Neil Patel

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### CORE COMPETENCIES

Communicating for Results • Quantitative Research • Business Statistics • Customer Focused • Data-driven

Outcome-focused mindset • Nimble Learner • Ability to Work in Diverse Teams • English, Gujarati, Hindi fluency

Tableau • Alteryx • SQL • Google Cloud Platform • Jira • PowerApps • Grafana • Superset

Python for Data Science • NumPy • Pandas • Matplotlib • Beautiful Soup • RESTful APIs • JSON

### PROFESSIONAL EXPERIENCE

CHEQ (Leading Go-to-Market Security Platform) New York, NY March 2024 – Present

**[Promotion] Senior Solutions Engineer**

SME for NA Presales org of CHEQ platform

* Run strategic deals, own the enterprise book of business
* Core educator for our SE enablement; provide ongoing mentoring to new SEs

**Solutions Engineer, CHEQ** Apr 2022 – March 2024

SME for NA Presales org of CHEQ platform

* Key Achievements
  + Reached $1.6MM+ in attached ARR in first 4 quarters off-ramp
  + Closed first deal while onboarding, Q2 2022
  + Led N. America SE team in deals closed: Q3-Q4 2022, Q1-Q2 2023
  + Led N. America SE team in win rate: Q3-Q4 2022
* Lead pre-sales resource for product demonstrations & POCs
* Primary N. America SE for Privacy Compliance Enforcement solution
* Presented Privacy Compliance Enforcement Solution at 2023 company-wide SKO
* Built & delivered enablement sessions for sales teams

The Home Depot Atlanta, GA Jan 2022 – March 2022

**[Promotion] Product Manager, Enterprise Data and Analytics**

Product Manager in Analytics Enablement for external 3rd party tools, supporting Enterprise analytics community

* Established AE roadmap, strategy, & vision
* Led collaborations with external vendors & internal stakeholders, identifying user needs, new product & feature development, & 3rd party product implementation
* Managed relationships with external partners, coordinating ongoing product iteration
* Supervised product backlog, providing timely feedback for stakeholders
* Integrated Agile development methodology across designers, developers, & stakeholders
* Identified potential risks, & assess solutions for proactive mitigation
* Drove user engagement & internal go-to-market strategies for enterprise analytics community

**[Promotion] Senior Logistics Analyst, Distribution Operations** June 2020 – Jan 2022   
Sr. Data Analyst, Distribution Operations with Rapid Deployment Centers

* Cross-functional liaison between field operations, corporate partners, & IT re: business requirements, support system functionality, & design operational reports
* Managed inventory dispositions via ZenDesk tickets for19 North American Rapid Deployment Centers operations (~2 million cartons daily); maximized throughput speed.
* 120% + increase of field engagement via ZenDesk, 1H 2021
* Lead, Disposition Override Metric support; 33% reduction of 19 RDC network disposition overrides via analytical support & actionable data, surpassing 2021 network goals by 6 months
* Created 2021 annual reject rate targets for RDC network, achieving set targets
* Improved data quality/alignment across RDC network through cross functional work with Inventory Control & Quality Assurance teams
* Developed new inventory disposition data logic for Atlanta RDC building; ensured RDC Engineering team reached online targets
* Raised RDC network productivity through FLUID dimensions optimization
* Managed end-to-end RDC inventory disposition activity, decreasing reject rates, minimizing labor costs, & realizing annual performance targets

**Business Analyst, Space Management** June 2019 – June 2020

SME, Space Management tools/processes

* Assist 30+ team members & and external partners with support inquiries, & creating development improvements. Raised KPI by 4.5% over 1H, 2019.
* Built business-critical Tableau Dashboards for key 2020 metrics (Space Management). Optimized planogram use, SKUs, & stores, driving process efficiency.
* Implemented analytics models for business-critical insights into Appliance resets, optimizing labor allocation; reduced monthly manual labor estimate by 80%.
* Built advanced management reports, dashboards in Tableau (ETL processes, Google BigQuery), for Leadership and Field Support teams
* Maintained repository of technical/business documentation (Confluence) for internal use

SITA Marietta, GA January 2019 - June 2019

**Corporate Finance Intern**

Monthly revenue side reporting

* Created global monthly revenue estimates and quarterly forecasting processes
* Researched and aggregated data for analysis and reporting
* Manage closing procedures, journal entry, quarterly revenue forecast, BPR presentation

Various Anatomic Pathology Labs Atlanta, Georgia January 2012 – October 2018

(Atlanta Gastro Associates/SkinPath Solutions/Kayal Dermatology/Georgia Dermatology/Phoebe Putney Hospital)

**Histotech**

Processed human tissue for diagnostic review by pathologists

* Lead tech, Georgia Derm; Assistant to Practice Manager for backend operations, Kayal Derm
* Established patient tissue slide preparation standards for multiple labs
* Maintained highest standards for Mohs slides used in diagnosis
* Proficiency, Allscripts Professional electronic health records system
* Lead technical consultant for any issues raised by team

### EDUCATION

**Certificate in Data Science and Analytics**

Georgia Institute of Technology

**Bachelor of Business Administration in Finance**

Kennesaw State University - Coles College of Business