
GRADUATE STUDENT

RESEARCH | ENERGY ECONOMICS | PROJECT MANAGEMENT | CROSS-FUNCTIONAL COLLABORATION
ENVIRONMENTAL POLICY | ENERGY TECHNOLOGY | DATA ANALYSIS & INSIGHTS | PROBLEM SOLVING
ENVIRONMENTAL SCIENCE | RENEWABLE RESOURCES | SUSTAINABILITY

ADOBE CS | EXCEL | JAVASCRIPT | CSS | POWERPOINT | GOOGLE SUITE | OFFICE 365 ENTERPRISE | HTML | ORACLE BI

AREAS OF EXPERTISE:

- Performing research and data analyses using quantitative methods to inform decisions, policies, and practices.
 - Providing project management and execution support to sustainability/CSR initiatives.
 - Designing performance targets, strategies, and action plans in support of organizational sustainability programs.
 - Delivering a strategic approach to resolve problems, building success-oriented cultures, and managing complexity.
 - Communicating to establish clarity, alignment, and purpose—fluent in both English and Spanish.
 - Establishing and nurturing internal/external relationships to achieve business goals (sales, business development).
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EDUCATION & CERTIFICATIONS

B.S., ENVIRONMENTAL ECONOMICS & POLICY | UNIVERSITY OF CALIFORNIA, BERKELEY

—STUDY ABROAD | PONTIFICIA UNIVERSIDAD CATÓLICA DE CHILE (Six-month Immersion & full academic course load in Spanish.)

—STUDENT REPRESENTATIVE | COLLEGE OF NATURAL RESOURCES

—ALUMNI ASSOCIATION BOARD MEMBER | COLLEGE OF NATURAL RESOURCES

PYTHON PROGRAMMING & DATA STRUCTURES | EDX (MICHIGANX)

WEB DEVELOPMENT HTML & JAVASCRIPT CERTIFICATION | HANDS-ON TECHNOLOGY TRAINING (HOTT)

SUCCESS SNAPSHOT

- **Researched and developed a multiphase, scalable project plan for a new agricultural sustainability initiative, Blue Planet, with Fundación Chile**, defining the sample selection and methods for criteria selection, and investigating agricultural methods and available resources to generate a region-specific strategy to reduce resource expenditure.
 - **Assisted in project budget, proposals, and grant development for Fundación Chile**, curating sustainability content for submission to nonprofit organizations, such as the Bill & Melinda Gates, and Rockefeller Foundations.
 - **Managed the development and delivery of a website in 15 days—for a new online media start-up company**, partnering with developers and external counsel—to meet a critical trademark deadline.
 - **Identified and nurtured relationships to drive sales of business intelligence and analytics technology solutions at Oracle**, exceeding quota targets as a Senior Business Intelligence Consultant.
 - **Led UI-design and development teams in the execution of roadmap functionality for a new online media website**, improving the customer experience, and communicating actions and changes between designers and developers.
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PROFESSIONAL EXPERIENCE

FRESHNESTERS.COM

Jan 2019—2020

WEB DEVELOPMENT & USER EXPERIENCE MANAGER

Provided leadership and direction to designers and developers—to start-up and launch a family-owned online media company to provide empty-nesters with a space to reminisce on their past, and enable them to move into their future—through a process called “Reflect Forward.” Partnered with external counsel, and managed a \$30k budget.

- **Managed the copyright, patent, and trademark compliance processes for Freshnesters.com**, evaluating pictures and images to ensure standards are met and zero infringements.

- **Overcame challenges associated with launching a website within 15 days**—with lead developer out for five days, leading the back-end development and design, and partnering with external counsel to ensure compliance.

ERIC WIESER

PAGE 2

PROFESSIONAL EXPERIENCE (CONTINUED ...)

ORACLE CORPORATION

Feb 2016—2018

ACCOUNT PROGRESSION REPRESENTATIVE (Oct 2017—2018)

SENIOR BUSINESS INTELLIGENCE CONSULTANT (Feb 2016—2017)

Identified contacts at assigned accounts to initiate contact and sell cloud-based technology solutions for business intelligence and analytics. Identified and qualified opportunities, for hand-off to a sales rep— remaining actively involved with the customer and field rep through the sales cycle. Promoted to re-establish and nurture customer leads stalled in the pipeline—to further qualify and close.

- **Nurtured relationships with up-market and enterprise-level business customers**, calling on existing analytics pipeline with the goal of re-engaging and progressing opportunities through the sales cycle.
- **Exceeded quota targets for two consecutive quarters (145% and 102%)**—following a transition from a utility to a mapped-territory model, developing a strategy to identify and connect with Fortune 100 company leaders.

FRESHNESTERS, Danville, CA

Dec 2014—Feb 2016

WEB PROJECT MANAGER

Reported to the Founder and CEO challenged to lead resources and projects. Served as a technical liaison to developers and designers—overseeing requirements definition, creative design, content curation and development, production, and launch.

- **Partnered with web designer in the definition of an external website—look/feel and functionality**, acting as a technical liaison to senior management, and driving completion of project deliverables with website developer.
- **Performed broad research in support of core branding concepts related to market segmentation, target user profiling, SEO, social media, content resource providers and key influencers**, increasing website relevance for target users and increasing engagement of empty-nester market segment.

FUNDACIÓN CHILE, Santiago, Chile

Sept—Dec 2014

RESEARCH SPECIALIST | INTERN

Selected from an international candidate pool challenged to perform research and assist in the planning and development of a new sustainability initiative—Blue Planet.

- **Researched and developed a multiphase, scalable project plan for a new agricultural and energy sustainability initiative**, defining the sample selection of rural communities globally, and methods for criteria selection, problem identification, field research, product development, post-analysis, and implementation.
- **Introduced the Director of Fundación Chile to the Assistant Dean of the College of Natural Resources at Berkeley**, promoting joint collaboration, and future internship opportunities for undergraduate students.

UNIVERSITY OF CALIFORNIA, BERKELEY

2013—2014

UNDERGRADUATE RESEARCH ASSISTANT & TEACHER'S AIDE | COLLEGE OF NATURAL RESOURCES

- **Performed historical research under Dr. Castillo to determine effects of drought on corn and soy in Africa**, creating an abstract that was used as part of a grant proposal submitted to the Bill & Melinda Gates Foundation.
- **Managed the grading of homework assignments and lab and mid-term exams** for the Researcher & Lecturer of Environmental Policy & Management course, ensuring accuracy and on-time delivery.
- **Led a content and design update of [Dr. Castillo's web site](#)**, acquiring the necessary knowledge and skills for Adobe Dreamweaver to execute changes.

PROFESSIONAL EXPERIENCE (CONTINUED ...)

CLARITY CONSULTANTS, Campbell, CA

2009—2011

MARKETING DATABASE SPECIALIST

Full- and part-time, remote, summer assignment to perform online research for marketing and sales leads. Updated data, formatted contacts list, and ensured quality and accurate information.

- **Mined data, performed research, and identified and delivered up to 200 qualified leads per week**, achieving an average data validity score of 96% to 98.5%.
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AWARDS**U.S. FREEDOM CORPS—THE PRESIDENT’S VOLUNTEER SERVICE AWARD (2007—2011)**