



CITY HALL • ONE CITY HALL PLAZA • OAKLAND, CALIFORNIA 94612

Office of the Mayor  
Honorable Sheng Thao

(510) 238-3141  
FAX (510) 238-4731  
TDD (510) 238-3254

Letter of Appointment

January 16, 2024

Dear President Bas and members of the City Council:

Pursuant to City Charter Section 601, the Mayor has appointed the following persons as members of the following board or commission, subject to City Council confirmation:

**Community Policing Advisory Board**

**Samuel Dawit**, to serve a three year term as a Mayoral representative on the Community Policing Advisory Board beginning March 25, 2021 and ending March 24, 2024, filling the seat previously held by Yonas Gebremecael.

Thank you for your assistance in this matter.

Sincerely,

Mayor Sheng Thao

**Profile**

Samue

First Name

A

Middle Initial

Dawit

Last Name

[Redacted]

Email Address

[Redacted]

Street Address

[Redacted]

City

[Redacted]

Suite or Apt

[Redacted]

State

[Redacted]

Postal Code

**What City Council district do you live in?**

District 6

[Redacted]

Primary Phone

[Redacted]

Alternate Phone

Postman

Employer

Ecosystem Manager

Job Title

**Which Boards would you like to apply for?**

Community Policing Advisory Board: Submitted

**Interests & Experiences**

Please tell us how your qualifications and participation will relate to the requested board and/or commission's mission.

As a lifelong resident of Oakland (26 years) I am invested in the city's state of affairs and development. While attending San Francisco State University I served as the lead undergraduate law clerk for the law office of John Burris where I was intimately exposed to the relationship between the police and the community. Being on the other end of needing Police and city assistance and not receiving urged me to put myself in a position to help others who face the same predicament. While I may not have the pedigree of having served on other city boards, I do stand ready and willing to be the change I want to see and to hopefully make some meaningful change in the community which I love and live.

*Please submit your resume or curriculum vitae. You may upload a document. (A Word format is preferred.) Alternatively, you may paste the text of your resume in the field provided below.*

[City of Oak and Samuel Dawit Extended Resume 2023 .docx](#)

Upload a Resume

Please paste the text of your resume or curriculum vitae below.

Samuel A. Dawit

E-mail :

EDUCATION San Francisco State University B.S. in Business Data Analytics (Dean's list). Presidents Leadership Fellow | Forbes Under 30 Organizations: Partnerships Leaders, African American Community Service Agency, Alpha Phi Alpha Fraternity Inc, and The Black MBA. WORK EXPERIENCE Postman | Oakland, CA June 22' - Present Ecosystem Manager - Technology Partnerships Joined Postman as the company's first partnerships IC here and built the partnerships program from scratch, taking it from zero to one. Established and scaled the partnerships program by developing relationships with key enterprise partners, including AWS, GitHub, GitLab, and others. Successfully negotiated and finalized term sheet for co-development of our integration with Azure APIM, resulting in increased user adoption and improved product functionality. Collaborated with Product and Sales teams to identify and address customer needs, leveraging partnerships to close gaps and enhance the Postman product offering. Successfully convinced stakeholders from Sales Engineering, Solution Architects, Revenue Operations, Sales Enablement, and Sales teams to implement Vvun, an integration interest tracking app, improving visibility into partnership opportunities and informing strategic decisions-making. Fiverr | Oakland, CA August 20' - June 22' Senior Product Partnerships Manager Managed new product development lifecycle. From researching, to testing, to tracking metrics, and finally launching new products. Instantaneously reported progress and milestones to Product Leadership. Served as our sole liaison and lead source partner strategy between Fiverr and our 170+ source partners. Sourced and nourished 34 enterprise and commercial new source partners and built dozens of new relationships with existing partners during my tenure. Developed GTM strategies/activities with source partners and escalated P1 and P2 engineering issues to our partners when necessary. Fostered cross-functional alignment with Managers, Directors and VPs across our entire organization to ensure the successful launch of our products. Interviewed, mentored, and trained two partner interns from zero partnership experience to a full-time offer. Zendesk | San Francisco, CA August 19' - August 20' Sales Operations Intern Utilized Salesforce to help generate a pipeline of new revenue leads for Account Executives. Worked with special startups team and GTM operations to target specific accounts. Drove overall growth of new closed won deals by assisting on new purchasing customers via Zendesk Chat. Kaiser Permanente | Oakland, CA June 19' - August 19' Financial Analysis and Consulting Intern Consulted Kaiser's wireless program saving Kaiser approximately \$50,000 a month. Analyzed local medical center, service area, and regional financial reports to locate anomalies and room for improvement. Created, designed and pitched a financial model to migrate three databases into one, which would result in a minimum savings of \$300,000 annually. My project was approved and is currently under construction. Law Offices of John L. Burris | Oakland, CA July 17' - August 18' Lead Undergraduate Case Analyst Analyzed incoming cases and provided briefings to our attorneys. Composed narrative legal claims, document requests and statement of facts. Daily correspondence with clients, attorneys, and judges. Trained in legal research (update 9/29: Given promotion to paid staff clerk). Merrill Lynch | Oakland, CA February 16' - April 16' Portfolio Analyst Intern Mentored in Merrill Lynch's portfolio of investment mechanisms and risk management strategies. Performed various financial analyses, including evaluations. Monitored select stocks and mutual funds. Honors: Forbes under 30 scholar, Presidents Leadership Fellow at San Francisco State, Dean's List Student, California State Legislature Certificate of Recognition and Black Chambers of Commerce of Sonoma Valley Certificate of Excellence. Favorite Quote: "Ease is a greater threat to progress than hardship.... So keep moving, keep growing, keep earning.... See you at work on Monday." - Denise Washington

