Jeff Stock

Solutions professional, US Marine Corps Veteran, & UC Berkeley alumnus specializing in operational excellence, data analytics, compliance, team leadership, and global contingent workforce management.

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EXPERIENCE

Upwork Inc, San Francisco, CA / Remote

Program Manager, Data Analytics & Operations

JANUARY 2020 - MAY 2022

Led a team of analysts, program admins and processes auditors.

Associate Program Manager, Contingent Workforce

AUGUST 2018 - DECEMBER 2019

Managed service delivery, compliance & policy adherence, data analytics and reporting for global contingent workforce program.

Account Executive

DECEMBER 2017- AUGUST 2018

Presented solutions and developed mutually beneficial relationships with key Fortune 500 clients by demonstrating value and services to end customers.

ThoughtSpot, Redwood City, CA

Sales Development Representative

JANUARY 2017 - JUNE 2017

Qualified, contacted, and presented solutions to clients in support of new business opportunities for high–growth data analytics startup.

Oracle Corporation, Redwood City, CA

Sales Development Representative

JUNE 2015 - APRIL 2016

Generated demand for Oracle solutions and services through outbound prospecting within assigned territory & verticals.

United States Marine Corps, Various Locations

Russian Special Intelligence

OCTOBER 2006 - SEPTEMBER 2010

Senior Russian linguist and bilingual U.S. representative for arms control treaty compliance inspections.

Team Manager, Linguistics & Signal Intelligence

NOVEMBER 2001- OCTOBER 2006

Led an intelligence team in and around Fallujah, Iraq.

EDUCATION

University of California, Berkeley
- BA: *Linguistics*

Defense Language Institute
- AA: *Russian Language*
- *Russian Arms Control Speaking Proficiency Course*

SKILLS

Python (Intermediate)

Javascript (Intermediate)

SQL (Basic)

Linux

Mac OS

LANGUAGES

English (Native)

Russian (Full Professional)

Spanish (Beginner)

Mandarin Chinese (Beginner)