

JARON NORDMAN

Chicagoland | Remote or Hybrid | Open to Relocation
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PROFESSIONAL SUMMARY

Sales and account management professional with a background in restaurant technology, payments, SaaS, and hands-on hospitality operations. Owns the full client lifecycle: consultative demo, close, onboarding, adoption, and long-term retention. Co-founded a freight technology SaaS and built its sales and account organization from scratch through a Series A raise from a16z. Eleven years of frontline restaurant and bar experience informing every operator conversation. Targeting an Account Executive, Account Management, or Customer Success role with a B2B SaaS or technology company.

CORE STRENGTHS

Account Management & Client Retention • Full-Cycle Consultative Sales • Customer Onboarding & Adoption • Product Demonstrations • CRM & Pipeline Management (Salesforce, HubSpot) • Merchant Services & Payments Fluency • Restaurant & Hospitality Operations Fluency • Sales Org Building & Leadership • Process Design & Operational Scaling • AI-Assisted Development & Rapid Prototyping (Claude, ChatGPT, Cursor)

PROFESSIONAL EXPERIENCE

Solutions Specialist

Shift4 Payments | Chicagoland, Remote | Present

- Own the full client lifecycle for an independent restaurant and hospitality territory across Chicagoland and Northwest Indiana: prospecting, consultative demo, close, implementation, and ongoing account management.
- Serve as primary and ongoing point of contact for operators on POS, payments, and technology, guiding implementation and adoption and managing account health to protect retention.
- Built a structured prospect database of 70+ qualified accounts and manage the full territory pipeline in CRM, translating operator pain points and merchant economics into technology recommendations.

Co-Founder & VP of Sales and Operations

MVMNT | Chicago, IL | Apr 2020 – Mar 2023 (Advisor, Mar 2023 – Mar 2024)

- Joined as employee #2 and co-founded a freight technology SaaS company, building the sales and account management function from the first hire through a Series A raise from a16z.
- Designed the full customer lifecycle end to end: lead generation, outbound prospecting, pipeline management, onboarding, and retention, plus the playbooks used to train every account representative.
- Hired, trained, and managed account representatives; ran people management and supply chain operations, scaling internal processes to support headcount and revenue growth.
- Contributed to company strategy and fundraising narrative as part of the founding team; transitioned to a one-year advisory role supporting continuity through a leadership change.

Business Development Manager / Carrier Sales and Development

Spartan Logistics Services | Chicago, IL | Feb 2019 – Dec 2019

- Managed outbound lead generation, relationship development, and account retention for a logistics brokerage, building a book of carrier and shipper accounts through cold calling and referrals.

Senior Carrier Sales Representative / Carrier Sales Representative

Circle Logistics | Chicago, IL | May 2017 – Feb 2019

- Built and managed a portfolio of client accounts through cold calling, outbound prospecting, and relationship-based sales; promoted into a senior role and mentored newer team members.

SERVICE & HOSPITALITY BACKGROUND

- Bartender and server across family-owned restaurants, a high-volume bar, fine dining, casino, sports bar, and country club settings in the Chicago area, 2014 – 2019.
- Continued part-time bartending and service work through 2025 while co-founding and scaling MVMNT, maintaining continuous frontline experience in restaurant operations.
- Direct experience with the guest, staffing, and service workflows that restaurant and hospitality technology and account teams are built to support.

PROFESSIONAL DEVELOPMENT

- Accepted, Auguste Escoffier School of Culinary Arts: pursuing formal culinary and hospitality business training in support of long-term goal of restaurant ownership.

EDUCATION

Bradley University, 2013 – 2015

The Second City Training Center, Arts, Entertainment, and Media Management, 2017 – 2021