

Zachary R. Sebek

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WORK EXPERIENCE

Wayfair, Boston, MA – Pricing & Profit Management

Senior Analyst - B2B Profit Management

Product Manager 2

Product Manager 1

July 2024 – Present

April 2022 – March 2024

October 2020 – April 2022

- Product Manager for the Calculators Team, leading discovery & delivery for the services generating Wayfair's 30+ million prices, along with pricing simulation environments and systems for pricing operations & strategy.
- Orchestrate the smooth execution of Wayfair's 10+ highest-ever revenue days & most complex releases to pricing & profitability strategy (>15 new launches) via cross-functional efforts with 50+ Business, Product, Data Science/ML, & Engineering stakeholders.
- Generate over \$2M in gross profit, leading the iterative release of services automating Wayfair's branded product promotional & matching strategies impacting 30% of catalog revenue.
- Enable savings greater than \$10M by releasing a service empowering stakeholders to dynamically adjust pricing levels & algorithmic estimates in reaction to global shipping interruptions.
- Increase supplier participation in Wayfair's logistics network by 50% (revenue coverage) through leading development & release of front/back-end services incentivizing adoption; enable friction-less management of Wayfair's competitor matching strategies impacting more than \$2 billion in annual revenue.
- Reduce pricing incidents & bug triage turnaround time by 90% in 4 months by identifying gaps in reporting and developing net-new data analytics, automation, & alerting for Wayfair's pricing systems platform.
- Enable pricing experiments & optimized pricing for >1 million new products without engineering support by independently building tooling & documentation to address stakeholders' most pressing pain points.
- Lead delivery of "quick-win" enhancement/stability work that reduced critical bugs by 30% and increased stakeholder productivity by 50%, aligning & inspiring engineering teams around the business impact of projects on our roadmap.
- Coordinate 3 Hackathons for Wayfair's 800 person Global Supplier Technology Organization in partnership with Google, scaling Wayfair's experimentation with generative AI & encouraging a culture of AI innovation.

Abdul Latif Jameel Poverty Action Lab, MIT, Cambridge, MA

Policy & Communications Intern

2019 – 2020

- Led research & discovery of high-impact donors to the lab's Education Team; created prioritization framework for outreach to maximize ROI and advance Nobel-winning research in global poverty reduction.
- Conducted cross-sectoral research in Governance, Agriculture, Labor, and Crime & Violence; synthesized academic papers into policy memos and performed cost effectiveness analyses to optimize grant awarding.

Simon-Kucher & Partners, Cambridge, MA

Associate Consultant

2019

- Designed, programmed, & led in-depth data analysis on surveys targeting both internal stakeholders (client's >100 headcount sales force) and external audiences (850 consumers nationwide).
- Presented actionable insights to diverse stakeholders, including C-level management & private equity, culminating in \$1M project extension with client & reporting of my research in a major fashion media outlet.

Tufts Economics Department, Somerville, MA

2019

Behavioral Economics Research Assistant

- Conducted economics research studying impact of treatments in hiring process on gender wage gap.
- Managed & implemented tech-enabled efficiencies in the recruitment and participant experience process.

EDUCATION

Tufts University, Medford, MA

B.A. in Economics, B.S. in Psychology (*minor in Japanese*)

2020

Cumulative GPA: 3.93 / 4.0

Relevant Coursework: Econometrics, Behavioral Economics, Advanced Engineering Psychology, Introduction to Computer Science, Web Programming, Statistics, Economics of Management & Strategy

AWARDS & HONORS

Summa Cum Laude, Tufts University

2020

The DeFlores Prize in Human Engineering, Tufts University

SKILLS

Agile Software Development, Roadmapping, Data Analytics & SQL, Product Strategy & Operations, Stakeholder Management, Product Vision, User Research, Project Management, Product Analytics, Adobe Creative Cloud, Digital Photography & Video Editing, Content Creation, Wordpress, Data Visualization