Jordan McDonley

Sales Leadership & Team Performance

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PROFILE

Sales leader and coach with five years overseeing a 15-person remote sales team at Comcast/Xfinity. Averaged 107% revenue attainment across five years and a +91 employee Net Promoter Score (eNPS). Experienced in data-driven coaching, developing practical enablement resources, leading across organizational levels, and translating strategy into observable sales behaviors.

AREAS OF EXPERTISE

Remote Team Leadership • Sales Performance Management • Coaching & Development • Revenue Attainment • Salesforce • KPI Analysis • Training Facilitation • Continuous Improvement

PROFESSIONAL EXPERIENCE

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

Manage customer discovery, vehicle presentations, follow-up, and appointment development in a retail automotive sales role.

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

Provided consultative automotive sales and independently developed an internal sales-training resource covering call flows, objection handling, inventory references, and manager/rep guidance.

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

Recruited to lead sales and introduce structured consultative-selling practices within a largely order-taking operation; assessed discovery, cross-selling, account development, and performance-management gaps.

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

Led up to 15 direct-report remote sales professionals at a time, averaging 107% of revenue target over five years.

Achieved a +91 eNPS team engagement result through communication, recognition, structured coaching, and accountability.

Reviewed Salesforce performance reports, conversion metrics, and call behaviors to diagnose gaps and establish individualized action plans.

Facilitated training and presentations for broader audiences totaling approximately 500 agents and 50+ leaders over time, including director-level organizations.

Built interactive sales call flows, agent workbooks, coaching trackers, and KPI reporting tools to support execution and performance development.

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

- **Comcast Sales Operating Workbooks:** Created performance dashboards, agent trackers, coaching tools, and structured manager review resources in Google Sheets.
- **Interactive Sales Call Flows:** Developed guided discovery and objection-handling resources that translated sales training into repeatable conversations.

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.