

Contact

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www.linkedin.com/in/max-fisher-a8a1054 (LinkedIn)

Top Skills

Leadership

Analytics

Salesforce.com

Languages

Spanish (Elementary)

Hebrew (Elementary)

English (Native or Bilingual)

Certifications

Salesforce.com Certified Admin.

Executive Leadership

Requirements Elicitation: Interviews

Communication Fundamentals

Developing Executive Presence

Honors-Awards

Outstanding Senior in Economics Department

Mach Scholarship Finalist

University Scholar

Dean's List

Max Fisher

Sales Operations Analyst

Austin, Texas

Summary

• An innovative, team-based and results-oriented sales operations analyst with multi-industry experience, specializing in program and project management, proposal review, marketing development, performance metrics, stakeholder relations, Salesforce oversight, and research and analytics. Excels at facilitating organic cross-functional collaboration, achieving an aligned perspective to address core issues and ensure effective output for clients. A proven track record of working directly with accounts to set goals, understand the scope of business, and achieve objectives related to long-term competitiveness. A driven and resourceful producer who provides structures essential to promoting sustained prosperity and growth.

Experience

HID Global

Global Sales Operations, Sales Operations Analyst III

May 2018 - Present

Austin, Texas Area

As a Sales Operations Analyst, I have coordinated requirements discovery and business requirements documentation among our BU stakeholders specifically to implement a bidirectional integration between Salesforce.com and Showpad. I have also lead a forecasting pilot with the goal of improving a forecasting process that is manual, time-consuming, and does not scale with projected sales growth.

TriNet

Business Analyst II

January 2016 - March 2018 (2 years 3 months)

Austin, Texas Area

As a Business Analyst, I worked with our Sales, Legal, Marketing and Finance groups to develop a new proposal to be used by our Sales Representatives in the field to increase sales. This included rewriting key components of the proposal based on user requirements, formulating new marketing materials

that were tailored to each vertical and addressing the individual challenges faced by clients, as well as coordinating the proposal review and acceptance process by C-suite executives and company leaders.

Hewlett Packard Enterprise

HPE Software Sales Platform and Productivity, Salesforce.com Admin
July 2014 - January 2016 (1 year 7 months)

As a Salesforce.com Admin, I worked closely with HPE executive management to use and apply optimization strategies to improve the dashboards used by our business partners. This included building key performance metrics to measure the health of existing and prospective sales territories, including Europe and Asia as well as working with Sales Operations leaders to drive the success of HPE's Salesforce platform.

Syngeros Technologies

Colossus Product Manager
September 2010 - June 2014 (3 years 10 months)
Austin, Texas Area

As Colossus product manager, I consulted with and reported directly to the company CEO to identify and develop new sites for our customers' expansion into new territories. This work involved the screening and analyses of target sites applying both traditional demographic factors as well as locating and applying other, less common econometric data points (for example, home sales, unemployment statistics, advance orders of durable goods) in order to bring macroeconomic data down to the market level to make it more accessible, meaningful and usable for clients. I also worked with USAA to identify 5 target data sets the company could use to improve the predictability of its underwriting models for catastrophic weather events. Other projects included working with Publix Grocery to measure the flow of assets through banking institutions and helping PEPSI Co. evaluate the effect of the economic recession on the health of certain of their product lines.

Office of Congresswoman Sheila Jackson Lee

Summer Intern
June 2006 - August 2006 (3 months)

The Center for Houston's Future

Exxon Mobile Community Summer Jobs Intern

June 2006 - July 2006 (2 months)

Houston, Texas Area

Education

Trailhead by Salesforce

Salesforce.com Certified Administrator 201 · (2016 - 2018)

Trinity University

Bachelor of Arts (B.A.), Majors: Economics & Political Science Minor: Ancient
Mediterranean Studies (Classical Studies Dept.) · (2005 - 2009)

University of Oxford

Towards Bachelor's degree, A- · (2006 - 2006)

Austin Community College

Business Analyst Series

Bellaire High School