MANOJ YADAV

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- Dynamic leader with **18+ years** of experience in analytics and web development across multiple industries
- Recognized as a vital liaison between Business and Engineering
- **MBA** from **UCLA Anderson**
- **10+ years of management experience** as Director, Web Development Manager, Product Manager, and Project Leader

PROFESSIONAL EXPERIENCE

facebook.com   2017-Present
Head of Data Analytics, Community Operations
- Built and grew the CO data analytics team by 150% and managed in 3 locations, CO is the faster growing department in facebook with an annual budget of $220M growing to over $770M next year
- Turned a group of high performing individuals into a strong team, set-up processes and structure for redundancy
- Helped forecasting and ramping up of 3000 reps across 5 different locations spread across the globe
- Implemented changes and introduced processes to help scale the support of the team as the entire Org grows

Redbubble.com   2014-2016
Head, Data & Analytics
- Helped the company raise over A$50M in funding and going public on the ASX(Sydney, Australia) by building data collection and reporting tools, created a comprehensive BI/DW solution for the company
- Built and grew data analytics team to 7 members that work cross-functionally and collaborate with all departments
- Saved A$200K in CS staffing in Q4 of 2015 by creating a staffing model using predictive analytics and forecasting

Director, Business Operations (Analytics)   2012-2014
- Optimized processes and monitored trends that have led to over A$2M in savings in just the last year
- Led implementation of Netsuite that streamlined the accounting and was a critical part of the company
- Managed Customer Service and Fraud team of over 30 people located in 3 locations which led to response time dropping to under 4 hours from over 24 hours by streamlining processes and removing redundant touch points
- I switched our shippers to a more cost-effective provider that led to savings of over A$1.2M in under 12 months

It Dependz, Inc.   2009-2012
Principal Consultant
- Built consumer facing web applications and streamlined business processes in order to help clients with their online strategy
- Advised four technology start-ups in building their technology stack and preparing for launch, one of them got acquired by an investor 10 months later

AccountMaven.com   2008
Director of Development
- Co-Founded a SaaS website for Channel sales and PRM in less than 3 months; later pivoted to PartnerMaven.com for channel partner management

EarthLink   2005-2007
Web Development Manager
- Led a team of 7 developers designing, updating and maintaining PeoplePC systems (the fastest growing ISP in the country at that point) and the CRM system for customer care.

Deloitte Consulting   2000-2005
Sr. Consultant
- Completed numerous projects for Deloitte including one for the Department of Health Services (Genetic Disease Branch), State of California that won numerous awards.
- Managed large teams with the largest being of 21 developers

Career Note:

Development Team Member, Compuware, Campbell, CA (1999-2000)
Lead Developer & Database Administrator, www.GoDubai.com, Dubai, U.A.E. (1998-1999)

EDUCATION, TRAINING & CERTIFICATIONS

MBA – UCLA (Anderson School of Management) 2011
Bachelor of Technology (Computer Science), Technological Institute of Textile & Sciences, India (1998)
TRAINING & CERTIFICATIONS
- Harvard Management & Leadership Essentials Program– Harvard Business School
- Risk Management and Decision Quality - Stanford
- Business writing – University of California, Berkeley
- Certified PMP (PMI) and CSM Certified Scrum Master (Agile Alliance)

Tools:
- Visualization: R, Tableau, GoodData, RJ Metrics, Periscope, Mode Analytics
- Experience with Data-warehousing, Reports and BI using GoodData, Cognos and SSRS
- Development Tools / Languages: C#, ASP.NET 3.0, Ruby on Rails, ASP.NET MVC 3.0, JQuery, Python
- Middleware / Databases: Oracle8.i, MS IIS 7.0, SQL Server 2008 R2, SharePoint 2010, MYSQL, Pandas, Redshift