

Karen Izuka

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Summary of Key Qualifications

- 10+ years of Accounting, Finance, and BI/Analytics experience
 - Currently responsible for global sales reporting & analytics including ETL, database design/queries, and dashboard creation
 - Adept at blending data from diverse systems to build models that deliver key insights & improve decision making capabilities
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Professional Experience

7.ai • Director, Sales Reporting & Analytics Oct 2021 - Present

- Built a reporting platform that extracts data from disparate systems (CRM, ERP) and consolidates in a cloud-based SQL database
- Responsible for integrating and maintaining the sales systems stack (Salesforce, ZoomInfo, LinkedIn, Showpad)
- Write complex SQL queries to deliver key performance metrics to the CEO and CRO. Responsible for weekly reporting updates including the bookings and revenue forecast, sales pipeline analytics and seller performance summaries

Seagate Technology • Finance Senior Manager Feb 2017 - Oct 2021

- Managed global revenue reporting and consolidation including driver-based revenue analytics, product ramps and BvA reporting
- Finance COE for process automation and data analysis using Python and SQL
- Revenue lead responsible for working cross functionally to implement the next generation data and analytics platform (Tableau)

McAfee • Senior Financial Analyst Mar 2016 - Feb 2017

- Responsible for the consolidated cost of goods sold and hardware bookings forecast
- Partnered with the supply chain to set production requirements and manage inventory levels
- Created data models to provide business partners with pricing, margin, and mix metrics to analyze product line profitability

McAfee • Revenue Operations Manager Jul 2012 - Mar 2016

- Responsible for the design and implementation of RevPro to automate accounting adjustments
- Managed the enterprise close process as well as ad-hoc projects such as integrations & divestitures
- Wrote technical whitepapers to ensure compliance with applicable accounting standards

Symantec Corporation • Principal Revenue Accountant Oct 2010 - Jul 2012

- Worked cross functionally with Sales, Legal, and FP&A to structure profitable sales contracts
- Worked with the regional sales teams to submit revenue forecasts for top customers
- Performed quarterly reviews to communicate revenue trends (revenue yield, discounting trends)

KPMG • Senior Audit Associate Jun 2007 - Oct 2010

- Primary Clients: Software and SAAS companies
 - Successfully planned and executed multiple integrated audits and quarterly reviews while managing up to five staff associates
 - Reviewed software and SAAS revenue contracts to ensure compliance with GAAP
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Education

- UC Berkeley, BS Business Administration, GPA: 3.9, Phi Beta Kappa
- Key Technical Skills: Python, SQL, D3.js, Salesforce, Tableau/Power BI, Knime/Alteryx, Microsoft Stack
- CPA License, State of California