

OFFICE OF THE BOARD OF EDUCATION

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OAKLAND UNIFIED SCHOOL DISTRICT

Community Schools, Thriving Students

BOARD OF EDUCATION 2026

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Legislative File Id. No. 26-0049

introduction Date: 1/14/2026

Enactment No.: 26-0080

Enactment Date: 1/14/2026

By: er

January 14, 2026

To: Board of Education

From: Jennifer Brouhard

Subj: A p p o i n t m e n t – Brandon Wall and Caroline Lee - Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

ACTION REQUESTED

Ratification by the Board of Education of President of Board’s appointment of Brandon Wall, for the unexpired term of January 15, 2026, through April 15, 2026 (1st Term); April 16, 2026 through April 15, 2028 (2nd Term) and Caroline Lee, for the unexpired term of February 1, 2026, through April 15, 2026 (1st Term); April 16, 2026 through April 15, 2028 (2nd Term), each, to the Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission.

BACKGROUND/DISCUSSION

The duties of the Measure G1 Commission, as defined by the Measure G1 Approved Ballot Measure and Board Bylaw 9131, is “to advise and report to the Board of Education and shall be responsible for (a) oversight of proper allocation and use of all parcel tax monies, (b) reviewing annual independent audit reports, and (c) submitting recommendations to the Board of Education for any new or modified policies and administrative regulations to ensure the Oakland Unified School District’s compliance with the requirements and intent of Measure G1.”

The Commission is composed of five members, with staggered terms, appointed pursuant to membership criteria established by Board Bylaw 9131, with an individual’s term of appointment limited to a maximum of three two-year consecutive terms or the fulfillment of said terms thereof. There are currently two unexpired term vacancies on the Commission.

To: Board of Education
From: Jennifer Brouhard
Subj: Appointment – Brandon Wall, Caroline Lee - Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission
Date: January 14, 2025
Page 2 of 2

RECOMMENDATION

Ratification by the Board of Education of President of Board's appointment of Brandon Wall, for the unexpired term of January 15, 2026, through April 15, 2026 (1st Term); April 16, 2026 through April 15, 2028 (2nd Term) and Caroline Lee, for the unexpired term of February 1, 2026, through April 15, 2026 (1st Term); April 16, 2026 through April 15, 2028 (2nd Term), each, to the Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission.

JB:ER:st

Attachments: G1 Applications of Brandon Wall (Redacted In Part) and Caroline Lee (Redacted In Part)

Jennifer Brouhard
President, Board of Education
1/15/2026

Denise G. Saddler
Interim Superintendent and Secretary
Board of Education
1/15/2026

Profile

Brandon

First Name

Wall

Last Name

brandon.wall@gmail.com

Email Address

Which Boards would you like to apply for?

Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission: Submitted

4139 Greenwood Ave.

Street Address

Suite or Apt

Oakland

City

CA

State

94602

Postal Code

Which Board of Education election district (1, 2, 3, 4, 5, 6, or 7) do you live in? *

District 4

Home: (510) 985-9255

Primary Phone

Alternate Phone

Not currently employed

Employer

Job Title

Occupation

Employer's Street Address

Employer's City

Employer's State

Employer's Zip

Work Phone

Work Email

Interests & Experiences

Please explain briefly your interest in serving on this Committee, Commission or Board:

I would like to support Oakland public schools by serving on the Measure G1 Commission. I have spoken to OUSD Middle School Network Superintendent Cliff Hong, former Oakland School Board Director Sam Davis, G1 Commissioner Tiffany Chan, and former G1 Commission Chairperson Edmund Chun about the commission's work. They explained what serving on it would entail and how I might be able to help. They also noted the challenges in reaching quorum for meetings and approving plans for Urban Promise Academy and Claremont Middle School caused by the commission's two vacancies. Middle school is a critical time where students must navigate many changes and challenges as academics become more rigorous and social dynamics at school become more complex. The G1 parcel tax provides funds that enable our middle schools to offer electives that help kids feel excited about going to school every day. Classes like art, music, and world languages are often the first to be cut when financial resources are scarce, but they give our students important opportunities to develop skills that give them a stronger sense of self. In addition, G1 helps fund efforts like restorative justice that are crucial for building strong culture & climate at our middle schools. I have two children at Edna Brewer Middle School and they have both had an amazing experience being involved in the school's fabulous music program. My 8th grader participates in the jazz ensemble, band, and choir and my 6th grader participates in band and choir with Mr. Pitt-Smith and Ms. Cole. While neither of my kids is directly involved in the school's excellent restorative justice program that is led by Mr. Gibson, my children and all their peers benefit every day from the positive and supportive culture that has been cultivated at the school. At Edna Brewer, Measure G1 currently funds choir, music software licenses, a restorative justice facilitator, and an afterschool art class. I cannot imagine our school without these supports and I would guess that parents, teachers, and students at other OUSD middle schools feel the same way about the activities that G1 funds at their schools. Now is a crucial time for the Measure G1 commission! This important parcel tax will be up for renewal in 2028. As a result, it is important that we are able to demonstrate to voters that the G1 commission is strong, that the G1 funds have been well spent, and that the parcel tax is important to renew.

