

# Elie Rizk

Revenue Operations & Account Executive | SaaS · Fintech · Financial Services

Fully Remote · Global Experience

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## PROFESSIONAL SUMMARY

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Revenue and operations professional with experience across SaaS, Fintech, and Financial Services, combining account execution, CRM ownership, and analytics to support scalable growth. Proven ability to operate autonomously in fully remote environments, partnering cross-functionally across sales, product, engineering, and finance to drive clean pipeline execution, improve Go-To-Market (GTM) processes, and deliver measurable outcomes. Trilingual (Arabic, French, English) with global work experience.

## EXPERIENCE

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### GlobalData Plc.

June 2024 – Present

Account Executive & Rev Ops, Fully Remote

- Owned end-to-end revenue operations dashboards tracking pipeline health, deal velocity, onboarding progress, and KPI performance across three GTM teams, enabling accurate forecasting and executive decision-making in a distributed environment.
- Led CRM operations across HubSpot and Salesforce, standardizing deal stages, improving data hygiene, and enforcing consistent sales processes to ensure visibility and accountability across remote sales pods.
- Supported active deal cycles by coordinating CRM workflows, contract tracking, internal approvals, and handoffs with finance and operations, contributing to predictable execution and clean revenue reporting.
- Acted as a cross-functional operator between Sales, Research, Engineering, and Support to streamline RFPs, customer requests, and client communications, reducing friction and maintaining reliable response times.

### Macalester College — St Paul, MN

October 2020 – April 2024

IT Consultant, Part-Time

- Delivered end-user onboarding and technical support across Linux, macOS, and Windows systems and SaaS platforms for 3,000+ users, operating independently while maintaining consistent service quality.
- Led internal support initiatives and small-scale projects end-to-end, coordinating timelines, stakeholders, and communication across technical and non-technical users.
- Advised users on workflow and system configuration improvements, diagnosing issues and implementing practical solutions while acting as a liaison between end users and technical teams.

### RBC Wealth Management — Minneapolis, MN

June 2023 – August 2023

Solutions Analyst Intern, Advice & Solutions Group

- Managed cross-functional initiatives end-to-end, owning deliverables, timelines, and execution across research, data, and strategy teams, and presenting structured outcomes to senior leadership.
- Redesigned advisor workflows through clearer processes and automation, reducing operational costs by 25% and increasing client engagement by 10%.
- Led a competitive analysis from scoping to delivery, synthesizing insights that informed product positioning and stakeholder priorities.

### MarPam Pharma (Medical Alley) — Minneapolis, MN

October 2022 – February 2023

Economics Scholar and Innovator [[Media](#)]

- Supported commercialization and funding strategy for a novel HIV remission therapy by building predictive revenue and impact models, quantifying over \$1M+ in lifetime societal cost savings per patient and assessing national impact.
- Developed financial models and investor-facing materials focused on health economics and market access, strengthening the market positioning and supporting funding efforts toward clinical research and FDA approval.

**AMMI Risk Solutions — Minneapolis, MN**

January 2022 – December 2022

**Product Analyst Intern**

- Supported product development and deployment of PRISM software for safety-critical environments by analyzing risk mitigation data and collaborating closely with the product team, helping enable rollout to 6 early adopters.
- Executed a product-market fit analysis covering industry demand, competitive landscape, and regulatory constraints, informing PRISM's expansion strategy across U.S. and Japanese nuclear power markets.

**Monicat Data — Minneapolis, MN**

June 2021 – December 2021

**Associate Market Analyst Intern**

- Contributed to growth strategy by identifying and evaluating horizontal expansion opportunities through market research and trend analysis in an early-stage startup environment.
- Executed hands-on growth improvements across UX, CRM, SEO, and content on a React-Shopify e-commerce platform, supporting customer acquisition and engagement.

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**EDUCATION****Macalester College — Bachelor of Arts (B.A) *Magna Cum Laude***

Major in Economics; Minors in Data Science and History

GPA 3.73/4.0

Honors &amp; Awards: John M. Dozier Prizes in Economics, Davis UWC Scholar, Kofi Annan Scholar.

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**SKILLS****Revenue & CRM:** Salesforce, HubSpot, LinkedIn Sales Navigator, Seamless, Highspot, Gong.**Analytics & Reporting:** Excel, Tableau, Sigma, R, Python, STATA, PowerPoint, Asana, Slack, Trello, Teams.**Languages:** Arabic (Native), French (Native), English (Full Proficiency).**Interests & Hobbies:** Mixed Martial Arts, Volunteering, Public Affairs, Music, Sailing, Cuisine, Ski.

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**ADDITIONAL EXPERIENCE****BETA Startup Accelerator Competition, Top 3 — Minneapolis, MN**

November 2024

**Alight x MacExplore 2021 Competition Winner — Minneapolis, MN**

January 2021

**Student Diplomacy Corps — Mexico City, Mexico**

July 2019