

TURNER JONES

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INDEPENDENT THINKER ~ DATA DRIVEN ~ RELATIONSHIP EXPERT

SUMMARY OF QUALIFICATIONS

- **CERTIFIED AGILE PRODUCT MANAGER** with four years of agile experience executing entire product development lifecycles to solve big customer problems
- **STRATEGIC PROJECT MANAGER** with a proven track record of using time management, and other skills to utilize Salesforce declarative development, and other cloud-based open API software to tackle ambiguous problems for complex clients
- **SKILLED COMMUNICATOR** who collaborates with clients, partners, and executives to navigate technical and non-technical processes and subjects

KEY ACHIEVEMENTS

- *Consulted with 50+ nonprofit organizations using Salesforce, ranging from 5-100 users, and various tools that integrate or extend Salesforce Enterprise including Salesforce Experience Cloud, the Salesforce Nonprofit Success Pack, Salesforce Mobile, FormAssembly, Conga Composer, Apsona for Salesforce, Zapier, and MailChimp.*
- *Instrumental in doubling recurring monthly revenue from 2017-2020 through the analysis, development, and management of additional customer offerings.*
- *Recently delivered a one year, 60+ user Salesforce implementation across nine distinct client-serving programs.*

PROFESSIONAL EXPERIENCE

CommonTeri Services, Inc. | Dallas, Texas

Salesforce Architect and Consultant

July 2017 – Present

- Developed all planning and scoping aspects of large and small software implementations including information gathering, story writing, developing streamlined requirements, and user acceptance criteria by leading meetings and presentations with customer teams and c-suite executives, while working within client financial guidelines.
- Managed the execution of programs development, coordinating the solution design and configuration, testing, and roll-out strategies across multi-dimensional teams using agile principles to be flexible and adaptable to client needs.
- Worked closely with key customers (remote and in person) to develop long-standing relationships as their trusted technology expert. Owned recurring customer case management system including internal team case distribution, troubleshooting, and solution consulting using declarative development, creating customized reports and dashboards, and end-user trainings for continuous customer value delivery and satisfaction.
- Facilitated design and development of Literacy Nimbus, an in-house developed 100% Salesforce native app listed on the Salesforce AppExchange.
- Business operations including accounting, cash flow management, tax planning and compliance, financial reporting, and human resources.
- Steadily increased revenue over tenure and customer count with the strategic development of new recurring revenue streams, and providing excellent customer service.

KPMG LLP | Dallas, TX

Manager, Audit, Alternative Investments

July 2017

Senior Associate, Audit, Alternative Investments

July 2014 – June 2016

- Supervise audit staff and interns to complete financial statement audits and reviews of onshore and offshore hedge funds, private equity funds, fund of funds, SEC Registered Investment Companies, and investment managers in accordance with generally accepted accounting policies in the United States.
- Lead testing of significant audit areas including client investment valuations for Level 1, 2, and 3 securities and derivatives.

- Assess preliminary risk to develop planned audit approach and timing including performing detailed management inquiries and procedural walkthroughs.
- Perform SEC surprise examinations of investment managers pursuant to SEC custody rules for Registered Investment Advisers.
- Instructor for national intern and associate trainings, and international offshore new hire and U.S. rotational programs.
- Expert in firm provided cutting edge data and analytics tools to assist in identifying significant transactions. Used expertise to assist other audit teams in maximizing the tool's capabilities.
- Recipient of KPMG Encore Excellence Awards for high performers.

Senior Associate, National Audit Special Assignment Program Rotation *July 2015 – June 2016*

- Supported public client engagement teams undergoing carve-outs, initial public offerings, and major sales or acquisitions.
- Lead the audit testing of challenging accounting topics including purchase price allocations, software revenue recognition, capitalized software, and group engagement reporting.
- Supported the national audit practice on various special projects by designing national training courses.

Aberg Center for Literacy | Dallas, TX

Accounting and Salesforce Administrator

May 2010 – October 2012

Administered QuickBooks account and Salesforce database, prepared annual reports, budgets, and expense statistics to present to Board of Directors, and researched and prepared materials for grant applications for Dallas nonprofit promoting literacy for adult women.

AREAS OF EXPERTISE

INTERPERSONAL SKILLS: Negotiation | Decisiveness | Prioritization | Listening | Team Leadership | Training | Collaboration | Customer Relationship Management | Complex Problem Solving

TECHNICAL SKILLS: Salesforce Declarative Development | Salesforce Experience Cloud | Salesforce Sales Cloud | FormAssembly | Salesforce Nonprofit Success Pack | US GAAP | Business Development | Adobe Creative Cloud

