

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.

Relevant Business Experience

Oracle: Vice President, Sales Excellence

01/2023-Present

- Leading go-to-market strategy and execution for the North America Financial & Business Services sales team with a focus on industry strategy, industry business development, and industry operations

Infor: Vice President, Revenue Transformation

06/2022-01/2023

- Responsible for strategy and standardization of sales methodology framework, processes, policies, reporting, analytics, and technology for the global sales organization. Driving change management efforts to increase sales efficiencies.
- Leading the implementation of a global sales qualifying methodology, owning the sales planning & go-to-market processes, and leading the business side of a Salesforce CRM implementation.
- Chairperson of the first global Field Advisory Board

Vice President, Marketing Operations

09-2021-06/2022

- Supporting the organization with planning and budgeting, measurement and analytics, data strategy development and management, marketing technology strategy, process design, campaigns, and demand funnel optimization

Vice President, Field Operations

07/2013-08/2021

- Responsible for driving operational excellence in North America Sales Operations for License Sales (Field/Inside) and global Sales Consulting, which includes Solution Consulting (Pre-Sales), Sales Strategy, Go-To-Market, Value Engineering, and Solution Architects
- Driving the budgeting and planning processes with Sales, Finance, and Global Incentive Compensation
- Prepared financial forecasts, designed dashboards for business strategy development, and implemented key metrics to assist in pipeline health compliance
- Partnered with GM and EVP to create a new line of business by steering customer-facing meetings, streamlining internal operations, and managing projects

Manager, Revenue Recognition

01/2008-07/2013

- Reviewed key customer contracts for proper revenue recognition treatment of license, support, services, and hardware as per accounting guidance and GAAP

RSM US: Audit Supervisor

09/2001-12/2007

- Audited, reviewed, and compiled year-end financial statements & employee benefit plans for various clients, with focus on the manufacturing and distribution industries



Education

- ▶ BS, Accounting & Finance, Indiana University, 2001

Certifications

- ▶ Certified Public Accountant (CPA), Illinois, 2010

Board Program

- ▶ Women's Leadership Foundation - Corporate Boardbound Cohort Member – 2022/2023