Jordan McDonley

Account Executive & Consultative Sales

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PROFILE

Consultative seller and former sales team leader with experience in telecommunications, automotive retail, and B2B supply. Combines discovery-led selling, customer needs analysis, CRM follow-up, objection handling, and account-growth thinking with a strong record of revenue performance and team development.

AREAS OF EXPERTISE

Consultative Selling • Discovery & Qualification • Customer Relationships • Account Development • CRM Pipeline Management • Objection Handling • Cross-Selling & Upselling • Training & Negotiation

PROFESSIONAL EXPERIENCE

Automotive Sales Consultant | Weston Kia Buick GMC · Gresham, OR · Aug 2026–Present

Handle automotive sales, customer consultations, inbound leads, trade-in conversations, follow-up, and appointment setting.

Automotive Sales Consultant | Ron Tonkin Acura · Portland, OR · Apr–Jul 2026

Sold vehicles through needs analysis, product presentations, objection handling, and appointment-oriented follow-up; additionally built sales guidance tools for the dealership.

Sales Process Manager | Guttermans Supply · Portland, OR · Aug 2025–Jan 2026

Recruited to develop sales operations and identified opportunities to shift from reactive order taking to customer profiling, broader account penetration, and consultative cross-selling.

Sales Supervisor & Coach | Comcast / Xfinity · Portland, OR · Jan 2020–Sep 2025

Led 15 sales representatives at a time to an average of 107% revenue attainment over five years through consultative-sales coaching and performance management.

Modeled discovery, customer-needs assessment, objection handling, and relevant cross-sell/upsell conversations.

Used Salesforce reporting and customer-interaction data to spot sales opportunities and improve follow-through.

Developed repeatable call flows and sales tools that made proven sales behaviors easier to use consistently.

Sales Representative | Comcast / Xfinity · Portland, OR · Mar 2018–Jan 2020

Sold telecommunications products using consultative discovery, customer-needs analysis, and value-based recommendations; used Salesforce to document follow-up and account activity.

SELECTED SYSTEMS & PROJECTS

- **Sales Conversation Design:** Built guided selling resources and objection-handling materials informed by real customer conversations.
- **Customer-Focused Workflow Tools:** Created training and follow-up resources designed to help sellers qualify needs and move prospects toward decisions.

ADDITIONAL EXPERIENCE & EDUCATION

FUJIFILM — Maintenance / Quality Control (2016–2018) · ON Semiconductor — Equipment Operator / Trainer (2014–2016) · Walmart — Retail Management (2012–2014)

Mt. Hood Community College — general studies coursework; no degree.