

COTYE CURRY

REVENUE OPERATIONS & GTM SYSTEMS

St. Petersburg, FL | 727-580-4961 | curryoperations@gmail.com

cotye.com | linkedin.com/in/ceomarketing

PROFESSIONAL SUMMARY

Salesforce-certified revenue operations professional with experience in GTM technology ownership, deal operations, and sales process improvement. Managed enterprise sales tools at Verizon Connect and supported quoting at Rapid7. Combines product ownership, workflow automation, and analytics across SaaS, cybersecurity, and financial technology.

CORE SKILLS

GTM systems ownership • Salesforce optimization • Agile user stories
Vendor evaluation • Workflow automation • Deal desk and quoting
Revenue reporting • Sales enablement • Cross-functional collaboration

PROFESSIONAL EXPERIENCE

Rapid7

Deal Operations Specialist

Sep 2025 - Aug 2026 | Tampa, FL

- Managed end-to-end Salesforce quote creation, checking accuracy and compliance with company standards.
- Developed billing schedules and commercial language; resolved deal issues with internal teams.
- Used Salesforce, NetSuite, and Gemini to support deal operations and day-to-day problem-solving.

Verizon Connect

Revenue Technology Architect | Product Owner

Dec 2024 - Sep 2025 | Tampa, FL | Contract

- Owned GTM system architecture across Salesforce, Gong, Ambition, Salesloft, Drift, and Qualified.
- Coordinated vendor RFPs, contract negotiations, implementations, and tool decommissioning.
- Wrote and prioritized Agile/Scrum user stories for technical enhancements.
- Documented tool ROI and maintained technology stack compliance across sales territories.

PROFESSIONAL EXPERIENCE CONTINUED

Abacode Cybersecurity

Revenue Operations Specialist

Jul 2023 - Dec 2023 | Tampa, FL

- Automated Salesforce and Microsoft 365 workflows to improve data accuracy and response time.
- Built analytics dashboards and reports using Power BI, SQL, and Excel.
- Standardized RFP, RFI, and SOW documentation; partnered with SOC, marketing, and delivery teams on GTM execution.

Abrigo

Sales Operations Specialist | Advisory Analyst

Jan 2022 - Feb 2023 | Remote

- Streamlined lead qualification, routing, and communication across 100+ sales representatives.
- Optimized Salesforce and SQL-supported processes for quoting and financial proposals.
- Defined revenue and funnel KPIs; built reusable RFP and SOW templates and improved quoting automation.

Benchmark International

Deal Originator | Sales Operations

Oct 2020 - May 2021 | Tampa, FL

- Managed B2B M&A pipeline workflows in Salesforce and HubSpot; used ZoomInfo and SQL for deal origination.
- Improved email marketing workflows and inbound lead tracking.

TECHNICAL SKILLS

CRM and GTM: Salesforce, HubSpot, Gong, Salesloft, Ambition, Drift, Qualified, LeanData

Data and delivery: SQL, Power BI, Excel, Jira, NetSuite, Microsoft 365, Google Workspace

AI tools: Gemini, NotebookLM, Claude, ChatGPT

CERTIFICATIONS AND TRAINING

Salesforce Certified Associate | Salesforce, 2024

Configure Key Integrations; Lay the Foundation for Success | Gong, 2025

Technical Sales Engineering | Careerist, 2023

Careerist internship, Apr - Jul 2023: SaaS case studies, technical demos, quoting, and stakeholder presentations.

EDUCATION

St. Petersburg College | Associate in Business, 2017