Evan M Gray

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EDUCATION

University of California, Berkeley, Haas School of Business   **May 2026**
Master of Business Administration
o   Merit Scholarship Recipient

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

EXPERIENCE

Partner Element, *San Francisco, CA*   **MBA Intern**   **Jun 2024–Aug 2024**
Pre-seed Procurement Tech Startup using machine learning to track technology purchasing activity
Forma.AI, *Toronto, Canada*   *Implementation Mgr. → Senior Implementation Mgr.*   **Aug 2022–Jun 2024**
Series B Startup providing sales performance software to finance, HR, and technology teams at large enterprises
ZS Associates, *Chicago, IL*   *Associate → Senior Associate → Consultant*   **Nov 2018–Jul 2022**
Epic Systems Corporation, *Verona, WI*   *Database Administrator → Team Lead*   **Sep 2016–Nov 2018**

Strategic Project Leadership
- Led the largest customer implementation project in Forma's history (25% ARR increase) for a Fortune 200 undergoing a spin-off of a major business unit

  o   Implemented a software system at an unprecedented scale in under a year by collaborating with 30+ internal stakeholders and leading weekly steering committee meetings with customer leadership

  o   Ensured accurate financial reporting of the new organization by automating accruals of sales commissions and built trust by creating analyses and dashboards for senior finance stakeholders

  o   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

  o   Managed uncertainty in the customer's long-term data structure by analyzing customer data patterns and transitioning data infrastructure from SQL to Spark, decreasing process runtimes by 80%

- 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 of over $1M

- Reported directly to Forma's 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 Fortune 500 company

Data Analysis and Insights
- Partnered with Forma's CRO to analyze customer usage data, develop a new quantitative pricing model, and present the model to the CEO who greenlit its implementation

- Strengthened relationship with Partner Element's primary customer by identifying and resolving a $10M+ financial reporting error through analysis of internal and public data sources

Enterprise Technology
- Strengthened Epic's relationship with Mayo Clinic, their premier customer, by presenting to customer stakeholders and leading teams to proactively scale IT infrastructure

- At ZS, ensured the success of a 2-year, tri-party project to update a decades-old airline pricing system airline by working with both the customer and software provider to build data integrations for custom features

- 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
- **Technical Skills:** SQL (advanced), Python, Spark, AWS, Excel (Advanced), PowerPoint (Advanced)