

# Leila M. Laird

A results-driven Revenue and Billing leader with over 14 years of progressive experience in the software industry, specializing in revenue management, ASC 606 compliance, and financial system ERP software implementations (Oracle R12, Oracle RMCS, Zuora RevPro). Proven ability to direct and lead teams, spearheading operational excellence initiatives. Expertise includes analyzing complex, high-value contracts and ensuring financial integrity through multiple large-scale corporate mergers and acquisitions.

## EXPERIENCE

### Cloud Software Group, San Ramon, CA

Senior Manager, Revenue (September 2024 - Present)

- Analyzed complex contracts with a focus on allocation and ASC 606 compliance, successfully overseeing multiple high-value deals exceeding \$10M.
- Partnered with cross-functional teams to provide strategic revenue guidance, resulting in a 20% reduction in total analysis time.
- Identified critical systemic flaws in revenue software implementation for credits and rebills; developed and deployed a reporting solution that mitigated process risk and decreased manual effort by 15%.
- Leveraged Legitt AI for automated contract data analysis, reducing contract review processing time by at least 25% per contract.

### Cloud Software Group, Santa Clara, CA

#### TIBCO Software, Inc.

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)

- Validated all standard and non-standard professional services contracts; instituted standardized templates and onboarding procedures that decreased training time by 30%.
- Monitored non-standard revenue recognition and profit margins.
- Executed a \$5M cleanup of deferred account balances, ensuring precise financial reporting following high-profile acquisitions and mergers.
- Directed a team of six analysts, optimizing task delegation to boost productivity while significantly reducing operational risk.
- Orchestrated workload redistribution during peak close periods, increasing team productivity and reducing error rates by over 50%.
- Facilitated internal and external audits by providing comprehensive documentation, maintaining 100% data integrity and SOX compliance within revenue systems.
- Spearheaded simplification initiatives during merger transitions, reducing manual close-process workload by 35%.

### TIBCO Software, Inc., Palo Alto, CA

Education Registrar (June 2012 - January 2015)

- Managed global training logistics for both on-site and remote customer engagements.
- Accelerated training sales and administered partner training credit accounts to drive revenue growth.

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## SKILLS

Direct management and Leadership

Oracle R12 Projects Module revenue and billing

Oracle RMCS Revenue Management and Fusion Billing

Zuora RevPro Revenue Recognition and Billing

ASC606 Revenue Standard

Microsoft Excel

Month and Quarter Close Reporting

Deferred and unbilled reconciliation

Large and small deal contract write up and review

GAAP

## PROJECTS

Implementation of Zuora RevPro and ASC 606 Revenue Standards

Multiple acquisitions and mergers including Citrix, Arctera, Information Builders, Unicon, Device Trust, Strong Networks, Vast Limits

Oracle RMCS and Fusion Implementation

Google Generative AI

Legitt AI

## EDUCATION

San Jose State University - San Jose, CA - 2011, Bachelor's Degree