

Jason Taylor

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SUMMARY

Revenue Operations Analyst with a proven track record of building AI-powered initiatives, optimizing sales operations, and scaling revenue pipelines. Building systems and processes with AI to help sales teams move faster and perform better.

EXPERIENCE

Moore, New York City

January 2025-Present

Revenue Operations Analyst

- Directed the end-to-end management of 25+ major sales proposals, securing a total revenue pipeline of \$10+ Million in Annual Value with a 20% win rate on all directly managed projects.
- Automated the invoicing for our Data Sales team, allowing on-time delivery of audience data deliverables and reducing monthly invoice processing delays by 20% for the finance team.
- Partnered with top-performing sales reps as operational lead, deploying systems that increased meeting volume and bridged the gap between prospecting and close.

AI Projects

Case Study Library:

- Designed and deployed an enterprise-wide case study repository, reducing asset retrieval time by 80% for pitch decks and sales proposals.
- Developed a shareable Claude skill to allow account executives to automate the conversion of QBR results into customer-facing marketing materials.

Automating Sales Proposals with RAG:

- Led product management on an internal GraphRAG tool, translating sales team needs into automated RFP drafts that upheld brand consistency across bids while cutting response time by 50%.

Moore, Washington, D.C.

May - August 2024

Marketing Intern

- Led event attribution modeling for major conferences and corporate activations, delivering data-driven insights to executive leadership that optimized future marketing budget allocation.
- Led event operations, coordinating with vendors and the on-the-ground team to bring the overall conference marketing and sales strategy to life.
- Partnered with the data pillar to translate data product specifications into high-conversion marketing collateral for 5 new product launches.

EDUCATION

University of Maryland, College Park - Master's Degree in Marketing Analytics (3.7 GPA) Graduated Dec 2024

University of Maryland, College Park - Bachelor's Degree in Neuroscience (3.7 GPA) Graduated May 2023

SKILLS

- Technical & AI:** Claude Code, Claude Cowork, RAG, LLM Prompt Engineering & Tooling, CRM Hygiene, Marketing Analytics, Data Modeling & Attribution, Salesforce Administration,
- Core Competencies:** Revenue Operations, Sales Enablement, Process Automation, Budget Optimization