

Dave Gray

grayd500@gmail.com ♦ (512) 333-1426 ♦ Austin, TX

WORK EXPERIENCE

Advantive , Tampa FL	Nov. 2022 – Present
Iceberg Revops , Austin, TX	Feb. 2021 – Oct. 2022
Development Consulting Partners , Chicago, IL	Oct. 2020 – Jan 2022

Business Analyst & Salesforce Administrator

- Elicit requirements from RevOps team leaders to map out and deliver efficient workflow solutions.
 - Prioritize & Multitask RevOps projects & helpdesk tickets for over 25 different SaaS startup firms.
- Identify, analyze & visualize data into actionable insights for improved forecasting & decision-making.
- Create & deliver engaging training materials for adoption and maximization of workflows & tools.

Indio Technologies , Austin TX	Oct. 2018 – Jun. 2020
---------------------------------------	-----------------------

Enterprise Sales Representative

- Initiated & managed relationships with C-Suite executives to generate InsurTech SaaS sales.
 - Exceeded revenue quota for five consecutive quarters at a named “Top-100 World Startup”.

Macmillan Learning , Austin TX	Mar. 2013 – Jul. 2017
---------------------------------------	-----------------------

Client Success Manager & Web Content Author for Economics

- Managed the customer-support help desk for students and professors regarding platform issues.
- Developed Economics content for the web platform, servicing university professors and their courses.

Texas Center Point Veteran Services , Austin TX	Jan. 2011 – Sep. 2012
--	-----------------------

Program Director

- Managed a small team of social workers & administrators providing resources to unhoused Veterans.
 - Oversaw federal and state grant proposal and response.
 - Administered budgets, payroll, calendars, travel, event logistics and donor relations.

Southwest Housing Compliance Corporation , Austin TX	Jan. 2011 – Sep. 2012
---	-----------------------

Data Analyst

- Elicited & managed Sect-8 housing data for submission & forecasting

Mental Health America of Texas , Austin TX	May 2006 – Jan. 2011
---	----------------------

Executive Assistant

- Assisted CEO & staff with document & data management, reception, travel & event schedules

EDUCATION

Southwestern University, Georgetown TX	Dec. 2011
BA Economics	

CERTIFICATIONS, SKILLS & INTERESTS

Certifications: Salesforce Business Analyst & Administrator, Hubspot RevOps

Skills: Data Management, Analysis & Visualization, Verbal & Written Comms, Project Management, Relationship Management, Grants & Development, Critical thinking, Curiosity, Coachable & Adaptable

Platforms: Salesforce, Hubspot, Mailchimp, MS365, Raiser’s Edge, Advanced Excel, Tableau.

Interests: gaming, film, sustainability, volunteering, motorcycles, craft beer (but not at the same time)