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Taylor Brown

High energy professional specializing in maximizing revenue through building relationships, competitive marketing, and intricate research. Now seeking to contribute my experience, skills, and expertise to cultivate positive change and help organizations navigate the future of their tech stack.

CONTACT

WORK EXPERIENCE



817-948-8954

SAGE INTACCT

*Senior Solution Consultant (NFP, Healthcare) // June 2022 – Present*

*Solutions Consultant (Software and Services) // June 2021 – May 2022*

* Achieved 167% of annual quota for fiscal year FY’22
* Hosted enablement sessions for SCs, Partners and Account Executives covering Sage Intacct Planning, Advanced Reporting, Salesforce Integration and SaaS Billing
* Partnered with Head of Services Marketing to create Product Tour for the Website
* Lead FY’23 strategic Initiative to create a global tax knowledge repository for the global SC and AE Organizations
* Presented at the Recurring Revenue Conference ’22 [The Five Strategies for CFOs to Build Investor- Grade Reporting](https://www.recurringrevenueconference.com/2022-videos)
* Presented three sessions at Sage Transform 2022 over SaaS contracts and Advanced Reporting with attendance over 100+ per session
* Recorded two submissions for Sage Intacct’s 2023 Gartner Magic Quadrant Cloud ERP Service Centric Enterprise
* Created the Advertising, Marketing and Media dashboard view for the Services demo environment to help sell to Media organizations effectively
* Presented live at the Sage Transform 2021 conference demoing advanced reporting

ORACLE+ NETSUITE

*Solutions Consultant (NFP) // January 2021 – June 2021*

*Solutions Consultant Associate // June 2020 – December 2020*

* Achieved monthly quota for NFP team partnering with AEs in SMB and MM
* Performed product learning sessions for BDRs to help with outbounding
* Created two golden demos used in the SC Academy for training
* Mentored associates in the Solutions Consultant Academy providing feedback and guidance for checkpoints
* Provided consulting to NFPs using NetSuite by participating in pro-bono projects during the quarter

University of Texas at Austin, McCombs School of Business

*Lecturer // January 2021 – Present*

* Guided students through Financial Accounting, resulting in a 90% pass rate or above each semester for classes of 40-60 students
* Supervised MPA Student teaching assistants and graders

Social Solutions (VEP)

*Account Executive (NFP) // September 2019 – January 2020*

*Reporting Analyst// June 2019 – August 2019*

* Achieved 100% of monthly quota first two months out of ramp
* Prospected via phone calls, LinkedIn Sales Navigator and email attaining activities goals continuously throughout the quarter
* Improved customer experience by providing analysis that enable attainment of 94% net retention of existing clientele YoY
* Provided forecasting, recommendations, and executive decision support through reporting for the CFO,VP of Professional Services and VP of Customer Success

AMAZON

*Financial Analyst (3PL) // August 2018 – June 2019*

* Drove leadership decision making by providing monthly commentary for the Seller Services Finance VP and weekly metrics to the Seller Services Business VP
* Created output focused forecasts for one-billion-dollar business for three-year plan operating plan one, and quarter guidance

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Taysim1.brown@utexas.edu

Austin, Texas





EDUCATION

**The University of Texas at Austin, McCombs School of Business-** Austin, TX

**Master of Professional Accounting**: **May 2018**

**Bachelor of Business Administration: May 2017**

Minor: Marketing

**ESCP Europe Business School** – Paris, France:

Study Abroad, **Summer 2015**

**Certified Public Accounting Candidate:**

Passed all four parts of the CPA exam, **December 2018**

AWARDS

Top Solutions Consultant of the month May ‘22

Top Solutions Consultant of the month April ‘22

Solutions Consultant Associate of the Quarter December ‘21

SKILLS

Workflow subject matterexpert in Finance, Accounting, and Fundraising for Software, Professional Services and Not-for-Profit organizations.

Proficient in Cognos, Essbase, Oracle Financial Systems, Adobe Photoshop, Tableau, Outreach, Sales loft, and Sales Navigator.

Advanced in MS Excel, PowerPoint, Word, Adaptive OfficeConnect, G Suites, Consensus and Canvas.

Expert in Salesforce CRM, NetSuite, andSage Intacct. Mastery of process improvement, presentations, networking, relationship management and forecasting.