

Enoch Council

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EDUCATION

BRIGHAM YOUNG UNIVERSITY, MARRIOTT SCHOOL OF BUSINESS

Master of Business Administration, Finance Emphasis, 167 GRE Quant, 161 Verbal

Apr 2027

Provo, UT

- Presidential Full Tuition Scholarship Recipient, co-founder of Social Impact & Sustainability MBA Club

BRIGHAM YOUNG UNIVERSITY

Bachelor of Science, Neuroscience, 3.92/4.00 GPA, 34 ACT

Apr 2020

Provo, UT

- Heritage Full Tuition Scholarship Recipient, Neuroscience Club President & Secretary

EXPERIENCE

WORKDAY

Apr 2024 - Jul 2025

Production Readiness Manager

Salt Lake City, UT

- Ensured 100% on-time project delivery across 4 concurrent transformation events by leading end-to-end planning sessions with enterprise customers, implementation partners, and internal product teams
- Reduced late engagements by 25% after analyzing 2 years of data and developing a new automated process

QUALTRICS

Jul 2020 - Mar 2024

Technology Consultant (Jul 2021 - Mar 2024)

Provo, UT

- Advised 15+ enterprise clients (8 in Fortune 500) on a \$10M ARR portfolio, designing programs to reduce employee attrition costs and drive operational efficiency in hiring and onboarding
- Delivered \$500k in annualized cost savings by re-engineering project management processes for a 35-consultant team and deploying a standard solution that increased billable-hour efficiency and team capacity
- Drove a 150% increase in a key client's customer satisfaction score over 6 months by prioritizing the customer relationship and high-quality deliverables, resulting in a six-figure expansion of implementation services
- Reduced new hire onboarding time by 20% by creating new feedback workstreams and a mentorship program, accelerating new consultant project readiness and increasing team capacity to take on additional client work

Pre-Sales Consultant (Mar 2022 - Apr 2023) (temporary voluntary assignment)

- Contributed to over \$6 million in revenue by leading advanced product trials for existing enterprise customers and new prospects, including 3 Fortune 100 firms and several US Federal government agencies
- Increased team project pipeline by designing and distributing pre-sales enablement materials to 100+ AEs

Product Specialist (Jul 2020 - Jul 2021)

- Reduced email ticket resolution time by 15% for API issues by improving the customer ticket creation process
- Exceeded team performance targets by 5% for customer satisfaction by effectively leading a 7-person Integrations/API support team, managing all onboarding, training, and daily ticket queue operations

BYU KELLY LABORATORY

Aug 2018 - Jul 2020

A world-renowned analytical chemistry lab in advanced protein analysis technology

Provo, UT

Engineering Research Project Leader (part-time student job)

- Cut the cost of a sample preparation platform by ~90% by developing and testing a new system
- Published a research paper as first author for the above-mentioned project in the journal *SLAS Technology*

LEADERSHIP

- Promoted sustainability by starting a recurring cafeteria initiative as co-chair of the Qualtrics Green Team
- Empowered 100s of youth by teaching leadership classes as part of 700+ volunteer hours at the YMCA
- Lived in Taiwan 2 years volunteering full-time in a church service mission – developed Mandarin Chinese fluency and was responsible for the training, performance, and administration of 184 other full-time volunteers

SKILLS & INTERESTS

- Building AI-powered products leveraging n8n, Claude Code, Coda, MCPs, and APIs, including an agentic job search system and a Canvas LMS AI Agent
- Technical: Qualtrics, Python, API integrations, Splunk, Sumo, Coda, Smartsheet, SQL Basics
- Completed a 600+ hour restoration of a 1979 travel trailer in August 2025, then took it to Yosemite to camp