Evan M Gray

+1 702-419-9668 · evan_gray@berkeley.edu · evanmgray.com

EDUCATION

University of California, Berkeley, Haas School of Business   **May 2026**
Master of Business Administration
o   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*
o   Department Academic Prize, Spirit Team Leader of Northwestern University Marching Band

EXPERIENCE

Partner Element, *San Francisco, CA*   ***Pre-MBA Intern***   **Jun 2024–Aug 2024**
Pre-seed Procurement Tech Startup using machine learning to track technology purchasing activity

- Strengthened the relationship with their first customer by identifying a $10M+ financial reporting 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**
Series B Startup providing sales compensation software and professional services to large enterprises

- 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

    o   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

    o   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

    o   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

ADDITIONAL

- **Interests:** Avid curler and instructor; lifelong Dodgers fan; house DJ and producer; aspiring tech blogger
- **Skills:** SQL (advanced), Python, Spark, Excel (Advanced), PowerPoint; Enterprise SDLC; System Architecture