

JEANIE T. OH

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Education

University of California, Berkeley

B.S. Business Administration (Walter A. Haas School of Business)

B.A. Political Science

Honors: Dean's list (Fall 96-98), UC Berkeley Honors Student Society

University of California, Berkeley Masters

M.S. Computer Systems & Information Management

Emphasis: Data analytics, business processes, machine learning, product design/management

Languages: Python, Java, C, R, SQL

Honors: RSAC Scholar

2017 Dr. James R. Chen Award, <https://www.ischool.berkeley.edu/programs/mims/projects/chenawards>

Work Experience

(6/19-current)

GitHub

San Francisco, CA

Senior Manager, Customer Data Analytics

- Provide strategic thought partnership across product, sales, finance, and marketing leadership formulating data perspectives that drive actionable insights and business outcomes.
- Foster effective self-service analytics empowering the culture to consistently answer questions with data.
- Collaborate with the data engineering and IT teams to ensure appropriate investments in data, tooling, and architecture for our analytics stack and source systems such as Salesforce, Zuora, etc.
- Create visualizations, validations processes, and tools across disparate datasets to set standards of success.
- Build out a team of analysts providing mentorship and guidance to accomplish goals around data strategy.
- Structure a governance framework and requirements to improve data quality across multiple systems.

(11/18-4/19)

Compass Real Estate

San Francisco, CA

Senior Manager, West Coast Financial Operations

- Lead a team of 22 analysts to streamline and execute on financial operations across markets on the West Coast.
- Worked with stakeholders to scale/automate processes in Salesforce, Callidus, Netsuite and other systems.
- Provided visibility into sales performance and other KPIs to market leaders on the West Coast.

(1/18-11/18)

Cisco, Inc.

San Francisco, CA

Senior Manager, GTM Operations

- Generated strategic reports in Salesforce to provide visibility and actionable insight to the forecasting sales pipeline, attach rates and other key metrics to the business.
- Worked with business partners across the organization to align models that evaluate the performance of new product GTM strategies and present findings to upper management.
- Built and audited dashboards that automate reporting needs for the team in Tablo via Snowflake.
- Researched use cases surrounding the customer experience and look for opportunities to improve processes that improve solution architects, sales engineers and consultants in the POC stage.

Senior Manager, AWS Finance Operations

- Owned the process for providing visibility into AWS cloud costs to technical leads across the organization.
- Executed on opportunities in sudden changes or operational anomalies in cloud usage that resulted in cost savings in excess of \$2M per year
- Worked with IT and other business partners to start designing governance policies and best practices.
- Participated in meetings and partnered with AWS to research benchmarks and facilitate smooth operations.

(5/15-1/16)

AppDynamics, Inc.

San Francisco, CA

Senior Business Data Analyst

- Structured administrator systems support for Finance, Accounting, Procurement, Human Resources and R&D departments scaling operational business processes in preparation for IPO.
- Customized reports for transparency across all finance-related transactions throughout the organization.
- Facilitated implementation of RevPro and integration with Workday.

(6/13-12/14)

BioTime, Inc.

Alameda, CA

Manager, FP&A

- Listing of stock on the NYSE MKT as needed for various financings.
- Edited and rolled forward SEC filings (10Qs, 10Ks, S-1s, S-3s, 8-K's).
- Generate BioTime's first ever Netsuite-based budget reports with actuals to budget variance capability and project-level breakdown for the Board of Directors.