Please indicate your other community involvement (work with public agencies, volunteering, other Committees, Commissions, Boards, groups, etc.):

I have supported Oakland public schools in many ways since my family moved to Oakland in 2013, including: * Starting and coaching the math olympiad club at Edna Brewer, (2023-present) * Recruiting parents to volunteer in K-2 classrooms at Crocker, (2021-present) * Launching and administering the Konstella parent communication platform at Crocker, (2021-present) * Serving on three OUSD Principal Recommendation Committees, (2020, 2021, 2024) * Leading (2023-24) and serving on the School Site Council at Crocker, (2019-2023) * Serving on the Board of Directors of Lighthouse Community Public Schools, (2018-2024) * Volunteering with Oakland High School's AVID program, (2017) and * Tutoring students through Reading Partners at Manzanita SEED, Fruitvale Elementary, and Learning Without Limits. (2016-2019)

[Brandon Wall - resume_2025-12-08_for_G1.pdf](#)

Upload a Resume

Question applies to multiple boards

Do you have any reason, such as a potential or actual conflict of interest (real estate, business, litigation, etc.), which may or will adversely affect your ability to serve on this Commission, Committee or Board.

Yes No

Brandon Wall

Question applies to multiple boards

If Yes, please explain.

Question applies to multiple boards

Educational Background - e.g. college and/or university, degree/major, vocational and/or training, certificates, technical training, etc.

Yale University, BA in Economics and International Studies (2003) Stanford University, PhD Student in Economics (2006-2009, no degree conferred)

Question applies to Measure G Parcel Tax Independent Citizens Oversight Committee, Measure N - College & Career Readiness Commission, Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Are you now, or have you ever been an employee or official of the Oakland Unified School District?

Yes No

Question applies to Measure G Parcel Tax Independent Citizens Oversight Committee, Measure N - College & Career Readiness Commission, Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

If Yes, please explain.

Question applies to Measure G Parcel Tax Independent Citizens Oversight Committee, Measure N - College & Career Readiness Commission, Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Are you now, or have you ever been a vendor, contractor, or consultant for the Oakland Unified School District?

Yes No

Question applies to Measure G Parcel Tax Independent Citizens Oversight Committee, Measure N - College & Career Readiness Commission, Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

If Yes, please explain.

Question applies to Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Please describe your knowledge and expertise in middle school education, with a focus on arts, music, world languages, and school safety. Please be certain to respond to each element of the question.

I worked for 10+ years supporting K-12 education and have learned a lot about middle school education through that work. My career has spanned roles as a research associate at the Public Policy Institute of California, data analyst at KIPP schools, data engineer at a K-12 data startup, and data science manager at a chronic absenteeism prevention startup. My most recent professional role was 3+ years measuring and analyzing implementation health and customer satisfaction data at Salesforce. In addition, I have learned a lot as a middle school parent! I have a 6th grader and 8th grader at Edna Brewer Middle School. In addition, with a 2nd and 3rd grader at Crocker Highlands right now, I plan to be connected to the OUSD middle school experience for many years to come. All Oakland middle school students deserve a safe, joyful school with a rich variety of academic and extracurricular opportunities. As a member of the Measure G1 commission, I would be excited to help contribute to these efforts.

Question applies to Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Please describe your knowledge and expertise in compensation for K-12 educational professionals. Please be certain to respond to each element of the question.

I do not have very much knowledge and expertise in compensation for K-12 educational professionals, but I will look forward to learning more in this area as a G1 commissioner.

Demographics

Choosing not to answer any of the questions in this section will not disqualify you from consideration or serving.