Please click the acknowledgement below.

Service on City of Oakland boards, commissions, and committees may require filings of the FPPC's Statements of Economic Interest (Form 700). Upon appointment and determination of filing status, I will comply with all filing obligations.

I Agree \*

Samuel A Dawit

# Samuel A. Dawit

## San Francisco State University

### B.S. in Business Data Analytics (Dean's list). Presidents Leadership Fellow | Forbes Under 30

**Organizations:** Partnership Leaders, African American Community Service Agency, Alpha Phi Alpha Fraternity Inc, and The Black MBA.

## WORK EXPERIENCE

### Postman | Oakland, CA

June 22' - Present

Ecosystem Manager - Technology Partnerships

- Joined Postman as the company's first partnerships IC hire and built the partnership program from scratch, taking it from zero to one.
- Established and scaled the partnership program by developing relationships with key enterprise partners, including AWS, Github, Gitlab, and others.
- Successfully negotiated and finalized term sheet for co-development of our integration with Azure APIM, resulting in increased user adoption and improved product functionality.
- Collaborated with Product and Sales teams to identify and address customer needs, leveraging partnerships to close gaps and enhance the Postman product offering.
- Successfully convinced stakeholders from Sales Engineering, Solution Architects, Revenue Operations, Sales Enablement, and Sales teams to implement Vivun, an integration interest tracking app, improving visibility into partnership opportunities and informing strategic decision-making.

### Fivetran | Oakland, CA

August 20' - June 22'

Senior Product Partnerships Manager

- Managed new product development life cycle. From researching, to testing, to tracking metrics, and finally launching new products. I simultaneously reported progress and milestones to Product leadership.
- Served as our sole liaison and led source partner strategy between Fivetran and our 170+ source partners.
- Sourced and nourished 34 enterprise and commercial new source partners and built dozens of new relationships with existing partners during my tenure. Developed GTM strategies/activities with source partners and escalated P1 and P2 engineering issues to our partners when necessary.
- Fostered cross functional alignment with Managers, Directors and VPs across our entire organization to ensure the successful launch of our products.
- Interviewed, mentored, and trained two partner interns from zero partnership experience to a full time offer.

