

# RICHARD HUDSON

Plano, TX | 214.566.0279 | hudsor01@icloud.com | <https://linkedin.com/in/hudsor01>

## REVENUE OPERATIONS PROFESSIONAL

Revenue operations professional with expertise in data-driven forecasting, process optimization, and cross-functional collaboration. Proven track record of driving revenue growth through analytical insights, partnership development, and strategic operational improvements. Skilled in automating commission management systems, integrating Salesforce workflows, and reducing processing time. Adept at leveraging Power BI and analytics frameworks to enhance revenue forecasting, real-time performance tracking, and KPI monitoring. Delivers streamlined reporting and actionable insights to optimize revenue growth and operational efficiency.

## KEY TECHNICAL SKILLS

ChatGPT | Anthropic Claude 3 | Microsoft Copilot | GitHub Copilot | Google Gemini | Meta Llama 3  
Python | Javascript | React | Next.js | React.js | Salesforce | SalesLoft | Power BI | HubSpot | Workato | PartnerStack

## KEY SKILLS

Revenue Operations | Data Analytics | Sales Support & Operations | Business Analysis | Problem – Solving  
Web Development | Process Analysis & Optimization | Growth Mindset

## PROFESSIONAL EXPERIENCE

**Thryv, Grapevine, TX**

**December 2022 - November 2024**

### Revenue Operations Consultant

- Drove \$1.1M+ revenue growth through data-driven forecasting and optimization strategies while scaling partner network by 2,200%.
- Grew partner network by 2,200% and increased transaction volume by 432%.
- Architected revenue modeling framework in Power BI and Salesforce achieving 95% forecast accuracy across all divisions.
- Transformed commission processes through automation, reducing processing time by 80% and increasing accuracy to 100%.

### Sales Operation Analyst

**February 2022 - December 2022**

- Built automated KPI dashboards driving 28% quota attainment growth across teams and divisions.
- Automated commission management system achieving 100% accuracy and reducing processing time by 73%.
- Improved forecast accuracy by 40% through standardized metrics and reporting frameworks.

### Channel Operations Lead

**March 2020 - March 2022**

- Scaled network to over 300 active affiliates, resellers, and Managed Service Providers (MSPs), maintaining 99.9% data accuracy.
- Reduced onboarding time by 45% through PartnerStack automation and workflow optimization.
- Built scalable infrastructure driving 432% volume growth and 67% faster processing time.
- Implemented real-time analytics framework streamlining performance tracking and reporting.

### Business Systems Specialist

**December 2017 - March 2020**

- Led Salesforce platform integration and automation reducing order processing time by 60%.
- Achieved 95% SLA compliance managing offshore operations team.
- Developed KPI monitoring systems improving revenue visibility and team performance metrics.
- Implemented automated workflows reducing manual processing time by 40%.

### Digital Marketing Associate

**April 2016- December 2017**

- Led digital marketing operations for more than 300 clients across web, social, and search platforms.
- Collaborated with web design team on development and content for more than 200 client websites.
- Implemented Search Engine Optimization and content strategies improving search visibility.

**Texas Army National Guard, Fort Worth, Texas**  
**Information Technology Specialist (MOS 25B)**

**March 2005 - March 2011**

- Managed mission-critical networks ensuring 99.9% uptime for 500+ personnel during combat operations in Iraq.
- Led hardware and software support achieving zero downtime during strategic deployments.
- Maintained \$250,000+ IT equipment inventory with 100% accountability in high-stakes environment.
- Administered battalion-wide Access database systems and managed network infrastructure deployment.
- Executed imaging and system restoration for battalion equipment maintaining operational readiness.
- Built and maintained custom network infrastructure including cable termination and patch panel installation.
- Maintained \$250,000+ IT equipment inventory with 100% accountability in high-stakes environment.

**EDUCATION & CERTIFICATIONS**

**Bachelor of Science (BS) in Business Administration** | University of Texas at Dallas, Richardson, Texas

<b>HubSpot Revenue Operations Certification - HubSpot, Issued</b>	<b>August 2024</b>
<b>SalesLoft Certified Administrator – SalesLoft, Issued</b>	<b>December 2022</b>
<b>Career Essentials in Data Analysis - Microsoft and LinkedIn, Issued</b>	<b>June 2024</b>
<b>Career Essentials in Business Analysis - Microsoft and LinkedIn, Issued</b>	<b>July 2024</b>
<b>Atlassian Agile Project Management – Atlassian, Issued</b>	<b>May 2024</b>