

**Léo SEI**

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[www.linkedin.com/in/leosei](http://www.linkedin.com/in/leosei)**Product Manager, Customer Engineer**

I am a driven, very dynamic, person with product management experience, trained in machine learning & network security. I'm seeking a position where I can use my creativity to build incredible products and delight users.

## Experience

- ✓ **Google** January 2012 - Present
  - ▷ **Customer Solutions Engineer - SEEMEA**

1 of 3 engineers supporting the large customers sales organisation (500+ sales supporting \$1B+)

    - Supported complex product integration with 50+ Fortune 100 advertisers with an estimated annual \$20M impact in incremental revenue.
    - Developed tools to improve and optimize sales processes (self support platform, Tag customisation interface) used by more than 1.5K internal active users and saving an estimated 10,000 FTE hours.
    - Designed and developed an automated email program that sends search trends to businesses. Adopted by more than a thousand Fortune 100 advertisers worldwide in a year, it sends 12K emails every weeks and received a “dare to be audacious” Gold award in 2013.
  - ▷ **Product management (“20% project”)**

Helped grow the global performance display business to \$1B in 2013

    - Drove the integration of performance display related feature into the chrome extension ‘Tag Assistant’ spanning 100K external users and 3K internal users. The extension helps sales & customers better troubleshoot issues in the integration of Google tag products and delivered almost 2 millions diagnostics on performance display products in 2013.
    - Developed a test & demo platform for customers & sales to give a better understanding of the performance display products.
    - Involved in product roadmap discussion and proposed a few features who got integrated in the adwords front-end.
  
- ✓ **Netvizio** 2010-2011
  - ▷ **Partner and CTO**

In charge of product development for a 6 persons start-up spanned over Israel and Singapore, working on enhanced videos and connected TVs.

    - Design and implementation of applications for the Samsung Connected TVs in order to close a \$1M deal with the singaporean media company Mediacorp.
    - Design of a middleware solution to compensate for the lack of standards among Connected TVs manufacturers
    - Definition of the developers’ recruitment process & management of a team of 3 developers.

## Education

- ✓ **UC Berkeley, Haas school of business** - Product Management 2014  
Executive education on Product Management.
- ✓ **Imperial College (London)** – Master of Science in Advanced Computing 2009-2010  
Machine Learning, Data Mining, Quantitative Finance, Databases Management
- ✓ **Eurecom Institute (Sophia-Antipolis)** –Master in Network and Security 2008-2009  
Cryptanalysis, Network Security, Minor in Business Management, Strategy & Law
- ✓ **Telecom ParisTech (Paris)** - Bachelor & Master in Engineering 2007-2010
- ✓ **Preparatory classes** for French ‘Grandes Ecoles’ 2005-2007

## Languages

French (Mother Tongue)

German (B1 certificate from Goethe Institute)

English (fluent)

Hebrew (conversational)

## Others

- ✓ Music: Soloist at the Opera and singer in musicals at the National Music School of Montreuil (1998-2000). Piano, Saxophone, Drums. Music Theory Certificate
- ✓ Concerts and shows planner at the "Big Night" of Telecom ParisTech
- ✓ Chief Editor of the school newspaper
- ✓ Sport: rugby, swimming, sailing and horseback riding (level 6 of 7)