

Brett Goodman

+1 914-589-2533 • brettgoodman11@gmail.com • linkedin.com/in/brettgoodman11

EXPERIENCE

Yext | Technical Partner Manager

New York, NY | Oct 2024–Present | Promoted from Associate TPM, Oct 2025

- Own strategic relationships with Google, Apple, Microsoft Bing, Yelp, and other major platforms, leading weekly partner calls, executive meetings, presentations, negotiations, and escalations.
- Led two Google redirect integrations from discovery and technical specification through launch, generating **\$2.8M in new ARR**.
- Spearheaded a 0→1 Apple Maps reseller offering, aligning partner capabilities with customer needs and unlocking social posts, analytics, and enhanced branding; supported **\$10M+ in upsells and renewals**.
- Manage priorities and requirements across 65+ integrations supporting **45M+ business listings and 200M+ reviews**, balancing customer impact, partner needs, technical feasibility, and revenue.
- Supported 20+ enterprise sales and renewal cycles, including multiple \$1M+ opportunities, by leading partner-side feature development and coordinating three-way customer, Yext, and publisher workstreams.
- Redesigned integration monitoring with Python, SQL, Snowflake, and Nomad, achieving 100% observability coverage and improving incident response across the integration portfolio.
- Led healthcare integration strategy and data-model changes for WebMD, Zocdoc, and Healthgrades, serving 20% of customers while meeting HIPAA and GDPR requirements.

Curinos | Associate

New York, NY | Mar 2024–Oct 2024

- Analyzed \$1T+ in retail deposits for financial institutions including Wells Fargo, U.S. Bank, and BMO; insights informed client pricing, acquisition, and retention decisions.
- Built decision-tree and random-forest models to forecast deposit growth and attrition, then translated findings into executive presentations and actionable recommendations.

ADDITIONAL EXPERIENCE

Amazon — Technical Program Manager Intern | Greater Seattle Area | May–Aug 2023

Crowded — Product Management Intern | May–Oct 2022

EDUCATION

University of North Carolina at Chapel Hill — Kenan-Flagler Business School

B.S. Business Administration; Data Science Minor | Dec 2023 | GPA: 3.88 | Highest Distinction; Honors Carolina; Dean's List

SKILLS

Technical: Python, SQL, Snowflake, REST APIs, gRPC, Postman, Grafana, Nomad, data modeling, Java (working knowledge), AI-assisted development

Business: Strategic partnerships, enterprise stakeholder management, technical discovery, executive presentations, negotiations, escalations, go-to-market strategy, analytics