

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## EXPERIENCE

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**Partner Element, San Francisco, CA**

**Product Management Intern**

**Jun 2024–Aug 2024**

*Pre-seed Procurement Tech Startup using machine learning to track technology purchasing activity*

- Strengthened the relationship with the company's first customer by identifying a \$10M+ financial error, assessing third-party diverse sourcing data providers, and presenting recommendations to their Head of Procurement
- Enabled the CTO to ship a new automated document reading feature on schedule, despite team turnover, by summarizing the API structure of external systems and writing proof-of-concept data integrations in Python

**Forma.AI, Toronto, Canada**

**Implementation Mgr. → Senior Implementation Mgr.**

**Aug 2022–Jun 2024**

*\$45M Series B Software Startup allowing complex sales commission rules to be programmed with natural language*

- Partnered with the Chief Revenue Officer to analyze customer usage data, develop a new quantitative pricing model, and present to the CEO who greenlit its implementation for 20+ customers with \$9M ARR
- Supported a 25% ARR increase by leading the largest project in Forma's history for a Fortune 200 customer undergoing a spin-off, working with 40+ stakeholders and meeting with customer leaders in Sales, Finance, and IT
  - Ensured accurate financial reporting by automating \$6M+ monthly accruals of sales commissions (15 FTE reduction), building monitoring dashboards, and presenting analyses to senior finance stakeholders
  - Built trust in the new system (50% global adoption in the first quarter) by creating a partnership with their data team and communicating the importance of data stability to the project's executive steering committee
  - Worked with product to design, build, and test new features to address the unique needs of this customer
- Reported directly to the CEO while leading an engineering team to achieve the fastest deployment of their software system in support of a two-day onsite demo for a leading medical device company
- Increased Forma's implementation team capacity while maintaining 100% customer satisfaction by working with the VP of Implementation to change our project management standards, contract structure, and staffing models

**ZS Associates, Chicago, IL**

**Associate → Senior Associate → Consultant**

**Nov 2018–Jul 2022**

- Led a team of four on a global sales software transformation project for a \$20B+ agriculture company while building advisory relationships with leaders in Sales, HR, Finance, and IT to ensure continued billings of \$1M/yr.
- 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
- Uncovered ~\$180M in revenue opportunities for a leading Japanese airline by developing ZS's proprietary airline pricing analytics system and presenting recommendations to their revenue management team

**Epic Systems Corporation, Verona, WI**

**Database Administrator → Team Lead**

**Sep 2016–Nov 2018**

- 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 10+ TB SQL database systems
- As the youngest team lead at Epic Hosting, 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

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## ADDITIONAL

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- **Interests:** Avid curler and instructor; lifelong Dodgers fan; house DJ and producer; aspiring tech blogger
- **Expertise:** SQL (Advanced), Python, Spark, Excel, AWS, PowerPoint; SDLC and GTM; Leadership Coaching