

Leila M. Laird

Portland, OR | leilamlaird@gmail.com | (510) 921-4018 | www.leilamlaird.com | linkedin.com/in/leila-laird/

Revenue & Billing Leader

EXECUTIVE SUMMARY

Strategic revenue and billing leader with progressive software-industry experience directing complex revenue recognition, contract analysis, financial-system implementations, and post-acquisition integration. Trusted advisor on ASC 606 and GAAP for high-value, multi-element arrangements exceeding \$10M. Adept at converting technical accounting requirements into scalable operations, cutting contract-review time by at least 25%, reducing manual close workload by 35%, lowering errors by more than 50%, and preserving 100% data integrity through audits. Known for building accountable teams, strengthening SOX controls, and partnering across Finance, Legal, Sales, Operations, and IT to accelerate and safeguard financial reporting.

SKILLS

Leadership & Operations: Revenue and Billing Leadership | Team Development and Direct Management | Process Improvement and Workflow Standardization | Cross-Functional Partnership | Post-Acquisition Integration

Revenue Accounting & Controls: ASC 606 Revenue Recognition | U.S. GAAP | Complex Contract Analysis | Multi-Element Arrangement Review | Month- and Quarter-End Close | Deferred and Unbilled Revenue Reconciliations | SOX Controls and Audit Readiness | Billing Operations

TECHNICAL SKILLS

Oracle R12 Projects Module (Revenue and Billing) | Oracle RMCS (Revenue Management) | Oracle Fusion Billing | Zuora RevPro | Legitt AI | Microsoft Excel | Revenue and Billing Reporting | Financial Systems Implementation

EXPERIENCE

Cloud Software Group

Senior Manager, Revenue | September 2024 – July 2026

- Directed ASC 606 analysis for complex, high-value software and services arrangements, including multiple transactions exceeding \$10M, ensuring defensible allocation and accurate revenue treatment.
- Accelerated cross-functional revenue analysis by 20% through decisive technical guidance, standardized review practices, and tighter collaboration with Finance, Legal, Sales, Operations, and IT.
- Deployed Legitt AI in contract review workflows, reducing processing time by at least 25% per contract while preserving rigor and consistency.
- Designed a credits-and-rebills reporting solution that eliminates fragmented analysis and reduces manual effort by 15%.
- Resolved systemic process risks and translate complex accounting conclusions into actionable guidance for leadership and business partners.

TIBCO Software / Cloud Software Group

Senior Manager, PSG Revenue and Billing | August 2022 - September 2024

Manager, PSG Revenue and Billing | October 2019 - August 2022

PSG Billing Analyst | January 2015 - October 2019

- Led a six-person revenue and billing team, rebalancing close responsibilities to increase productivity and cut error rates by more than 50%.
- Executed a \$5M deferred revenue balance cleanup following major acquisitions and mergers, strengthening the reliability of financial reporting.
- Reduced manual close workload by 35% across multiple acquisitions by standardizing processes, clarifying ownership, and improving merger-transition workflows.
- Shortened training time by 30% by developing repeatable procedures and practical guidance for complex professional-services billing and revenue recognition.

EDUCATION

San Jose State University | San Jose, CA
Bachelor's Degree