

Cameron Michael Naish

Online Edition

PROFESSIONAL SUMMARY

Seasoned contract management professional with a background in high-tech, cloud services, and SaaS. Expertise is in team and operational management, KPI analysis and optimization, quality control, communication, process documentation, and system improvement. Thrives on collaboration and creative ideas, and has the ability to handle multiple projects under pressure and tight deadlines.

EXPERIENCE

Oracle America Inc.

Manager, Global Quoting to Contracting Business Process

Oct. 2018 - Present

- Collaborates with regional operational leads to create and verify new process requirements and documentation.
- Manages a team of 3 who are responsible for 500+ cloud, license, hardware, and services process documents for global deal management.
- Develops and implements process improvements, automation, and simplification.
 - Successfully condensed 1,200 process documents into 550 documents with a 30% jump in readership and utilization in 2019.
- Responsible for communicating to over 1,000 people regarding tool updates, system changes, process updates, strategic alignment, KPI reporting, and internal brand cohesiveness.
- Standardizes process to reduce handoffs, rework, and duplication while increasing deal velocity.
- Responsible for yearly process roadmap and playbook, which features dozens of improvement projects that improve the contract assembly process.

Process and Quality Senior Manager for NAMER and LAD

Jan. 2017 - Oct. 2018

- Managed 8 division process owners (DPOs) for over 10 lines of business, including cloud, license, and services.
 - These DPOs are responsible for regionalizing process, managing systems, building collaboration, and conducting trainings.
- Directed a team of 6 who complete 1,200 quarterly audits for accuracy, compliance, and clerical errors for US, Canada, and Latin America contracts.
- Trained over 350 people in best practices in quality, communication, drafting, and development for contract assembly and drafting.
- Analyzed data from contract managers and drafting tools to optimize efficiencies, reduce potential risk and automate process.
- Facilitated Legal engagement process improvement.

Manager, Deal Management

June 2014 – Jan. 2017

- Among the first 5 selected to relocate to San Antonio, TX to develop new shared service center, where now over 500 people work. (Returned to Colorado in October 2018.)
- Aligned team to Oracle's KPIs by improving contract output quality from 80% to 99%, reduced cycle time by two hours per contract, and improved headcount efficiency by 40% in one fiscal year.
- Developed automation processes, resulting in a 30% reduction of first-touch work volume.

Deal Manager, Deal Management

Feb. 2013 - June 2014

- Drafted hundreds of multi-million dollar contracts for companies in North America and Canada.
- Worked closely with multiple Oracle teams, including Revenue Recognition, Legal, Operations, Global, and Compliance.
- Managed the contract assembly process from quote to booking to complete the deal's closure.

Educational Measures

Data Coordinator and On-Site Technical Operator | Educational Measures

March 2008 – Feb. 2013

- Designed and managed software implementation in a production environment for seven Fortune 500 pharmaceutical companies.
- Managed HIPAA data integrity for more than 4,000 grants and analyzed them for optimal business yield.
- Facilitated interactive audience response through multi-platform integration and periodic on-the-fly architecture.

VOLUNTEER EXPERIENCE

- [Be My Eyes](#) volunteer - An as-needed opportunity to assist visually impaired individuals through a camera phone during free time.
- Oracle Pride Employee Network (OPEN) member - Active member in an Oracle employee resource group to bring education opportunities and network events to Oracle employees.
- [Monarch](#) tester - UAT volunteer practicing working with engineers and UI development to help build a powerful personal finance app.
- [Medium.com](#) contributing author - Writer covering food allergy awareness and personal anecdotes.

EDUCATION

University of Colorado Boulder, 2010

Bachelor of Science: News-Editorial Journalism with a minor in Technology, Arts, and Media