# **Eilbera Mansour**

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**Professional Experience**

**Product Manager** | Fremont, CA May. 2018 – Present

*SYNNEX –* HPI - Printing and Supplies PM

* Manage product launches, programs, and go-to-market strategies with the vendor.
* Develop new strategies with the vendor based on the reseller's feedback to win market share.
* Design analysis models and make recommendations based on a strategic understanding of the data and implicit factors.
* Oversee inventory management, ordering with the vendor, and planning future deals.
* Launch new products while figuring out the timing for phasing out the end-of-life products.
* Write up a new end-to-end B2B RMA process, and execute it with the vendor, resellers, third-party riggers, and customer service team.
* Attend reseller visits and understand how to fit the product around the reseller's needs.
* Train new sales representatives and field representatives weekly on product features, advantages, benefits, and latest promotions.
* Collaborate, communicate, and coordinate with the sales team, software team, vendor, reseller, end-user, and buyer.
* Plan new marketing promotions to give resellers an incentive to purchase.
* Define and analyze data to strategize how to decrease aging while keeping healthy weeks of stock.
* Full P&L responsibility for $90MM/year line.

**Financial Analyst |** Menlo Park, CA Oct. 2017 – May. 2018

*JLL*

* Performed financial analyses, including cash flow and Profit & Loss projections with complex lease and financing structures and sensitivity analyses.
* Created Excel-based analytical tools, including macro-enabled financial models.
* Prepared offering materials for new or existing assignments and pursued utilizing useful work planning capabilities.
* Gathered and evaluated economic, demographic, and real estate market data for input into client deliverables and valuation models.
* Read and review real estate documents (i.e., leases, environmental, and engineering reports) and prepare abstract reports for clients and prospective clients.
* Reviewed and analyzed the client's quantitative portfolio data, legal documents, and other material.

**Administrative Assistant** | Santa Clara, CA Oct. 2016 – Jun. 2017

*Newmark Cornish & Carey*

* Prepared memorandums, letters, proposals, charts, tables, and other documents using various software packages.
* Coordinated with staff, creating complex correspondence, spreadsheets, and presentations for projects.
* Scheduled and organized meetings, conference calls, site reservations, and attendance confirmations
* Prepared confidential reports and project-specific correspondence for ongoing sales and investment packages.

**Education**

**San Jose State University,** College of Social Sciences*May 2017*

*Bachelor of Science, Major in Economics*

GPA: Major: 3.9, Cumulative: 3.6

**Skills**

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| * Research and trend analysis
 | * Project management
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| * HTML, CSS, Python
 | * Strategic planning
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| * B2B
 | * Troubleshooting
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| * Product development
 | * Financial modeling & forecasting
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**Achievement and Awards**

* Dean's list, San Jose State University Fall 2013- May 2017
* Won Pan American Championships & San Francisco Championships, Brazilian Jiu-Jitsu March & November 2014