

JORDAN TAYLOR

Revenue Operations Leader

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Video Resume: <http://localhost:3000/view/jordan-taylor-mr6wsoy9>

PROFESSIONAL SUMMARY

Revenue operations leader skilled in building and optimizing systems to transform pipeline into predictable revenue streams. Expertise spans automation-first strategies, metrics-driven insights, and ensuring operational stability during critical sales cycles. Specializes in enhancing sales efficiency and reporting accuracy.

PROFESSIONAL EXPERIENCE

Head of Revenue Operations

Brightpath Software | 2023 - Present

- > Redesigned lead routing and follow-up automation processes, reducing response time from hours to under five minutes.
- > Developed and implemented a unified revenue dashboard, integrating sales and marketing reporting for weekly executive team utilization.

Founder

Automation Studio | 2020 - 2023

- > Created and deployed sales automation bots and analytics workflows for small business clients.
- > Accelerated lead follow-up speed by 40 percent through strategic workflow automation.

KEY ACHIEVEMENTS

- * Grew qualified pipeline by 32 percent through automated lead routing.
- * Reduced monthly reporting effort from three days to three hours.

CORE COMPETENCIES

Revenue Operations | Sales Automation | Analytics | CRM Architecture