Ethnicity

Other

Gender

Male

Socio-Economic Group

None Selected

Verification

Please indicate your agreement with the following statement

I have reviewed and understand the duties of the Commission or Committee for which I am submitting this application. I agree to perform said duties. I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

I Agree

Brandon Wall

Your application must be **completed and submitted on-line via this web form**. For assistance, if needed, or response to questions, please contact Edgar Rakestraw, Jr., Executive Assistant, Board of Education, Oakland Unified School District, 1000 Broadway, Suite 300, Oakland, CA 94607-4033 or 510/879-8658 or via email at Edgar.Rakestraw@ousd.org. Your application must be submitted by the applicable deadline, if any.

Note: This application and your responses are a Public record and subject to disclosure.

BRANDON WALL

brandon.wall@gmail.com

linkedin.com/in/brandonbwall

Oakland, CA

EXPERIENCE:

- 1/2022-4/2025 **Lead Product Manager (previous: Sr Decision Scientist) - Data & Analytics, T&P Pillar**, Salesforce, San Francisco, CA
- Leverage AI (e.g. topic modeling, GenAI) to evolve Product Net Promoter Score (NPS) verbatims usage from POC, through R246 GM presentation (May 2024), v1 dashboard release (Jul 2024), v2 dashboard release, (Feb 2025) and R252 analysis.
 - Co-create and co-present Product NPS R244 findings at Oct 2023 GM meeting, which resulted in NPS getting included in the FY25 Salesforce Corporate, Technology & Product, and Customer Success Group V2MOMs.
 - Lead complete Product NPS dashboard redesign project from ideation, through UAT process, and Nov 2023 GA Release.
 - Cultivate a cadre of trusted superusers that test new features, provide feedback, and evangelize the product and generate 14x increase #nps-net-promoter-score Slack channel membership. (~40 to 579)
 - Lead analytics for Technical Health Score product (THS), which measures scale, performance, and complexity-related risk across Salesforce core customers. Product found product-market fit and evolved into the Customer Success Score (CSS).
 - Shape the THS product through three major launches with contributions in data sourcing, data model, scoring methodology, software release practices, product management, enablement, high-impact teaming, and squad's agile practices.
 - As squad's first full-time hire, helped grow THS dashboard into Salesforce Product Data Intelligence's most-used, highest-retention Tableau data product with 5x MAU growth and 7x views growth in just 12 months.
- 7/2019-7/2020 **Data Science & Analytics Manager**, EveryDay Labs, San Mateo, CA
- First full-time data hire; led the data science & analytics team (2 FTEs and 4 part-time contractors)
 - Managed Absence Reports program data pipeline, analyzed attendance data, and evaluated program impact.
 - Co-developed—as part of cross-functional ad-hoc teams—the company's codified values, 2-year product strategy roadmap, security protocols, knowledge sharing practices, and approach to process management.
- 9/2013-7/2019 **Senior Data Engineer**, Schoolzilla PBC, Oakland, CA
- Design, develop, and troubleshoot a SQL data pipeline that ingests data from 100+ different source systems.
 - Develop metrics and domain-specific data models that drive web-based data reporting and visualizations.
 - Architect a file queue service that automatically processes 10,000+ flat files into customer data warehouses.
 - Conduct user tests and synthesize design feedback on Mosaic, a web-based data dashboard product.
 - Lead daily scrums for a team of 8 engineers.
- 2/2009-10/2012 **Manager, Research & Insight**, KIPP Foundation, San Francisco, CA
- Led quantitative analysis at the national level for a network of 125 free, open enrollment public charter schools that serve more than 41,000 students in 20 states and the District of Columbia.
 - Helped launch KIPP's "Healthy Schools & Regions" performance management dashboards and reports, which created an unprecedented level of transparency and best-practice sharing within the organization.
 - Oversaw all collection, validation, and presentation of data and metrics shared in the annual KIPP Report Card.
 - Collaborated with external consultants to design, build, and iteratively enhance KIPP's OLAP data warehouse.
 - Increased regional data management capacity by organizing professional development, curating online resources, and supporting the launch of a new knowledge management platform.
 - Designed and piloted a survey instrument, interview script, and focus group protocol that identified key barriers to success for KIPP alumni in high school and college.
- 5/2004-8/2006 **Research Associate**, Public Policy Institute of California (PPIC), San Francisco, CA

EDUCATION:

