

DANIEL SPEISS

Head of Operations & Sales Enablement

East Quogue, NY • 631-745-8686 • daniel.joseph.speiss@gmail.com • [linkedin.com/in/danielspeiss](https://www.linkedin.com/in/danielspeiss) • github.com/ultomotone

EXPERIENCE

Head of Operations & Sales Enablement — BH Capital Funding | Apr 2024 – Sep 2025

- Cut first-touch SLA from hours to minutes and reduced duplicate leads by building a GTM control tower—consolidated 10+ Zapier pipelines (JotForm/EmailJS/Slack ↔ Salesforce) with upsert checks and consent hygiene.
- Delivered \$4.7M funded in 14 months and scaled to 13 active reps by moving from spreadsheets to a low-code Salesforce + Slack/Zapier stack; per-deal admin 20+ min → ~5 min.
- Reduced underwriting handle time 30 → 5 min by shipping 50+ Flows, a modular data model (custom fields/objects), and 20+ automations; added underwriting fields to prevent incomplete submissions; declines down 35%.
- Increased execution discipline with stage-exit criteria, SLA timers, and Salesforce→Slack alerts (breaches, stuck deals, missing next steps, approvals); weekly release notes kept teams aligned.
- Built enablement at scale—Administrative and Sales SOPs (playbooks, scripts, objection handling, lexicon) and a GPT SOP assistant—getting new hires productive in ≤3 days.
- Closed the loop on SMS marketing: cleaned/mapped vendor outputs back to Salesforce (non-native), standardized attribution, and sent qualified events via Facebook Conversions API.
- Ran the operating cadence: executive/manager/rep dashboards, KPIs, forecasting and budget tracking, and an Ops triage Slack channel; managed partner/affiliate onboarding, deal-registration SLAs, and compensation plans.

Funding Specialist — MobyCap | Apr 2021 – Sep 2021

- Averaged \$400K funded/month across 140+ opportunities; ~300 dials/month; ~35% offer rate via tighter pre-qual and lender matching.

SDR — memoryBlue | Oct 2020 – Apr 2021

- ~20 qualified meetings/month; consistent top-of-funnel pipeline with persona-specific messaging and disciplined follow-up.

PROJECTS & COMMUNITY

- Applied Personality Lab (Founder) — 21 members; created PRISM, an original personality model tracking core type identity with oscillating states. Site: prismpersonality.com

EDUCATION & LICENSES

- A.A., Psychology — Suffolk County Community College (2014)
- Active Life Insurance Producer (multi-state)