

Jordan Goldbourn

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EDUCATION

Rochester Institute of Technology

Master of Business Administration (MBA)

Rochester, NY

August 2020 - Present

Nazareth College of Rochester

Bachelor of Science: Business Management | Minor: Philosophy

Rochester, NY

January 2016 - May 2019

WORK EXPERIENCE

HubSpot

Enterprise Business Development Representative

Rochester, NY

May 2022 - Present

- Attain, develop, and nurture opportunities with nationally recognized brands
- Collaborate with Account Executives to strategize and create targeted messaging to c-suite decision makers
- Conduct discovery calls to understand needs of prospects and decide next steps
- Operate CRM system to research potential best fit companies and perform active outreach

Automatic Data Processing (ADP)

District Manager

Rochester, NY

June 2019 - October 2021

- Acquired, supported, and retained small business for the industry leader in Human Capital Management
- Realized a 105% finish of sales against the largest quota month of January
- Collaborated with my partners to sell ancillary services that pair with payroll services
- Supported multiple departments during the COVID-19 pandemic while quickly learning their CRM systems
- Proficient in SalesForce, Oracle, and BigMachines

LEADERSHIP EXPERIENCE

Automatic Data Processing (ADP)

Mentorship Program

Rochester, NY

April 2021 - June 2021

- Completed relative mentorship trainings
- Assigned new hire to analyze weak points, create a strategy to overcome weak points, and present results to management
- Maintained own quota while assisting mentee to realize over a 100% finish on his first month of quota

Nazareth Men's Lacrosse

Senior Captain

Nazareth College

January 2016 - May 2019

- Received Block N Award in 2017 for outstanding work ethic
- Devoted 20-plus hours per week among games, practice, strength training, and delegating team
- Active member in the community, volunteering for the Ronald McDonald foundation as well as working with inner city school children