- 9/2006-2/2009 **Stanford University**, Stanford, CA
- PhD student (no degree conferred)
 - Awarded Stanford University Graduate Research Fellowship
 - Received Outstanding Teaching Assistant Award (ECON 50: Intermediate Microeconomics)
- 9/1999-12/2003 **Yale University**, New Haven, CT
- B.A., Economics and International Studies (with Distinction)

LEADERSHIP / SERVICE:

- 2023-present **Founder & Organizer**, Math Olympiad Team, Edna Brewer Middle School, OUSD, Oakland, CA
- Math Olympiad for Elementary & Middle Schools (MOEMS), AMC 8, BmMT
- 2018-2024 **Board Member**, Lighthouse Community Public Schools, Oakland, CA
- Serve on the Board of Directors, (2022-2023: Vice Chairperson)
- 2019-2023 **Parent Representative and Chairperson (22-23)**, Crocker Highlands Elementary School Site Council, Oakland, CA
- 2016-2019 **1:1 Literacy Tutor**, Reading Partners, Oakland, CA
- Tutored at Manzanita SEED (16-17), Learning Without Limits (17-18), and Fruitvale Elementary (18-19).
- 2009 **Summer Fellow**, Education Pioneers, Oakland, CA
- Received 2012 Alumni Core Value Award (Optimism)

Profile

Caroline

First Name

Lee

Last Name

carolinefavrotlee@gmail.com

Email Address

Which Boards would you like to apply for?

Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission: Submitted

676 alcatraz ave

Street Address

Suite or Apt

oakland

City

CA

State

94609

Postal Code

Which Board of Education election district (1, 2, 3, 4, 5, 6, or 7) do you live in? *

District 1

Home: (510) 717-5333

Primary Phone

Alternate Phone

Riscure Inc.

Employer

Director of Operations North America

Job Title

Finance and Operations Management

Occupation

Employer's Street Address

550 Kearny St. Suite 330

Employer's City

San Francisco

Employer's State

CA

Employer's Zip

94108

Work Phone

650-646-9979

Work Email

lee@riscure.com

Interests & Experiences

Please explain briefly your interest in serving on this Committee, Commission or Board:

I'm interested in applying my finance and operations skills to support OUSD in any way I can.

Please indicate your other community involvement (work with public agencies, volunteering, other Committees, Commissions, Boards, groups, etc.):

Family: 2013-present: Twins by the Bay. Member and volunteer. Twins by the Bay's mission is to educate and support parents in the raising of multiple-birth children. Community, Service: 2013-2015: Shattuck Neighborhood Crime Prevention Council. Sector Representative for sector 6, Beat 11 of Oakland. Council works directly with Beat 11 Community Resource Officer from the Oakland Police Department to prioritize crime prevention activities and enhance the quality of life in the area. 2007: Alameda Area Committee, Founder and member. Started a committee to foster community with an emphasis on modeling and promoting volunteer work. 2003-2004: California Statewide Conference for Young People in Recovery, Outreach Chair. Responsible for developing and implementing an outreach plan for State of California. Led a fifteen person sub-committee with the mission to reach young people that were traditionally overlooked in the recovery community. The work culminated in a weekend-long conference attended by over 2,500 young people. 2002: Alameda and Contra Costa County Area Committee for State Young Person's Conference, member. Group formed to raise money and prepare a proposal for hosting a statewide conference while building unity and community among young people struggling with alcohol, addiction, and codependency issues. 1999-2000: Western Area Conference for Young People in Recovery, Events Chair. Led, planned, and coordinated a ten person subcommittee charged with creating events to financially support and drive registration in anticipation of a weekend long conference for young people in recovery. Youth Sports Coaching and Participation: 2003-2013: Outside Hitter, Berkeley Adult Volleyball: "Honey Badgers" and "Slow Children at Play" 2008: Volunteer Head Volleyball Coach, Black Pine Circle Middle School 2001: Outside Hitter, Rams Women's Volleyball team, City College of San Francisco Arts: 2010: Collection of Nine, Caldecott Gallery, Oakland, CA, curated by Michael Braillard 2009: Acetylene Will, MacArthur B Arthur Gallery, Oakland, CA, curated by Kevin Clark

[Caroline Lee Resume Final.pdf](#)

Upload a Resume

Question applies to multiple boards

Do you have any reason, such as a potential or actual conflict of interest (real estate, business, litigation, etc.), which may or will adversely affect your ability to serve on this Commission, Committee or Board.

Yes No

Question applies to multiple boards

If Yes, please explain.

Question applies to multiple boards

Educational Background - e.g. college and/or university, degree/major, vocational and/or training, certificates, technical training, etc.

