

Mickey Warner

SUMMARY

Revenue Operations and Data leader who builds the systems, reporting, integrations, and data foundations companies need as they grow. Led RevOps and data initiatives through ARR growth from \$6M to \$30M, with hands-on experience across Salesforce, finance systems, customer success platforms, product data, BI, ETL, and executive reporting. Strong technical foundation in Python, SQL, BigQuery, dbt, cloud platforms, APIs, and statistics.

CONTACT

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EXPERIENCE

SalesRabbit, Lehi, UT — Director of Revenue Operations

MAY 2021 – MAR 2026

- Led Revenue Operations and company-wide data initiatives through ARR growth from \$6M to \$30M, supporting new sales, expansion revenue, and customer retention.
- Owned 20+ major business systems and integrations, including Salesforce, Zendesk, Planhat, Ordway, and related revenue, customer, and finance platforms.
- Built pipelines, automations, and integrations that connected Salesforce, billing, customer success, marketing, finance, and product data for reporting and operations.
- Replaced manual monthly revenue reporting with automated daily reporting, giving leaders a more granular view of revenue movement, customer activity, and business trends.
- Managed ETL, storage, data modeling, and analytics workflows for billions of data points across thousands of datasets.
- Built dozens of executive and functional dashboards, reports, and metrics for leaders across sales, customer success, marketing, finance, and the executive team.
- Improved go-to-market systems and data workflows behind thousands of monthly leads and hundreds of new deals.
- Administered core business systems used by hundreds of employees and helped teams get cleaner data, better reporting, and more reliable processes.

SalesRabbit, Lehi, UT — Operations Manager

JAN 2020 – APR 2021

- Built and maintained operational processes for managing financial data across internal systems.
- Improved data accuracy, workflow consistency, and reporting reliability for finance and operations stakeholders.
- Partnered with cross-functional teams to identify process gaps, automate manual workflows, and create more scalable operating systems.
- Supported the transition from manual operational processes to more structured, data-driven business systems.

Boostability, Lehi, UT — *Data Analyst*

MAY 2018 – APR 2019

- Built, deployed, and maintained machine learning models on AWS to predict customer longevity, churn risk, SEO performance features, and related business metrics.
- Used statistical modeling and data analysis to identify patterns in customer behavior and support business decision-making.
- Developed data workflows and analytical outputs using Python, SQL, and cloud-based infrastructure.
- Partnered with stakeholders to translate business questions into predictive models and actionable insights.

SKILLS

Core Skills

Revenue Operations, Data Pipelines, Business Systems, Salesforce Administration, Executive Reporting, Process Automation, Metrics Design, ETL, Data Modeling, BI, Analytics, Machine Learning, Agentic AI

Technical

SQL, Python, Claude, Codex, R, BigQuery, dbt, Looker, AWS, GCP, Docker, Linux, Bash, Git, APIs

Systems

Salesforce, HubSpot, Pardot, Ordway, Recurly, Zendesk, Planhat, Tray, n8n, Zapier, Stitch, Fivetran

SELECTED PROJECTS

Billing System Migration

Led the migration from Recurly to Ordway, a high-risk billing system replacement involving subscription, revenue, customer, and operational data. Evaluated Ordway from a technical perspective, configured the Salesforce integration, and built data/process flows for analysis, automation, and ongoing billing operations.

Self-registration Flow

Partnered with Marketing and Engineering to design a self-registration flow that allowed smaller customers to sign up without going through the traditional sales process. Built the operational and data flows connecting Salesforce, Ordway, and the application, enabling a more scalable path for low-touch customer acquisition.

Revenue Reporting

Built a daily revenue reporting system using subscription history data to classify ARR changes across new business, upsell, cross-sell, downsize, churn, and pending churn activity. Designed the supporting data infrastructure and logic to identify customer-level ARR changes by day, including the effects of quantity, discount, and list price changes.

EDUCATION

University of California, Santa Cruz — *M.S. Statistics*

Thesis: Comparison and Assessment of the Extremes of Different Types of Climate Model Simulations

Brigham Young University, Provo — *M.S. Statistics*

Thesis: Gaussian Process Modeling of Modern Mass Spectrometry Computer Experimental Data