Jordan McDonley

AI Solutions, Adoption & Implementation

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PROFILE

Business-to-technology problem solver with five years of sales leadership, extensive coaching and process-improvement experience, and a growing portfolio of AI-assisted software projects. Skilled at discovering operational pain points, defining workflows and requirements, coordinating implementation with AI development tools, and developing user-facing processes and training resources. Best suited to AI adoption, implementation, solutions, and technical customer-facing roles.

AREAS OF EXPERTISE

Business Discovery • AI Workflow Design • Requirements Definition • Stakeholder Training • Systems Thinking • Process Mapping • AI-Assisted Prototyping • CRM Integration Concepts • GitHub • Testing & Documentation

PROFESSIONAL EXPERIENCE

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

Work directly with customers, CRM workflows, and real-world sales process problems to inform practical tools and user requirements.

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

Independently designed and built a sales enablement application that organized training resources, sales scripts, objection-handling guidance, and inventory reference workflows while working in automotive sales.

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

Assessed an unstructured B2B sales operation and proposed workflows for qualification, cross-selling, performance accountability, and customer development.

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

Managed 15 remote sellers at a time and translated business KPIs into actionable coaching, structured development, and improved operational routines.

Built spreadsheets, interactive call guidance, performance trackers, and coaching systems to solve frontline operational needs.

Presented to approximately 500 agents and 50+ leaders cumulatively, bridging daily user behavior and leadership objectives.

Averaged 107% revenue attainment over five years and achieved a +91 eNPS team engagement result.

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

Provided consultative telecommunications sales, customer discovery, CRM documentation, and relevant product recommendations.

SELECTED SYSTEMS & PROJECTS

- **Muse Mac Connector — Public Alpha:** Open-source macOS menu-bar connector exposing authenticated, permission-scoped computer capabilities to an AI assistant; published v0.5.0-alpha and repository tests.
- **Game Night Board — Public Source:** Lightweight Node.js event attendance board with RSVP check-ins, persistent shared counts, scheduled events, and automated API tests.
- **LifeOS — Private Work in Progress:** Architecture and implementation work on a source-attributed agent workflow, operational state, and linked knowledge system; full deployment not yet verified.
- **Sniper Suite — Private Prototypes:** Four experimental browser extensions for research workflows; release unverified.

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.