Evan M Gray

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EDUCATION

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

EXPERIENCE

Partner Element, *San Francisco, CA*   ***MBA Intern***   **Jun 2024–Aug 2024**
Pre-seed Procurement Tech Startup using machine learning to track company-wide purchasing activity
Forma.AI, *Toronto, Canada*   ***Project Manager → Senior Project Manager***   **Aug 2022–Jun 2024**
$45M Series B SaaS Startup allowing complex sales commission rules to be programmed with natural language
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**

Sales Ops Project Leadership
- Led the largest professional services project in Forma's history (25% ARR increase) for a Fortune 200 company, 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

  - Ensured accurate financial reporting by automating accruals of sales commissions and built trust by presenting detailed analyses and building dashboards for senior finance stakeholders

  - Drove prioritization of three 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

- 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 to ZS

- Helped drive a 30% quarterly increase in qualified sales leads by coaching Forma's sales reps, establishing standards for solution conversations, and presenting on competitor technologies

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

- 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

- 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

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)