Jameel Brannon

EDUCATION

Florida Agricultural & Mechanical University – MBA - **GPA: 3.9/4.0** *(Top of class)*   Graduated: December 2018
Florida Agricultural & Mechanical University – BSc Econ - **GPA: 3.7/4.0** *(Top of class)*.   Graduated: December 2017

ADDITIONAL EDUCATION

Financial Industry Regulatory Authority (FINRA) - Series 65 Investment Advisor Law Exam   May 2020

SKILLS

Programming Languages	Python, SQL, Excel/VBA
Finance Specific	NPV, ROI, DCF, CAGR, PowerBI, Tableau, Quickbooks, Fin.software (Bloomberg, IBKR, Godel Terminal)
Databases	SQLite3, MySQL

CORPORATE FINANCE EXPERIENCE

C3.AI   **HQ: Redwood City, CA**
Revenue Forecasting Manager   April 2024 – Present
Financial Forecasting & Strategic Planning

- Overseeing revenue forecasting, daily RPO reporting to the CFO, and tracking of bookings, key metrics, and sales pipeline to evaluate intra-quarter performance and long-term trends.
- Modeling revenue and subscription/service mix scenarios to benchmark performance against external guidance and strategic targets
- Briefing CFO with key insights on targets, performance, and risks to support high-stakes revenue discussions with CEO
- Developed and tested new pilot revenue assumptions, guiding corporate finance leadership on implementation and impact.
- Built dynamic financial models to drive strategic finance initiatives, improve revenue assumptions, and optimize pilot program profitability.
- Automated revenue forecasting by integrating real-time sales pipeline data, enhancing forecast accuracy and efficiency.

Data Visualization & Reporting

- Designed and deployed an executive-level Power BI dashboard to manage key partnerships, improving real-time insights and decision-making
- Producing quarterly investor presentations, detailing revenue, bookings, RPO, and valuation analyses for earnings calls.

Leadership & Cross Functional Collaboration

- Partnering with senior leadership on corporate strategy, financial planning, and growth initiatives
- Providing insights into customer retention trends to guide program design and revenue model optimization.
- Strengthen cross-functional partnerships across sales, business operations, and finance by meeting each week to align on key metrics

San Jose Earthquakes   **HQ: San Jose, CA**
Senior FP&A Analyst   June 2023 – March 2024

- Generated weekly Concur reports to track invoices and monitor cash position for the CFO
- Designed and implemented an Extract, Transform, Load (ETL) process using Python to revolutionize and fully automate a previously manual month-end procedure, achieving an impressive 95% reduction in time spent.
- Performed quarterly variance analysis, scrutinizing forecast-to-actual discrepancies, and dissecting root causes for insights
- Designed and automated comprehensive 2024 budget layout for all club departments.

Intel Corporation   **Santa Clara, CA**
Senior Financial Analyst (**Revenue Optimization Analyst**), Client Computing Group   April 2022 – February 2023

- Managed weekly data flow for CCG and delivered revenue updates to the Business Unit CFO, highlighting critical insights on tailwinds and headwinds.
- Developed weekly presentations, including charts, variance analysis, and waterfalls comparing Actuals vs. Plan, and delivered insights organization-wide.
- Constructed Excel-based financial models to guide revenue projections and benchmark against machine learning models.
- Utilized Python to connect directly to SQL database, generating charts/graphs to visualize key metrics and trends.

Intel Corporation   **Santa Clara, CA**
Advanced Analytics**,** Worldwide Revenue Group.   February 2019 – April 2022

- Conducted weekly meetings with business units, consolidating and presenting comprehensive forecast summaries to department heads.
- Produced weekly business summaries for C-suite executives (CEO/CFO) to facilitate real-time tracking.
- Developed and implemented predictive financial models using Python (XGBoost, ARIMA, FBProphet) to improve $60B revenue forecasts, enhancing executive decision-making.
- Automated revenue and pricing database using Python & Excel, reducing manual effort by over 90%

INVESTMENT EXPERIENCE

Sar Capital Management LLC   **Santa Clara, CA**
Founder & Portfolio Manager   November 2020 – April 2023

- Founded and managed a small RIA, conducting equity research and collaborating with hedge fund managers on investment strategies.

Simarian Research   **Charlotte, NC**
Part Time External Equity Research Analyst (Remote)   May 2018 – January 2019

- Pitched stock ideas and tested investment theories for the Portfolio Manager, introducing him to Bloomberg's trading system.