JEFF STREIT

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EXPERIENCE:

Senior Pricing CPQ Analyst: Informatica, Redwood City, CA (July 2018 - Nov 2019)
- Worked with IT and Finance to successfully migrate thousands of legacy contracts from legacy systems to Salesforce CPQ.
- Built structured product hierarchy for over 350000 skus spanning 25 years.
- Created a JIRA based process to track product updates and track issues related to downstream system or front-end usability.
- Worked with on-site team and offshore resources to manage monthly builds.
- Participated in triage and testing for all CPQ related UAT sessions.
- Maintained and tracked updates for multiple Salesforce environments.
- Created pricing analysis reports to track average discounts by region and drive cohesive pricing strategy for the portfolio.
- Provided user training for SalesOps team on new CPQ functionality.

Business Analyst (Temp/Contract) : Matterport, Sunnyvale CA (April 2018 - July 2018)
- Created a quote tool using Google Sheets and AppScript to provide proposal documents with full currency conversions, reducing lead time on quotes from days to hours.
- Generated daily sales reports from Salesforce and internal databases for distribution to C-Level executive team.
- Built reports on lead quality and sales cycle time to better allocate marketing spend.
- Maintained sales capacity and productivity reports to drive quota allocation, territory management and hiring.
- Served as sales ops representative for enterprise deal desk to analyze profitability based on deal terms and COGS.

Business Analyst - Data Specialist: Barracuda Networks, Campbell, CA (February 2017 - April 2018)
- Created a new incremental Salesforce CPQ update process that allowed for faster integration of products, with decreased QA time and lower error rate in quotes.
- Drove a guided sales strategy for CPQ that increased attach rate to 96% for key add-on subscriptions.
- Provided quarterly sales team training for Salesforce CPQ tool.
- Created a new incremental Salesforce CPQ update process that allowed for monthly rather than quarterly product additions.
- Created a JIRA based process to introduce new products, reducing product setup time from 50+ days to 1 week and massively reduced order provisioning error rate.
- Designed and implemented Barracuda's first dedicated item master with a Postgres Database, allowing for the data clean-up of 12+ years of unrationalized product data.
- Prepared price lists for the global sales force and resellers
- Performed discount and street price analysis to set list prices.
- Implemented a previously non-existent QA process for product order and provisioning which improved customer satisfaction.
- Built dashboards and reports for product sales data in Tableau and used these reports as metrics for new product pricing.
- Worked with a global team to train sales behavior around the product and collect pricing feedback.

Distribution Operations Specialist: Barracuda Networks, Campbell, CA (March 2015 - December 2016)
- Served as liaison and first point of contact between internal sales team, customer services and distributors.
- Developed advanced spreadsheets to aid order and quote calculation.
- Connected with reseller partners to resolve concerns regarding orders, pricing and logistics.
- Monitored and maintained order flow of product through distributors (Synnex, Arrow, Tech Data).
- Worked with distributors and resellers to resolve EDI order cancellations, holds and revisions.
- Audited and resolved distributor PO related issues.
- Analyzed distributor sales and planned stock orders that balanced run-rate and high value products.
- Created price and sku lists for distributors and managed EDI price feeds.
- Analyzed pricing and base cost system for effect on velocity and revenue recognition.
- Created CXO level reports on potential issues affecting revenue plans.
- Assisted in processing, approving RMAs, and facilitating credit release.
- Monitored distributor inventory and POS reports to ensure service levels, including inventory quality.
- Worked extensively with data warehousing and sales operations team to implement widespread process improvement including distributor API integration.
- Developed advanced spreadsheets to aid order and quote calculation.
- Worked with project team to implement advanced CPQ tools

EDUCATION:

B.A. Art History and Visual Culture 5/2013 | San Jose State University, San Jose, CA
Coursework: Art History, Industrial Design, Journalism, Mass Communications
Honors and Awards:
- Barracuda Big Fish 2016 Achievement Award
- San Jose State University Dean's List Scholar
- Graduated Cum Laude 5/13

Technical Skills:
- Highly proficient with Excel including advanced formulas, pivots and Salesforce add-ins.
- Software development life cycle, build and deployment planning.
- End to end understanding of the Quote-to-Cash process and best practices for usability and velocity.
- Strong Salesforce CPQ experience including implementation, training and change management.
- Experienced with full suite of Microsoft suite (Office, O365, OneDrive, SharePoint).
- Solid understanding of Google Apps including G Suite administration and AppScript and Google Appmaker.
- Familiar with Google Cloud Platform (Cloud SQL, GCE, IAM, BigQuery)
- Experienced with a variety of BI products and suites (Tableau, Looker, Google DataStudio, Re:Dash).
- Proficient with JIRA, both user and project admin operations.
- Capable background in software development planning and project management experience.
- Able to work cross functionally and manage small to medium teams on tight project deadlines.
- Proficient with establishing scalable and sustainable processes to maintain accurate data between systems.
- Experience with training users on complex tools via live presentations, webinars, and one-on-one trainings.
- Basic Salesforce administration including metadata, data loads, and exports.
- Proficient with SQL (MySQL, Postgres, Microsoft SQL).