BFA, College courses in accounting, management accounting, corporate finance, data science, modeling - see resume.

Question applies to Measure G Parcel Tax Independent Citizens Oversight Committee, Measure N - College & Career Readiness Commission, Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Are you now, or have you ever been an employee or official of the Oakland Unified School District?

Yes No

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If Yes, please explain.

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If Yes, please explain.

Question applies to Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Please describe your knowledge and expertise in middle school education, with a focus on arts, music, world languages, and school safety. Please be certain to respond to each element of the question.

I have a finance and operations background. I have served on the OUSD Audit Committee since 2020, and I'm rotating off 1/31/26. I'm looking for another role to support OUSD. I have two kids currently in middle school in the OUSD district, Claremont.

Question applies to Measure G1 - Districtwide Teacher Retention and Middle School Improvement Act Oversight Commission

Please describe your knowledge and expertise in compensation for K-12 educational professionals. Please be certain to respond to each element of the question.

While on the Audit Committee, I reviewed OUSD's finances, including all aspects of compensation for our education professionals: Vacation, Sick, Self-Insurance, CalSTRS (and CalPERS), etc.

Caroline Lee

Demographics

Choosing not to answer any of the questions in this section will not disqualify you from consideration or serving.

Ethnicity

Caucasian/Non-Hispanic

Gender

Female

Socio-Economic Group

None Selected

Verification

Please indicate your agreement with the following statement

I have reviewed and understand the duties of the Commission or Committee for which I am submitting this application. I agree to perform said duties. I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

I Agree

Your application must be **completed and submitted on-line via this web form**. For assistance, if needed, or response to questions, please contact Edgar Rakestraw, Jr., Executive Assistant, Board of Education, Oakland Unified School District, 1000 Broadway, Suite 300, Oakland, CA 94607-4033 or 510/879-8658 or via email at Edgar.Rakestraw@ousd.org. Your application must be **submitted** by the applicable deadline, if any.

Note: This application and your responses are a Public record and subject to disclosure.

Caroline F. Lee

San Francisco Bay Area, CA | 510.717.5333 | Carolinefavrotlee@gmail.com | www.linkedin.com/in/caroline-favrot-lee/

Director of Operations

Strategy • Biz Ops • Rev Ops • People Ops

Strategic Growth Driver | Operational & Efficiency Leader | Data-Driven Performance Optimizer

Operations leader who drives growth, efficiency, and strategic execution in fast-paced, technology-driven environments. Builds scalable operating systems, translates data into actionable insights and forecasts, and aligns cross-functional teams to turn strategy into measurable results while fostering trust, continuous improvement, and a learning culture.

- ✓ **Revenue Growth & Market Expansion:** Drove 200% growth over 4 years, scaling North America to ~50% of global revenue through operating models and strategic execution.
- ✓ **Operational Scale:** Increased utilization from 54% to 86% through data-driven capacity planning, standardized delivery workflows, and performance management.
- ✓ **Financial & Performance Management:** Reduced forecast variance by ~30% by introducing predictive analytics, financial modeling, and KPI dashboards to improve executive visibility and decision-making.
- ✓ **Go-to-Market & Revenue Enablement:** Built a government-vertical GTM strategy, generating \$10.7M in opportunity inflow within 9 months.

Areas of Expertise: *Operations Management, Financial Planning & Analysis, Budgeting, Revenue Operations Enablement, KPI & Performance Management, Process Improvement & Optimization, Go-To-Market Strategy, Cost Optimization, Communication, Strategic Thinking, Cross-Functional Leadership, Stakeholder Management, Decision-Making, Change Management, Problem Solving*

CAREER EXPERIENCE



Keysight Technologies, Inc. (acquired Riscure in 2024)

2012–2024

A global S&P 500 technology company delivering software-centric innovation solutions across design and development.

Operations Director (2020–2024)

SCOPE: Played key role in due diligence, contributing to successful acquisition and integration. Tasked with scaling regional and global operations, driving revenue growth, and building high-performing, client-facing teams within complex technical environments. Recognized for aligning strategy, people, and processes to improve operational efficiency, compliance, and profitability.

