

JASON P. JONES

Solutions Architect & Consultant | Sales Engineer | Systems Architect



Remote | Jackson, MS



(601) – 955-3099



Jasonp.jones@outlook.com



<https://jasonjones.site>

EXPERIENCE HISTORY

Elite | Solutions Architect 4/24 – Present

Intapp | Solutions Consultant 9/21-12/23

Total-Expert | Sales Engineer 5/21-9/21

Elite (Reuters) | Sales Engineer 7/15-5/21

Butler Snow | Systems Architect 6/11-5/15

Wolters Kluwer | Acct. Exec. 6/07-2/11

COMPETENCIES

APIs (REST & ODATA)

SQL | VB | .NET

Scripting (VBS & PowerShell)

Elite 3E

Power Apps

Power Automate

SharePoint

1500+ hours prompt engineering

2000+ hours client facing demos

1,000,000+ lines of code

EDUCATION / ACHIEVEMENTS

BACHELOR'S DEGREE

Mississippi State University
08/1999

OUTSTANDING CONSULTANT

Elite
2024

DEMO TO WIN

Thomson Reuters (Elite)
2021

SALES, TOP PERFORMER

Wolters Kluwer Financial Services
2010

PROFESSIONAL EXPERIENCE (SUMMARY)

SOLUTION ARCHITECT

Elite (Thomson Reuters, formerly)

APRIL 2024– PRESENT

cont'd 7/15-5/21

Guide leaders in choosing financial and practice management tools that support law firms with time tracking, invoicing, workflow automation, accounting, and analytics. The role includes delivering customized presentations and demos, integrating APIs, building Microsoft Power Apps solutions, and creating web portal prototypes. Responsibilities cover shaping go-to-market strategies, speaking at events, using Salesforce reporting, developing AI solutions, handling RFI/RFP responses, working with internal teams, and travelling 25% for client visits.

- Present demos to influence decisions on practice management solutions
- Lead discovery meetings and deliver customized presentations
- Integrate third-party systems via APIs to enhance workflow automations
- Design solutions using Microsoft Power Apps and Automate to improve technology
- Shape go-to-market strategies and demonstrate online payment services
- Speak at Vantage conference; lead sessions on Power Automate, APIs, and OpenAI
- Use Salesforce reporting to drive measurable results
- Develop and design PoCs showcasing API augmentation
- Foster AI integrations to improve time entry and document assembly
- Respond to RFI/RFPs for vendor selection
- Collaborate with Sales, Product, and Services teams to define client needs and solution frameworks
- Travel 25% for client meetings and presentations
- Produce technical documentation for service handoff, sales enablement, training, and scope delivery

SR. SOLUTIONS CONSULTANT

Intapp

SEPTEMBER 2021 – DEC 2023

Modernize and innovate law firms and financial services firms providing collaboration and document management solutions.

SALES ENGINEER

Total-Expert

MAY 2021 – AUGUST 2021

Design customer journeys aligned with business processes for financial institutions. Help mortgage lenders and financial firms select marketing automation tools. Total-Expert provides solutions to build campaigns and automate buyer engagement.

SALES ENGINEER

Elite(Thomson Reuters)

JULY 2015 – MAY 2021

Lead client discovery and deliver strategic solution demonstrations that shape product selection and go-to-market strategies.

SYSTEMS ARCHITECT

Butler Snow

JUNE 2011 – MAY 2015

Implemented SharePoint portal linked to financial management, provided training on key systems, automated onboarding, guided solution choices, managed intranet deployment, and collaborated with senior partners to improve business processes. (Aderant, iManage, eDiscovery)

ACCOUNT EXECUTIVE

Wolters Kluwer Financial Services)

JUNE 2007 –FEB 2011

Drive business decisions and influence financial institution stakeholders towards selection of loan and deposit origination system resulting in purchase of ComplianceOne. Manage 200 accounts across Mississippi and west Tennessee.

- Lead collaboration sessions with compliance officers training on regulatory features
- Facilitate community user group meetings and conferences
- Record opportunities with Salesforce and manage sales pipeline