

# Melissa Devillez, CPA

Denver, CO

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**Revenue Transformation & Growth, Operational Excellence, Strategy, Go-To-Market, Audit Expertise, Software Technology Industry Experience, Global Business Relations**

Melissa Devillez is a technology operations and digital transformation executive with extensive expertise in accounting and finance. She has demonstrated success in scaling end-to-end processes globally and been a strategic partner to executive sales leadership by providing a key advisory role in building and expanding their businesses.

As an experienced operations, finance, and CPA professional, Melissa has excelled at identifying process gaps, the solutions, execution, and change management, which has led to successful efforts in revenue & digital transformation. Melissa's background has enabled her to quickly connect her experience and acumen in reviewing financial statements and business models with a resulting impact on strategic decision making. She has successfully built strong partnerships across numerous teams from back office to senior sales leaders and C-suite leadership, which has allowed her to influence key strategic decisions. Her approach to collaboration has allowed for a relationship of mutually respected points of view and an environment that allows for quick feedback, resulting in a healthy level of discussion, active participation, and ultimate alignment with the global leadership team.

Melissa began her 6-year career in external audit and financial statement review in public accounting. Additional experience in finance expanded her focus on GAAP and accounting guidance while reviewing customer contracts for proper revenue recognition of license, support, services, and hardware transactions. During her time at Infor, she created executive leadership team and board presentation content. Melissa's roles in operations at Infor, and current role at Oracle, have allowed for achievement in operational, go-to-market, and strategic excellence across technology sales organizations. Leading initiatives related to achieving long-term cloud-growth goals through strategy & standardization of sales methodology framework, processes, policies, reporting, analytics, and technology have furthered her proficiency in increasing profitability in a global business model with implementation at scale.

Early life on a dairy farm in Southern Indiana led to college in Bloomington, IN and 13 years in Chicago before Devillez adopted Colorado as her permanent home in 2014. This diverse path has allowed her to become more well-rounded to adapt and navigate numerous environments and points of view. Melissa holds a Bachelor of Science degree in Accounting and Finance from Indiana University and maintains an active Certified Public Accountant (CPA) license.



## Relevant Experience

- ▶ 2023-Present, Oracle
  - VP, Sales Excellence
- ▶ 2008-2023, Infor
  - VP, Revenue Transformation
  - VP, Field Operations - Sales, Marketing, and Sales Consulting (Presales, Sales Strategy, Go-To-Market, Value Engineering, Solution Architects)
  - Revenue Recognition
- ▶ 2001-2007, External Auditor, RSM US (formerly McGladrey and American Express Tax & Business Services)

## Credentials

- ▶ BS, Accounting & Finance, Indiana University, 2001
- ▶ Certified Public Accountant (CPA), Illinois, 2010
- ▶ Women's Leadership Foundation - Corporate Boardbound Cohort Member – 2022/2023