### Zendesk | San Francisco, CA 20'

August 19' - August

Sales Operation Intern

- Utilized Salesforce to help generate a pipeline of new revenue leads for Account Executives.
- Worked with special startups team and GTM operations to target specific accounts.
- Drove overall growth of new closed won deals by assisting online purchasing customers via Zendesk Chat.

**Kaiser Permanente | Oakland, CA****June 19' - August 19'**

Financial Analysis and Consulting Intern

- Consolidated Kaiser's wireless program saving Kaiser approximately \$50,000 a month.
- Analyzed local medical center, service area, and regional financial reports to locate anomalies and room for improvement.
- Created, designed and pitched a financial model to migrate three databases into one, which would result in a minimum savings of \$300,000 annually. My project was approved and is currently under construction.

**Law Offices of John L. Burris | Oakland, CA  
August 18'****July 17' -**

Lead Undergraduate Case Analyst

- Analyzed all incoming cases and provided briefings to our attorneys.
- Composed initial legal claims, document requests and statement of facts.
- Daily correspondence with clients, attorneys, and judges.
- Trained in legal research (update 9/29: Given promotion to paid staff clerk).

**Merrill Lynch | Oakland, CA  
16' - April 16'****February**

Portfolio Analyst Intern

- Mentored in Merrill Lynch's portfolio of Investment mechanisms and risk management strategies.
- Performed various financial analyses, including evaluations.
- Monitored select stocks and mutual funds.

**Honors:** Forbes under 30 scholar, Presidents Leadership Fellow at San Francisco State, Dean's List Student, California State Legislature Certificate of Recognition and Black Chambers of Commerce of Silicon Valley Certificate of Excellence.

**Favorite Quote:** *"Ease is a greater threat to progress than hardship.... So keep moving, keep growing, keep learning.... See you at work on Monday. "* - Denzel Washington

APPROVED AS TO FORM AND LEGALITY



CITY ATTORNEY'S OFFICE

## OAKLAND CITY COUNCIL

RESOLUTION NO. \_\_\_\_\_ C.M.S.

INTRODUCED BY  
MAYOR SHENG THAO

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### RESOLUTION CONFIRMING THE MAYOR'S APPOINTMENT OF SAMUEL DAWIT AS A MEMBER OF THE COMMUNITY POLICING ADVISORY BOARD

**WHEREAS**, Section 601 of the City Charter provides that members of City boards and commissions shall be appointed by the Mayor subject to confirmation by the affirmative vote of five members of the City Council; and

**WHEREAS**, Resolution No. 72727 C.M.S., adopted June 11, 1996, mid amended by Resolution No. 73916 C.M.S., adopted November 4, 1997, which changed the body's status from a Task Force to a Board, establishes that the Community Policing Advisory Board shall oversee, monitor and report at least twice yearly and provide recommendations on community policing to the Mayor, City Council, City Manager, and director of Police Services; and

**WHEREAS**, the Community Policing Advisory Board consists of fifteen (15) members, all Oakland residents, serving three-year terms, three appointed by the Mayor, one by each Councilmember, one by the Oakland Housing Authority, one by the Oakland Unified School District Board, and two by the Home Alert Steering Committee; and

**WHEREAS**, the Honorable Mayor Sheng Thao has appointed Samuel Dawit to serve a three-year term, subject to confirmation by the City Council; now therefore be it

**RESOLVED:** That the City Council hereby confirms the appointment of the following individual to the Community Policing Advisory Board as set forth below:

**Samuel Dawit**, to serve a three-year term as a Mayoral representative on the Community Policing Advisory Board beginning March 25, 2021 and ending March 24, 2024, filling the seat vacated by Yonas Gebremecael.

IN COUNCIL, OAKLAND, CALIFORNIA,

PASSED BY THE FOLLOWING VOTE:

AYES - FIFE, GALLO, JENKINS, KALB, KAPLAN, RAMACHANDRAN,  
REID AND PRESIDENT FORTUNATO BAS

NOES –

ABSENT –

ABSTENTION –

ATTEST: \_\_\_\_\_

ASHA REED  
City Clerk and Clerk of the Council of the  
City of Oakland, California