

# SUSAN FLORES

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## PROFESSIONAL SUMMARY

Sales Engineer with 15+ years of experience. Skilled in SQL, Excel, Agile.

## PROFESSIONAL EXPERIENCE

### Marketing Manager | Google | 4 years

- Led team of 5 engineers in developing new features
- Improved system performance by 27%

### Strategy Consultant | Robinhood | 3 years

- Led team of 4 engineers in developing new features
- Improved system performance by 71%
- Reduced costs by \$383K annually
- Launched 3 major features serving 4405K+ users

### Marketing Manager | LinkedIn | 1 years

- Led team of 7 engineers in developing new features
- Improved system performance by 53%
- Reduced costs by \$64K annually

### Business Analyst | Apple | 2 years

- Led team of 12 engineers in developing new features
- Improved system performance by 62%
- Reduced costs by \$398K annually
- Launched 4 major features serving 3262K+ users

## TECHNICAL SKILLS

SQL, Excel, Agile, PowerPoint, Strategic Planning, Salesforce, Market Research, Data Analysis, CRM

## EDUCATION

### PhD in Computer Science

Columbia University | Graduated: 2019 | GPA: 3.57