Daniel T. Kearney
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CAREER EXPERIENCE

Ops Liftoff, Boston, MA   *August 2024 – Present*

Senior Consultant

- RevOps-as-a-Service, helping companies scale their revenue operations with precision and efficiency.
- Offer system architecture, tech stack strategy and implementation
- Process enablement and optimization across Salesforce, HubSpot and Clay
- Provide fractional RevOps leadership to help scale startups

CloudHealth, Boston, MA   *November 2020 – August 2024*

Manager, Business Systems Development

- Product owner of Salesforce, Zoura & Gainsight managing a team of 2 developers, 2 system admins and 1 data analyst contractor (offshore)
- Designed and implemented a process to calculate MRR automatically for finance. Combining usage and subscription data for different contract types, replacing manual offline excel process taking time from 10 hours to 2 hours monthly.
- Enable new SKUs & Routes to Market through VMware to help company achieve 58M to 150M ARR growth from FY2019 – FY2022
- EPIC2 Leader Award (FY22) recipient recognized for being a leader who continuously realizes strategies through transformation and acceleration.

Systems Administrator

- Maintained the Salesforce, Zoura and Gainsight applications, as well as other related 3rd party business applications for internal users (Zendesk, Cloudingo, SalesLoft, etc.)
- Designed, implemented and maintained a complete re-vamp of the way we bill our Partner customers. Worked cross-functionally with engineering/finance to pull usage at the channel level so Partners could see a line item view of their end users
- Provided internal, ongoing system/technica support to BizOps team and 250+ user base.

IBM, Cambridge, MA   *September 2017 – April 2019*

Offering Configurator / Analyst

- Worked on implementation project of Salesforce & Apttus
- Responsible for onboarding 75+ SaaS brands working with offering managers on how to structure and sell their products
- Effectively cut the time for SaaS QtC in half, creating one system for all stages of the customer lifecycle
- Previously, reps used disparate systems with separate logins to retrieve this information.

IBM Resilient Sales Operations Lead   *June 2016 – September 20*

- Continuously improving the sales process through system and process enhancements
- Manage an intern whose primary responsibility is a daily reconciliation process to keep our CRM aligned with IBMs, so IBM Resilient's pipeline is accurately forecasted in SugarCRM
- Oversee sales reporting and analytics and make recommendations to sales management to drive revenue based on data analysis
- Manage technical aspects of HubSpot to generate, distribute and report on leads

Capgemini, Boston, MA   *August 2015 – June 2016*

Senior Consultant

- Facilitated national and international onsite discussions with senior management defining business processes
- Managed team of offshore developers through build of Budget Management Application for pharmaceutical client as a Solution Architect
- Structured, analyzed and visualized an enterprise's current state; design and visualize the future state
- Worked closely with stakeholders to align their objectives with a scalable business solution

Bluewolf, Boston, MA   *June 2014 – August 2015*

Business Analyst

- Worked with different technologies and developed expertise around the Salesforce.com platform
- Understood the business model and translated business needs into process improvement
- Managed client budget with regard to team resources and ROI
- Built consensus across multiple teams - internally and externally

LionBridge Technology, Waltham, MA   *September 2013 – June 2014*

Salesforce.com Administrator

- Maintained system rules, such as auto-sharing and lead assignments
- Database maintenance and cleanup including de-duplication, ownership transfer and imports
- Configured custom reports and dashboards, standard UI options for groups of users

LogMeIn, Woburn, MA   *Winter 2012 - 2013*

Sales Operations Intern   *Summer 2012*

- Supported sales representatives on ad hoc projects to drive revenue growth
- Created dashboards, update reporting, build user profiles in salesforce

EDUCATION

UMASS Amherst Isenberg School of Management // BBA - Finance and Operations Management

SKILLS

Salesforce Certified: Administrator / Developer / Sales Cloud Consultant / Service Cloud Consultant / Advanced Administrator / Platform App Builder / CPQ

Clay Solutions Partner (Artisan) & Certified CRM Enrichment

Certified Apttus CPQ Essentials Level 1 & 2 / Zoura Certified Admin / Gainsight Certified Admin

Microsoft Excel, Steelbrick CPQ, Conga Composer, CRM Fusion Products, HubSpot, Hoopla