

JANA RZEZNICZEK

Austin, TX | (512) 888-1014 | janarze@gmail.com |

Skilled professional with an ability to communicate authentically with prospects, but also effectively with internal terms to keep processes in place and keep goals and initiatives moving forward. My experience in the Accounting and Finance industry makes the sales process for FinTech products easy and manageable.

EXPERIENCE

March 2020 - Present

Account Executive | Invoiced, Inc | Austin, TX

Field inbound warm leads, build relationships from the initial product demo through contract and implementation handoff. Key in helping build strategy and process for newly developed Sales team, and training new hires. Consistently outperformed quotas between 110%-150% YoY for the last 3 years.

November 2018 – March 2020

Customer Success Manager | Invoiced, Inc | Austin, TX

Oversee all enterprise-level customer implementations; ensures onboarding with minimal disruption of existing processes. Created standard internal implementation process from end-to-end and continued support for all enterprise accounts. Personally manage all customers from project kick off through go-live and continue to support and maintain the relationship through the duration of the contract. Help troubleshoot issues and work closely with users to incorporate process improvements, including advanced process guidance and implementation. Liaise with the development team regarding custom work and bug fixes. Contribute to the sales process and onsite trade shows.

September 2015 – November 2018

Independent Contractor, Accounting | Austin, TX

Intuit certified QuickBooks ProAdvisor for Desktop, Online, and Enterprise. Handled QuickBooks conversion and implementation needs, and any ongoing bookkeeping work including trial balance correction, balance sheet reconciliations, inventory upload and issue management, month end, quarter end and fiscal year end closings.

SKILLS & SOFTWARE PROFICIENCY

- QuickBooks Pro Advisor
- Proficient user in Xero, NetSuite, and Sage Intacct
- Microsoft Office and G Suite – Advanced Excel User
- Salesforce, HubSpot, Teamwork, and other CRMs/Project Management products
- Variety of additional fintech tools
- Accounting and Finance Professional
- Exceptional Communication