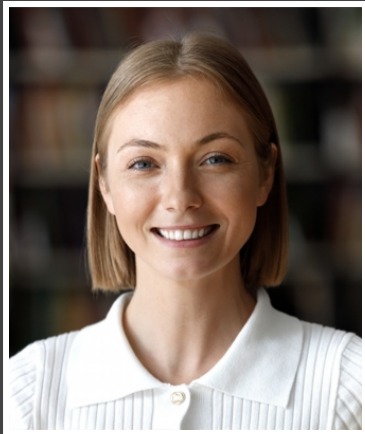




PRIYA ANAND

Director Of Operations

Operations leader recently promoted to Director after four years building the function at a 220-person B2B software company. Focused on revenue operations, vendor management, and the boring infrastructure that lets a company double without breaking.

CONTACT INFORMATION



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Columbus, OH 12345

EDUCATION

- **MBA, OPERATIONS AND STRATEGY, FISHER COLLEGE OF BUSINESS, THE OHIO STATE UNIVERSITY, 2020**
- **B.A., ECONOMICS, KENYON COLLEGE, 2016**

KEY SKILLS

- **Business operations**
- **RevOps and Salesforce administration**
- **Vendor management**
- **SaaS cost optimization**
- **OKR and KPI design**
- **Procurement and controls**
- **Facilities and real estate**
- **Cross-functional program leadership**

PROFESSIONAL EXPERIENCE

DIRECTOR OF OPERATIONS | TETHERLINE SOFTWARE INC., COLUMBUS, OH | 2022 TO PRESENT | 2022 - PRESENT

- Own business operations for a SaaS company that grew from \$18M to \$31M ARR in two years; lead a team of 9 across RevOps, IT, and facilities.
- Replaced a sprawling Salesforce setup with a clean lead-to-cash flow, cutting quote turnaround from 4 days to under 24 hours.
- Renegotiated the top 12 vendor contracts and brought annual SaaS spend down by about 22%.
- Built the first company-wide KPI scorecard reviewed monthly by the executive team.

OPERATIONS MANAGER | TETHERLINE SOFTWARE INC., COLUMBUS, OH | 2020 TO 2022 | 2020 - 2022

- Designed the onboarding playbook used for 60+ new hires during a hiring sprint in 2021.
- Ran the office move from a 12K sq ft lease to a 28K sq ft headquarters on a 90-day timeline.
- Set up procurement controls that closed an external auditor finding on segregation of duties.