

Evan Gray

WORK EXPERIENCE

Forma.ai

Implementation Manager → Senior Implementation Manager

Toronto, ON (Remote)

Aug 2022 - Present

Forma.ai is a 130-person enterprise software startup improving the job experience and performance of enterprise sales teams. I joined as a contributor to implementation projects, sales, and product design. My primary responsibility is to ensure successful setup and use of our software by partnering with customers and leading teams across the US, Canada, and India.

- Led the largest implementation project in the company's 7-year history for the medical device division of a Fortune 200, which increased ARR by 30%
 - Delivered a solution for an unprecedented user base and data volume by working with 30+ internal stakeholders (25% of the company) incl. product, UX design, data engineering, and senior leadership
 - Directly advised customer leaders on the best team structure to align with our product; provided materials and talking points to help them justify these decisions within their organization
 - Worked with our Head of Product and CEO to generalize 4 custom features into our core product
 - Coached four other managers, three of which this was their first implementation project with the company
- With the CEO, owned the end-to-end delivery of our first ever onsite demo for major prospect; established team norms and technical shortcuts enabling the shortest successful implementation time of our software system
- With the VP of Implementation, drove the adoption of project management frameworks within our team and revised the structure of our statements of work to avoid issues causing previous projects to exceed staffing budget by over 100%

ZS Associates

Analyst → Associate Consultant → Consultant

Chicago, IL

Dec 2018 - July 2022

Within the technology practice, I worked mainly in a small group specializing in sales commissions software. Our team doubled annual billings due, in part, to my success on projects. When I left, I was leading and coaching 5 associates in the US and India.

- Led a global sales compensation software project for a \$20B+ multinational, 4x the size of any similar project by ZS. Overcame data gaps and COVID work constraints by advising their Global Director of incentives on data strategy and iterating on the project plan and software design. Generated \$800K+/yr. in additional projects
- Designed and built data-intensive sales analytics systems that differentiated ZS from competitors and strengthened our partner relationships; systems built by my team handled \$30M/yr. in compensation for 5k+ salespeople in 20 countries
- Managed a team of up to 6 developers and analysts in the US and India, delivering \$1M+ billable work annually across 3-4 client engagements; owned onboarding that helped retain talent and double in size over 2 years

Epic Systems Corporation

Technical Services Engineer → System Administrator Team Lead

Verona, WI

Sep 2016 - Nov 2018

I was responsible for the ongoing success of data systems for hospitals worldwide, including their largest customer Mayo Clinic.

- Directly responsible for analytics IT infrastructure for Mayo Clinic and 3 other healthcare organizations
- Collaborated with engineering, product, and end users to define product enhancements and technical best practices to transform Epic's on-prem analytics platform into a SaaS offering; authored technical papers on database performance

EDUCATION

Northwestern University

Dual BS in Applied Mathematics & Industrial Engineering, GPA: 3.87, Magna cum laude

Evanston, IL

Sep 2012 - Jun 2016

- Marching Band, Spirit Team leader (2012-2015) – Led weekly pep rallies for football games; created videos and skits
- Boomshaka, Equipment Mgr. (2012-2016) – Organized and performed in four main-stage percussion and dance shows
- United Airlines, Intern (Jul-Dec 2015) – Analyst for internal consulting projects with the enterprise optimization team

ADDITIONAL

DJ and Music Group Coordinator

2020-Present

I DJ and produce house music regularly as part of the music group *Light Roast Disco*. I coordinate our group's shows, marketing, and releases.

Chicago Curling Club

2022-Present

I play curling 3 nights/week in the winter and captain a team. As a co-chair of the rookies' league, I help newcomers to the club learn the rules, history, and culture of the sport.

Ladder-Up Volunteer

2019-2022

I prepared tax returns for low-income families through a Chicago nonprofit.