

Jordan Flood

Data Analyst

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Professional Summary

Transitioning SaaS Account Executive evolving into a Data Science and Machine Learning professional, aiming to leverage extensive experience in strategic planning, execution, and analytical problem-solving to drive data-driven decisions and insights. Committed to utilizing data visualization and modeling techniques to support business objectives and foster data-centric solutions.

Employment History

Jan 2024

Volunteer Data Analyst at Statistics Without Borders

Aug 2022 — Dec 2023

Senior Account Executive at SEMRush

- Managed a portfolio of 300+ key client accounts, ensuring their satisfaction and loyalty.
- Developed and implemented account plans and strategies to drive revenue growth.
- Identified upselling and cross-selling opportunities to maximize account value.
- Collaborated with cross-functional teams to deliver on client expectations and drive customer success.
- Utilized data analysis and reporting tools to track and monitor account performance.
- Achieved 132% Target Average in H1 and 141% Target Average H2.

Apr 2022 — Jul 2022

Business Development Representative at HubSpot

- Conducted outbound prospecting to generate new leads and opportunities.
- Utilized CRM software to track and manage leads, and to monitor the progress of sales opportunities.
- Collaborated with the sales team to develop and execute sales strategies and campaigns.
- Utilized strong communication and negotiation skills to engage with potential clients and close deals.
- Provided regular updates and reports to management on sales performance and pipeline.

Jul 2021 — Apr 2022

Senior Account Manager at Teleperformance

- Managed a portfolio of key client accounts, ensuring their satisfaction and loyalty to the company.
- Developed and maintained relationships with key decision-makers and stakeholders.
- Identified upselling and cross-selling opportunities to maximize account value.
- Collaborated with cross-functional teams to deliver on client expectations and drive customer success.
- Provided regular updates and reports to clients, keeping them informed of campaign performance and results.

Skills

Google Ads & Google Analytics

Advanced Microsoft Excel

Data Visualization

Market Analysis

Data Analysis

Analytics

Tableau

Python

SQL

Strategic Sales Planning

Project Management

Solution-Oriented Sales

Presentation Skills

Strategic Account Management

CRM Software Proficiency

LinkedIn

[linkedin.com/in/jordanflood/](https://www.linkedin.com/in/jordanflood/)

Languages

English (Native)

Spanish (A2)

Russian (A2)

Hobbies

Piano & Guitar
Programming
Rugby

- Managed a portfolio of over 120 accounts with a combined annual revenue of \$4.3 million
- Developed a proactive customer outreach program that identified up-sell and cross-sell opportunities with existing clients

Aug 2019 — Sep 2020

Dublin

SaaS Sales Development Representative at ActiveCampaign

Jan 2019 — Aug 2019

Dublin

Senior Sales Executive at Google

Dec 2017 — Jan 2019

Dublin

Account Manager at Facebook @ Accenture

Education

Sep 2023 — May 2026

Online

International University of Applied Sciences

Bachelors (Hons) of Computer Science

Currently Enrolled in a full time Distance learning Degree to finish my Computer Science Studies

Sep 2014 — May 2015

St. John's Central College

Advanced Certificate in Computer Science

Courses

Data Analytics Professional at Coursera, Google

Advanced Data Analytics Professional at Coursera, Google

IT Automation with Python at Coursera, Google