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, Fin.software (Bloomberg, IBKR, Godel Terminal)
Databases	SQLite3, MySQL

CORPORATE FINANCE EXPERIENCE

C3.AI — **HQ: Redwood City, CA**
Strategic Finance Manager — April 2024 – Present

Financial Forecasting & Strategic Planning

- Lead revenue forecasting and RPO reporting for the CFO, advising on bookings, pipeline, and pilot conversion trends to guide intra-quarter pacing and long-term planning.
- Model revenue scenarios across subscription and service lines to evaluate performance versus external guidance and analyst expectations.
- Brief CFO and executive leadership on forecast variances, risks, and strategic implications
- Drive pilot revenue strategy by testing conversion assumptions and embedding data-driven improvements into the operating plan
- Build and automate end-to-end forecasting workflows by integrating CRM and sales pipeline data, improving accuracy and agility of revenue models

Leadership, Data Visualization & Reporting

- Design and maintain an executive-level Power BI dashboard to support key partnerships, enabling real-time insights and strategic decision-making.
- Manage investor relations workbook (M3), track Wall Street estimates and produce investor-facing materials to support quarterly earnings preparation.
- Partner daily with CFO, accounting, and investor relations to align forecasts with market messaging and strategic initiatives.

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**), 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.