

JORDAN RAHMANI

TECH ACCOUNT EXECUTIVE



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Sydney, Australia



ABOUT ME

I'm a strategic and creative thinker with a passion for storytelling and solutions that make a real impact. Over the last 10 years, I've worked closely with C-suite leaders of major international brands, selling solution based tech solutions and marketing strategies. I thrive when I'm challenged and always push myself further—both professionally and personally. As a triathlete, I've developed discipline and a growth mindset, which I bring to all aspects of my work. With my experience in starting a businesses, I have entrepreneurial traits that I'm keen to bring with me to my next opportunity.

PROFESSIONAL EXPERIENCE

PRESENT **ACCOUNT EXECUTIVE (TEAM LEAD) - MM L2**
2022 **HubSpot | Sydney, Australia**

With three years delivering CRM and AI driven solutions for my clients, I have gained valuable experience in solution based selling with a top tech company in HubSpot. Achieving monthly sales quotas consistently for 3 years is a challenge, nonetheless I have been able to overachieve (YoY) resulting in numerous promotions along the way.

- In a hunter-role, prospecting & multi-threading into accounts to generate new opportunities and managing the full sales-cycle from prospecting to close.
- Built and maintained strong relationships with executive leaders across various industries, positioning AI-enabled CRM solutions as a strategic lever for digital transformation.
- Delivered strategic presentations and product demos to C-level executives, effectively communicating the value of HubSpot's AI capabilities and securing buy-in for large-scale implementations.
- During my tenor at HubSpot I have been promoted to MM Level 2 as a result of having exceeding quota for a 12-month period. I have also been promoted to Team Lead, assisting my manager in forecasting, sales strategies, and team management.

Results: Quota attainment

2022-23 - 97%

2023-24 - 110%

2024-25 - 114% (YTD)

2022 **SR. ACCOUNT DIRECTOR - ENTERPRISE**
2019 **DDB | Sydney, Australia**

Client: McDonalds

A globally renowned agency for creative excellence, I served as an Account Director, managing high-profile client relationships and driving revenue growth. I led cross-functional teams to deliver campaigns aligned with business objectives and provided innovative, data-driven solutions to meet clients' evolving needs.

- Grew account revenue by 15% (\$1.8M) during my tenure by successfully identifying and selling additional agency services, including securing McDonald's social media portfolio.
- Consistently exceeded financial targets by proactively upselling services, managing the retainer tracker, and identifying areas of opportunity to maximize profitability.
- Built and maintained strong relationships with C-suite stakeholders, effectively presenting strategic initiatives and gaining buy-in for incremental investments.

2019 **ACCOUNT DIRECTOR - ENTERPRISE**
2018 **Ogilvy | Sydney, Australia**

Clients: Transport NSW, KFC

Managed client relationships and drove marketing and digital strategies, consistently identifying and selling new services to meet clients' evolving needs while achieving account revenue quotas.

2018 **ACCOUNT EXECUTIVE**
2014 **SID LEE | Toronto, Canada**

Clients: H&R Block, Belair Direct Insurance, Subway, Heineken, Canadian Tire.

SKILLS

- ▶ Entrepreneurial Mindset
- ▶ Leader & Team Motivator
- ▶ Excellent Communication Skills
- ▶ Company Culture Leader & Advocate
- ▶ Strong Presenter & Storyteller

CERTIFICATIONS

- ▶ **Developing AI Strategy, Certification**
RMIT University, 2024
- ▶ **Generative AI, Certification**
Databricks, 2024

ACCOMPLISHMENTS

- ▶ **Founded two companies**
 - Revolt Advertising
2012-2014
 - ODD SOUL
Hard Shampoo & Body Bar
2020-2021

EDUCATION

CLASS OF 2013

BACHELOR OF BUSINESS
Mount Royal University
Calgary, AB