Samuel Brandt

Deal Desk Analyst

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Summary

Deal desk analyst with 4 years in SaaS billing and deal desk work, reviewing 120+ quotes a month for pricing, discount and contract terms. Uses Salesforce CPQ and Microsoft Excel for deal structuring and pricing analysis, and keeps quote-to-cash clean for sales, finance and legal.

Experience

Deal Desk Analyst

Sonoran Cloud Software — Phoenix, AZ — 03/2024 - Present

HR and payroll SaaS company with $120M in ARR and 80 account executives.

- Review **120+** quotes a month in Salesforce CPQ for pricing, discounts and non-standard terms within 24 hours.
- Build pricing analysis on multi-year and ramp deals in Microsoft Excel, protecting an average 4 points of margin.
- Coordinate deal structuring with account executives on 35 enterprise deals above $250K a year.
- Manage contract review with legal and finance, cutting average time to signature from 9 days to 6.

Billing Analyst

Saguaro Data Services — Tempe, AZ — 07/2022 - 02/2024

Data backup SaaS company with 1,500 subscription customers.

- Processed **900** monthly invoices and credit memos for 1,500 subscription customers.
- Flagged revenue recognition issues under ASC 606 on 40 bundled contracts each quarter.
- Reconciled billing to booked orders, fixing $210K in mismatches in 2023.
- Mapped quote-to-cash handoff gaps that led to a new order form used company-wide.

Accounts Receivable Intern

Desert Ridge Medical Group — Scottsdale, AZ — 05/2021 - 08/2021

Summer internship in the billing office of a 6-clinic medical group.

- Applied **1,100** patient and insurance payments a month in the billing system.
- Reconciled daily deposits to remittances and flagged 30 unapplied payments.
- Built an Excel aging summary for the billing manager's weekly review.

Education

Bachelor of Science

Arizona State University

Finance

Tempe, AZ

05/2022

Skills

Deal Desk	Salesforce CPQ	Deal Structuring	Pricing Analysis
Contract Review	Revenue Recognition	Quote-to-Cash	Microsoft Excel
Problem-Solving Skills	Communication		