

DESMOND JACKSON

PROFESSIONAL CONSULTANT



INDUSTRY EXPERIENCE

- Educational technology/software
- Solar
- Transportation
- Professional athlete

FUNCTIONAL EXPERIENCE

- Billing
- Revenue analysis
- Ad-hoc reporting
- Process improvement
- Data intake/ingestion
- Data cleansing
- Data analysis
- Time management
- Excellent communication skills
- Organization

SYSTEMS EXPERIENCE

- NetSuite
- Suite Billing
- Salesforce
- Microsoft Excel
- Google Sheets
- Power BI
- Dropbox

EDUCATION & CERTIFICATIONS

Bachelor of Arts in Sociology with
Minor in History, University of North
Carolina at Chapel Hill

EXECUTIVE SUMMARY

Energetic and detail-oriented retired professional athlete and revenue operations consultant, supporting clients with revenue, billing, data, analysis, and technology projects. Competed at a high level professionally, traveling the world internationally. Team captain of UNC Men's Varsity Basketball team, contributing to an ACC Championship.

RELEVANT EXPERIENCE

- For two years, Desmond has supported a private equity backed educational technology/software company. The primary functions of the project involved contract entry and data management. Desmond's responsibilities included entering contracts into NetSuite while using Salesforce and Excel to organize and track the information. Additionally, he worked on side projects such as preparing flux reports and annual recurring revenue reports. Desmond also assisted in pulling data samples for the yearly audit to ensure accuracy and compliance. During the project, Desmond made the order entry more efficient when the client transitioned to a subscription-based system in Suite Billing. He helped streamline the process to ensure smoother data input and improving overall workflow.
- Prior to joining Vaco, Desmond served in a revenue operations & sales role with growing solar company, where he effectively managed and maximized potential customer base, prepared accurate customer quotes, submitting timely orders in system, facilitated resolution of customer service issues, maintained and developed new distribution in off-premise accounts, and remained up-to-date industry trends and government regulations.
- Desmond is interested in the intersection of data and analytics. He is studying for the Google Data Analytics Professional Certificate. The program includes over 180 hours of instruction and hundreds of practice-based assessments, which simulate real-world data analytics scenarios that are critical for success in the workplace. Skills gained during the program include data cleaning, problem solving, critical thinking, data ethics, and data visualization. Systems explored include PowerPoint, Excel, SQL, Tableau, and R Programming. Desmond is also taking courses on LinkedIn Learning such as Data Analysis, Business Intelligence, and Data Visualization.

PROFESSIONAL CHRONOLOGY

January 2023 – Present	Professional Consultant <i>Vaco</i>
March 2022 – December 2022	Sales Consultant <i>Johnson Brothers Mutual</i>
August 2016 – January 2022	Professional Basketball Player <i>International locations</i>
August 2020 – October 2020	Material Handler <i>FedEx</i>
May 2019 – August 2019	Youth Sports Referee <i>Silbo</i>