

# ERIC SEGEV

**Software Engineer** experienced in building internal tools, APIs, and data systems across Google, Salesforce, and Meta, leveraging expertise in product, operations, and engineering.

## Technical Skills

Languages: JavaScript, HTML, CSS, TypeScript, Python, SQL

APIs: Node.js, REST APIs, Meta Graph, OpenAI, Google Cloud Functions

Databases: PostgreSQL, MongoDB, BigQuery

Tools: Git, Docker, AWS, Vercel, Supabase, Claude Code

## Professional Experience

### GOOGLE

New York, NY

*Product Lead - YouTube*

Sep 2021 - Oct 2025

- Oversaw an API migration to leverage a new internal contracting tool (over 1,000 users migrated), working with cross-functional product and business stakeholder teams to ensure a flawless migration
- Built a tool to extract terms from 4,000+ contracts into a structured database used by operations teams
- Launched contracting support functionality for YouTube Shorts monetization, impacting 6,000 partners

*Strategy Lead - Google Cloud*

Nov 2018 - Aug 2021

- Built & launched a forecasting tool to 250+ sales managers; the tool was used for our bi-weekly forecast process and won a Sales Ops quarterly award for innovation
- Supported annual territory planning for over 1,500 Account Executives with extensive data modeling and executive alignment sessions

### SALESFORCE

San Francisco, CA

*Sr. Manager, Quota & Capacity Planning (QCP)*

Jun 2017 - Oct 2018

- Led the global quota function at Salesforce; oversaw a team of 12 Analysts/Managers supporting sales leaders across all market segments with a sales force of over 10,000 Account Executives
- Obtained \$650,000 in internal funding from department EVP and CIO to build a tool to set sales quotas

*Manager, QCP*

Aug 2016 - May 2017

- Led business side of 50-person cross-functional implementation of a quota planning tool for \$8B sales org

*Sr. Analyst, QCP*

Jun 2015 - Jul 2016

- Built global capacity model while providing regional quota maintenance support during 3x org growth

### FACEBOOK

Menlo Park, CA

*Sales Operations Analyst*

Jun 2014 - May 2015

- Supported sales teams (\$500m annual revenue) with forecasting reports and ad hoc market analysis

### THE NIELSEN CO.

New York, NY

*Associate - Emerging Growth/Product Development*

Aug 2010 - Jun 2014

- Built partnerships with data focused startups in the entertainment sector

## Education

**GENERAL ASSEMBLY, SWE**, 2025

New York, NY

**NEW YORK LAW SCHOOL, JD**, 2010

New York, NY

**SUNY - BINGHAMTON, B.S. Finance**, 2007

Binghamton, NY