

CITY OF OAKLAND



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

April 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:

Public Safety and Services Violence Prevention Oversight Commission

Samuel Dawit, to serve a two-year term as the District 6 representative on the Public Safety and Services Violence Prevention Oversight Commission that began April 21, 2023 and ending April 20, 2025, filling the seat vacated by Carlotta Brown.

Thank you for your assistance in this matter.

Sincerely,

A handwritten signature in black ink that reads "Sheng Thao". The signature is written in a cursive, flowing style.

Mayor Sheng Thao

Profile

Samuel

First Name

A

Middle
Initial

Dawit

Last Name

Email AddressStreet AddressSuite or Apt

Oakland

City

CA

State

94605

Postal Code

What City Council district do you live in?☒ District 6Primary PhoneAlternate Phone

Postman

Employer

Ecosystem Manager

Job Title

Which Boards would you like to apply for?

Public Safety & Services Violence Prevention Oversight Commissions - 2014: Submitted

Interests & Experiences

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

As a life long 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 the relationship between the police and the community. Being on the other end of needing Police and city assistance and not receiving it urged me to put my self 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 impact on the community which I live and love.

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_Oakland_Samuel_Dawit_Extended_Resume_2023_.docx](#)

Upload a Resume

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

S [REDACTED]
F [REDACTED] EDUCATION San Francisco State University (SFSU) (2016-2019). 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 August 19' - August 20' 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 July 17' - August 18' 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 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 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

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

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**July 17' -****August 18'**

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**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 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

RESOLUTION CONFIRMING THE MAYOR'S APPOINTMENT OF SAMUEL DAWIT AS A MEMBER OF THE PUBLIC SAFETY AND SERVICES VIOLENCE PREVENTION OVERSIGHT COMMISSION

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, the 2014 Oakland Public Safety and Services Violence Prevention Act (the "Safety and Services Act") adopted by the voters of Oakland, November 4, 2014 in the General Municipal Election creates the Public Safety and Services Violence Prevention Oversight Commission to evaluate, inquire, and review the administration, coordination, and evaluation of strategies and practices mandated by the Safety and Services Act; and

WHEREAS, the Safety and Act specifies that the Public Safety and Services Violence Prevention Oversight Commission shall consist of nine (9) members, one member recommended by the Mayor and one member recommended by each City Council member, with all Commission members being appointed by the Mayor and confirmed by the City Council in accordance with City Charter Section 601; and

WHEREAS, the Safety and Services Act specifies that at least two (2) members will have experience working with service-eligible populations, two (2) members will reflect the service-eligible populations, and two (2) members will have professional law enforcement or criminal justice background while all other members will have general experience in criminal justice, public health, social services, research and evaluation, finance, audits, and/or public policy; and

WHEREAS, the City Council adopted Ordinance No. 13303 C.M.S. establishing that Public Safety and Services Oversight Commission members serve two-year terms, and no more than three consecutive terms; now therefore be it

RESOLVED: That pursuant to City Charter section 601, the City Council hereby confirms the Mayor's appointment to the Public Safety and Services Violence Prevention Oversight Commission:

Samuel Dawit, to serve a two-year term as the District 6 representative on the Public Safety and Services Violence Prevention Oversight Commission that began April 21, 2023 and ending April 20, 2025, filling the vacant seat previously held by Carlotta Brown.

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