- **Built multidisciplinary, client-facing organization** of technical experts, project managers, and supervisors, positioning the company as a market leader in embedded security and enabling sustained growth across the North American region.
- **Drove 200% revenue growth over 4 years** by aligning operational execution and team objectives with strategic business goals and embedding data-driven performance frameworks across delivery, sales, and leadership teams.
- **Developed and executed a government-vertical GTM strategy**, generating \$10.7M in opportunity inflow.
- **Led shift to customer-centric service engagement**, tripling recurring revenue over 2 years.
- **Led North America to generate 50% of global revenue** by implementing operational efficiencies, strengthening employee engagement, and executing region-specific growth initiatives aligned with global strategy.
- **Scaled quality and compliance operations to achieve ISO 17025 certification**, successfully passing external accreditation audits and strengthening governance, risk management, and delivery credibility for regulated clients.
- **Managed \$2.5M regional operating budget** and vendor ecosystem, delivering 12% cost savings through disciplined financial oversight, strategic negotiations, and process optimization across operations and delivery functions.
- **Launched an Innovation & Research function**, prototyping and developing a new product line that supported \$100K ARR per sale.
- **Implemented project management system** to standardize delivery execution, improving project efficiency by 15%.
- **Identified global leadership capability gaps** and built corresponding development program. Manager training adopted by 74% of leaders, improving cross-functional communication and engagement.



Riscure Inc.

A global test lab and tools leader that specialized in endpoint security and vulnerability testing. Acquired by Keysight Technologies, Inc.

Business & Finance Controller (2018–2020)

SCOPE: Strengthened financial governance, performance analytics, and operational discipline to support North America's regional profitable growth. Served as trusted partner to leadership and translated complex data into actionable insights that improved forecasting accuracy, utilization, and enterprise-wide decision-making.

- **Reduced forecast variance by 30%**, applying advanced predictive analytics techniques to revenue forecasting, improving budgeting, planning, and executive decision-making across a \$7M revenue base.
- **Built centralized KPI and performance dashboard**, improving accountability and enabled data-driven decisions across operations, sales, and delivery teams.
- **Increased utilization rates from 54% to 86%** by delivering data-backed recommendations to senior stakeholders, aligning capacity planning, staffing, and delivery execution with financial targets.
- **Identified financial risks and growth opportunities**, influencing client engagement strategy that increased recurring revenue by 20% and improved revenue predictability.

Operations & Finance Manager (2015–2018)

SCOPE: Advanced to continue to build financial rigor, operational systems, and data visibility to support growth, sales execution, and critical decision-making. Translated complex operational and financial data into scalable processes that improved performance, accountability, and profitability.

- **Established financial models and reporting cadence** used by 10+ cross-functional stakeholders, improving forecast accuracy and enabling data-driven resource and revenue planning across \$8M.
- **Negotiated and secured company's first government research contract**, largest in company history to date, contributing 40% of annual sales and establishing a repeatable contracting and compliance process.
- **Implemented CRM and BI systems** and led sales enablement and adoption, giving global leadership visibility into pipeline health, lead conversion, and sales capacity planning, supporting \$4.5M in revenue.
- **Improved project visibility and stakeholder alignment** by streamlining communication and governance across stakeholders, reducing project overruns by 12%.
- **Led design and rollout of new time-tracking system**, reducing administrative workload by 90% and improving cost allocation and margin analysis.

Business Office Manager (2012–2015)

SCOPE: Held full responsibility for operations, financial, infrastructure, and people-centric programs. Trusted partner in scaling operations, strengthening compliance, and driving efficiency through disciplined execution and data-informed decision-making.

- **Directed planning and implementation of a fully equipped laboratory**, increasing hardware service project capacity by 40% in Q1, supporting increased operational throughput and revenue enablement.
- **Streamlined reseller model transfer pricing and compliance processes**, reducing compliance-related costs by 20%.
- **Consolidated accounting systems across international offices** into a single platform. Accelerated month-end close by 30%, improved financial visibility, and strengthened management across payroll, AP/AR, and expense operations.

EDUCATION

Bachelor of Fine Arts, CALIFORNIA COLLEGE OF THE ARTS

Executive Decision Making with Data Science, UC BERKELEY, HAAS SCHOOL OF BUSINESS

Manager Boot Camp Certification, UC BERKELEY, HAAS SCHOOL OF BUSINESS

Professional Development: Revenue Operations Certification, HubSpot Academy

Technical Skills: **Analytics:** Qlik (BI), Excel (advanced), SQL, Unit4 (FP&A) • **Collaboration:** Clarizen, Jive, Slack, Teams, GitLab
CRMs: Exact Synergy, Salesforce • **ERP:** Exact