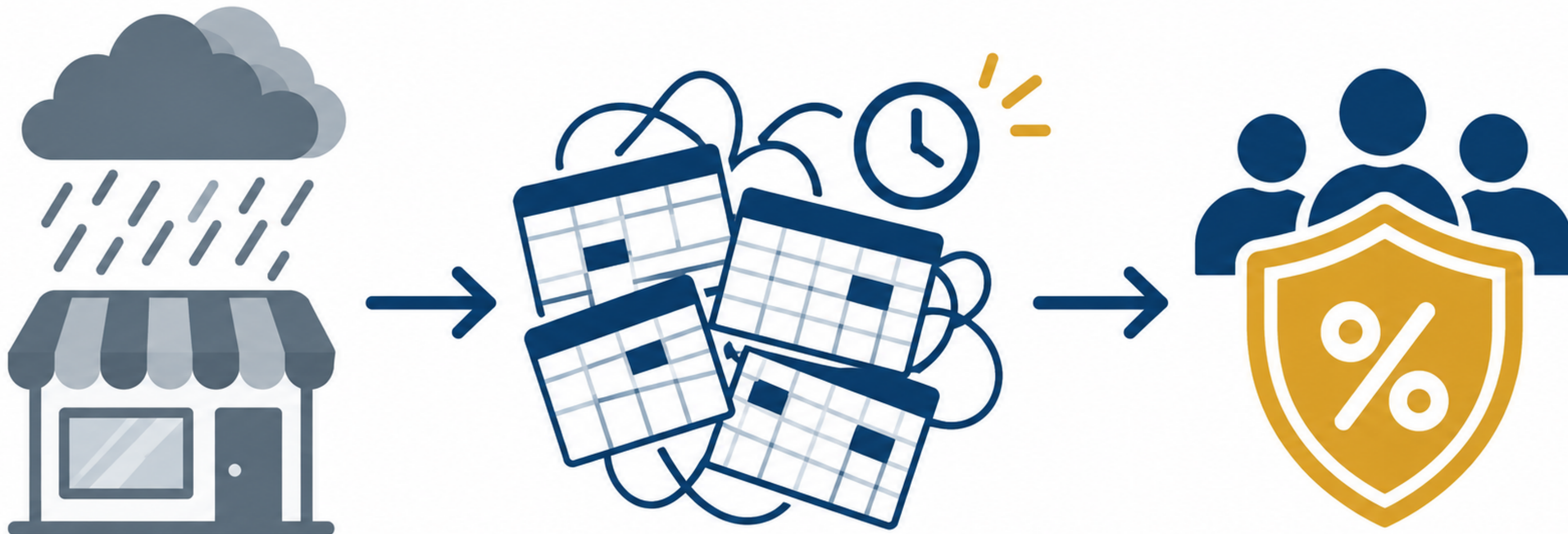


ONE ROLE, MULTIPLE SKILL SETS

Sales Operations touches more than sales.

- Mapped a manual process, step by step
- Translated it into logic IT could build from
- That's requirements gathering, a core Business Analyst skill
- Delivered straight to Finance, with no manual handoff to miss

Sales Ops sits at the intersection of sales, finance, and IT.



Documented a manual quota relief calculation (Tableau, Excel VLOOKUP, pivots) for weather closures, translating it into automation requirements that improved accuracy 29% and protected 90+ managers.