Summary

Revenue Operations professional with expertise in HubSpot, process optimization, and cross-functional team support. Proven ability to scale systems, improve workflows, and enable teams to drive revenue.

Experience

RevOps Analyst | 01/2024 - Present

- Co-responsible for the support of the Sales, Marketing, Product Support, Provider Support and Service teams via process improvement, project management, data tracking, and analytics.
- Helped onboard 75 team members into the CRM
- Implemented a robust permission overhaul for 300 team members
- Second RevOps hire in the Org of now 7, helped create crucial processes and implementations for various departments
- Assisted with the onboarding of 3 team members
- Experience leading team members with stakeholder management

Revenue Operations Analyst | 02/2022 - 01/2024

- Helping companies scale by leveraging trusted relationships through service and technology.
- Utilize Hubspot for database management, workflow automation, and reporting builds to support a number of functions including deal reviews, OKR tracking, and team-level analytics
- Co-responsible for the support of the Sales, Marketing, and Service teams at Hunt Club through process improvement, project management, data tracking, and analytics
- RevOps team's first hire, responsible for implementing core processes across the organization
- Experience leading team members with stakeholder management

Sales Enablement and Support Specialist | 11/2021 - 02/2022

- Continued learning of HubSpot and Salesforce
- Led and implemented a HubSpot restructure for the Sales and Marketing teams
- Led HubSpot duties for Sales Team

SDR / Digital Marketing Consultant | 10/2020 - 11/2021

- Assisted with an annual client increase of 145%
- Schedule appointments and demos for Account Executives
- Initiated a company-wide Referral Program
- Assisted with starting and developing Sales Training and Playbook for the Sales team
- First Year ARR of $250k via prospecting
- 125% of quota in first 12 months

Skills

HubSpot, Revenue Operations, Sales Enablement, Process Improvement, Project Management

Education

Thomas Worthington High School
General | 01/2013

Tools

HubSpot | Retool | Asana | Slack | G-Suite | Zapier | CODA