

JORDAN ENSKAT

Sales Ops Manager

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St. Catharines, ON



SUMMARY

With a distinguished career spanning 15+ years in sales, Jordan has consistently demonstrated exceptional ambition, motivation, and a proven track record of personal and professional growth. A seasoned leader, he has successfully managed and led teams, concurrently contributing to diverse projects. Committed to continuous improvement, Jordan remains dedicated to personal and professional development.

EDUCATION

Algonquin College Of Applied Arts & Technology

Business Marketing Mobile Program
2013

SKILLS

- Strong organizational and time-management skills
- Exceptional communication and interpersonal skills
- Ability to work independently and as part of a team
- Detail-oriented and able to handle multiple tasks simultaneously
- Experience in managing budgets and handling financial documents

CERTIFICATIONS

- Fort Light Start-up Leadership/Manager Training
- Coursera - Google Data Analytics
- Coursera - SQL for Data Science

PROFESSIONAL EXPERIENCE

Sales Ops Manager

Anyplace | May 2019 - January 2024

- Managed a high-performing sales team of four representatives and one team lead, fostering an environment that encouraged continuous learning and improvement.
- Collaborated closely with the Product Development teams to align priorities with customer needs and ensure new features were rolled out correctly.
- Worked hand-in-hand with Pricing and Marketing departments to generate leads while also assisting the team in closing new bookings.
- Implemented process improvements for internal operations by creating SMART action plans for various projects/goals.
- Conducted bi-weekly one-on-one meetings with front-line agents providing constructive feedback aimed at driving product adoption.

Sales Professional

Grupo Vidanta | 2013 - 2019

- Assist existing vacation club owners with finding the right package with Vidanta
- Provide post-sale support for any questions or issues
- Understand other vacation programs and their details such as cost per point and annual fees