

KR

## CONTACT



(123) 456-7890



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LinkedIn | Portfolio



City, ST 12345

## EDUCATION

- BACHELOR OF SCIENCE IN  
INFORMATION SYSTEMS |  
UNIVERSITY OF CALIFORNIA,  
BERKELEY, CA | MAY 2012

## KEY SKILLS

- Sales process optimization
- CRM (Salesforce, Oracle Sales Cloud) administration
- Pipeline analytics & reporting
- Sales training & enablement

# Keith Rogers

## Sales Operations Manager

Analytical sales operations manager with nine years of experience at SAP and Oracle. Proficient in sales process optimization, CRM administration, and pipeline analytics. Reduced sales cycle time by 25% and improved pipeline accuracy by 20%.

## PROFESSIONAL EXPERIENCE

SALES OPERATIONS MANAGER | SAP, NEW YORK, NY | MARCH 2016 - PRESENT

- Optimized sales processes and workflows, reducing average sales cycle time by 25%.
- Administer Salesforce for a team of 100+ users, improving pipeline data accuracy by 20%.
- Designed and delivered sales training programs, increasing rep productivity by 15%.

SALES OPERATIONS ANALYST | ORACLE, SAN FRANCISCO, CA | JANUARY 2013 - FEBRUARY 2016

- Conducted pipeline health analyses and presented weekly dashboards to senior leadership, driving data-driven decision-making.
- Supported CRM data migrations and cleanups, resulting in a 95% data accuracy rate.
- Automated routine reports using Tableau, reducing reporting time by 30%.

## CERTIFICATIONS

- Salesforce Certified Administrator | March 2015