LICENSES/CERTIFICATIONS

Certified Public Accountant <i>Texas State Board of Public Accountancy</i>	<i>August 2014</i>
Certified SAFe® 5 Product Owner/Product Manager <i>Scaled Agile Inc</i>	<i>December 2020</i>
Salesforce® Certified Application Architect <i>Salesforce</i>	<i>January 2021</i>
Salesforce® Certified Data Architecture and Management Designer <i>Salesforce</i>	<i>January 2021</i>
Salesforce® Certified Platform Developer I <i>Salesforce</i>	<i>January 2021</i>
Salesforce® Certified Sharing and Visibility Designer <i>Salesforce</i>	<i>January 2021</i>
Salesforce® Certified Community Cloud Consultant <i>Salesforce</i>	<i>November 2020</i>
Salesforce® Certified Sales Cloud Consultant <i>Salesforce</i>	<i>November 2020</i>
Salesforce® Certified Platform App Builder <i>Salesforce</i>	<i>July 2020</i>
Salesforce® Certified Nonprofit Cloud Consultant <i>Salesforce</i>	<i>July 2020</i>
Salesforce® Certified Advanced Administrator <i>Salesforce</i>	<i>July 2020</i>
Salesforce® Certified Administrator <i>Salesforce</i>	<i>July 2020</i>
QuickBooks Certified Proadvisor <i>Intuit</i>	<i>July 2017</i>

EDUCATION

Master of Science in Accounting <i>Southern Methodist University, Cox School of Business Dallas, Texas</i> <i>Beta Gamma Sigma Honor Society</i>	<i>2012</i>
Bachelor of Business Administration <i>Southern Methodist University Dallas, Texas</i> <i>Oxford University, Business Internship Program (Summer 2009)</i>	<i>2010</i>

Turner Jones

- Dallas, TX, USA
- DFW Airport, TX, USA

Contact Information

- h81-eax-lwu@mail.dice.com (Preferred)
- 8177814049 (Preferred)

Work History

Total Work Experience: 10 years

- **Salesforce Application Architect and Consultant | CommonTeri Services, Inc**
Jul 01, 2017 - No End Date | Dallas Texas United States
- **Manager, Audit, Alternative Investments | KPMG LLP**
Jul 01, 2012 - Jul 01, 2017
- **Staff Accountant | Aberg Center for Literacy**
May 01, 2010 - Oct 01, 2012 | Dallas Texas United States

Education

- **Masters**, No Dates Provided | Southern Methodist University
- **Bachelors**, No Dates Provided | Southern Methodist University

Skills

- **microsoft office** | 12yrs | 2021
- **accounting** | 9yrs | 2021
- **audit** | 9yrs | 2021

- **software** | 9yrs | 2021
- **quickbooks** | 8yrs | 2021
- **training** | 7yrs | 2021
- **analytics** | 7yrs | 2021
- **derivatives** | 7yrs | 2021
- **financial statements** | 7yrs | 2021
- **investment management** | 7yrs | 2021
- **offshoring** | 7yrs | 2021
- **private equity** | 7yrs | 2021
- **reporting** | 7yrs | 2021
- **securities** | 7yrs | 2021
- **valuation** | 7yrs | 2021
- **internship** | 7yrs | 2021
- **onshore** | 7yrs | 2021
- **policies** | 7yrs | 2021
- **leadership** | 6yrs | 2021
- **qa** | 6yrs | 2021
- **salesforce.com** | 6yrs | 2021
- **implementation** | 5yrs | 2021
- **acceptance testing** | 4yrs | 2021
- **architecture** | 4yrs | 2021
- **business operations** | 4yrs | 2021
- **business requirements** | 4yrs | 2021
- **case management** | 4yrs | 2021
- **cash flow** | 4yrs | 2021
- **consulting** | 4yrs | 2021
- **dashboard** | 4yrs | 2021
- **finance** | 4yrs | 2021
- **financial reporting** | 4yrs | 2021
- **human resources** | 4yrs | 2021
- **information gathering** | 4yrs | 2021
- **program development** | 4yrs | 2021
- **software design** | 4yrs | 2021
- **strategy** | 4yrs | 2021
- **cfo** | 4yrs | 2021
- **configuration** | 4yrs | 2021
- **distribution** | 4yrs | 2021
- **end-user training** | 4yrs | 2021
- **presentations** | 4yrs | 2021
- **taxes** | 4yrs | 2021
- **agile** | 4yrs | 0
- **business development** | 2yrs | 0
- **budgets** | 0
- **fundraising** | 0
- **nonprofits** | 0

- cpa
- networking
- spring

Work Preferences

- Likely to Switch: Most Likely
- Willing to Relocate: Yes
- Travel Preference: Up to 100%
- Work Authorization:
 - US
- Work Documents:
 - US Citizenship
- Desired Hourly Rate: 60+ (USD)
- Desired Salary: 120000+ (USD)
- Security Clearance: No
- Third Party: No
- Employment Type:
 - Full-time

Profile Sources

- FourSquare: <https://foursquare.com/user/1605352>
- LinkedIn: <http://www.linkedin.com/in/turnersjones>
- Facebook: <http://www.facebook.com/turnersjones>
- Twitter: <https://twitter.com/turnersjones>
- Facebook: <http://www.facebook.com/1525620054>
- Dice:
<https://www.dice.com/employer/talent/profile/b3acab623a190fac7336a4ecd8c4e46a851662b2>